

IN THIS ISSUE...

President's Message	2
Political Expert Barry Rascovar Suggests There is Reason for Optimism	3
ACEC/MD 2009 Legislative Business Agenda	3
Got Trinkets???	4
Career Outreach Participants Needed	5
Awards Banquet Sponsorships Available	5
Fire Ball Set for February 14th	5
MDQI 2009	5
SHA Names Replacement for Doug Rose	6
Former ACEC Chief Executive Howard Messner Passes Away	6
Member News	7
New Member	7
Seeking Employment	7
Professional Development	8

AMERICAN COUNCIL OF ENGINEERING COMPANIES/MARYLAND

PRESENTS

LEGISLATIVE ACTION DAY

Thursday, January 22, 2009

11:30 AM – 1:30 PM

Governor Calvert House

58 State Circle, Annapolis

The Council's Legislative Committee and CEPAC (the Consulting Engineers Political Action Committee) invite you to attend an informal luncheon with members of the Maryland General Assembly.

To make reservations or for more information, please contact the ACEC/MD office 410-539-1592.

visit us on the web! www.acecmd.org

EXECUTIVE COMMITTEE

OFFICERS

President

Harry Stephen, P.E.
Century Engineering

Secretary

Jeff McBride, P.E.
EBL Engineers

Vice President

Mike Myers, P.E.
Rummel, Klepper & Kahl

Treasurer

Joe Makar, P.E.
Whitman, Requardt & Associates

ACEC REPRESENTATIVES

Director

Harvey Floyd, P.E.
KCI Technologies

Alternate Director

George Wirth, P.E.
Schnabel Engineering

ACEC/MD DIRECTORS

Leon Kriebel, P.E. (2006-2009)
Whitney, Bailey, Cox & Magnani

Stacy Stone, P.E. (2006-2009)
Greenhorne & O'Mara

Dana Knight, P.E. (2007-2010)
McCormick Taylor

Jack Moeller, P.E. (2007-2010)
McCormick Taylor

Chris Griffith, P.E. (2008-2011)
KCI Technologies

Jerry Jannetti, P.E. (2008-2011)
PB Americas

an affiliate of

ACEC

AMERICAN COUNCIL
OF ENGINEERING
COMPANIES/MARYLAND
326 N. Charles Street
Baltimore, Maryland 21201
(410) 539-1592
FAX (410) 685-5470
www.acecmd.org

PRESIDENT'S MESSAGE

by Harry Stephen, P.E.

The ACEC/MD Legislative Business Agenda was unveiled during the annual Legislative Breakfast on December 2, 2008. This year our agenda includes three major initiatives including Infrastructure Funding, Work Zone Safety, and STEM Education.

ACEC/MD strongly supports infrastructure funding to replace aging systems. The existing roadways, water and wastewater facilities and pipelines, mass transit capabilities and other infrastructure facilities must be maintained and expanded for the economic well being of the State and its citizens. An immediate economic stimulus to our local economies will occur with the additional construction jobs and support services.

Improvements to Work Zone Safety are strongly supported by ACEC/MD. Tragically, 1,150 people were killed or injured in construction work zones in Maryland during 2007. ACEC/MD partners with public agencies to promote actions and programs that enhance safety through work zones.

STEM Education (science, technology, engineering and math) is critical to Maryland's and our Country's future economic success. It is critical to include programs in K-12 and higher education to increase the number of students in the STEM pipeline. The current funding for STEM education in Maryland's Aid to Education budget for fiscal 2009 must be kept in place.

In addition to the initiatives for the upcoming year, the Agenda also spotlights the benefits of Qualifications Based Selection (QBS) and the importance of having a viable Minority Business Enterprise (MBE) subcontracting program, with goals based on the actual number of firms ready, willing, and able to provide services.

Your legislative committee has been hard at work meeting with legislators explaining ACEC/MD's Legislative Agenda and offering our assistance to help promote



it. Informal breakfasts are being held with legislators in Anne Arundel, Montgomery, Baltimore and Howard counties at the offices of Design Facilitators Inc., A. Morton Thomas, Century Engineering and Greenman-Pedersen, respectively. These venues provide an excellent format to gain the undivided attention of our legislators. I express my thanks to these firms for hosting breakfasts to promote our agenda and allowing our legislators to get to know us.

When the legislative session is underway, issues will arise where you will be asked to contact your legislator. This can be done via e-mail very quickly using the talking points or letter provided by ACEC. When a "legislative alert" is sent, please take the time to e-mail your legislator to express your concerns or support. If ten responses are sent it gets their attention. If 50 are sent it is a mandate.

Another important event to put on your calendar is the CEPAC Legislative Luncheon, to be held on January 22, 2009 at the Governor Calvert House in Annapolis. This is an excellent opportunity to have lunch with several of your State legislators as a constituent from your home district, as well as your businesses district. You can talk directly to them concerning you and your firm's issues.

ACEC/MD needs the support of its members to make this a success. The more members in attendance, the larger the audience will be for the legislators and the louder our voice is heard. Also, in the morning, prior to the luncheon, appointments will be made with key legislators for us to visit them in their offices. If you are interested in attending these visits, please let me know. The Business Agenda will be available at the luncheon or at any ACEC/MD event before the luncheon.

Our state PAC (CEPAC), for Maryland legislators, is at the end of the second year of a four-year pledge cycle. So that our voice can be heard loud and strong in Annapolis, please remember to fulfill your pledge through these difficult economic times. For those that have not pledged to contribute, please seriously consider doing so. Corporations can make contributions to a state PAC, so we are asking for your firm to pledge as well as requesting personnel pledges. When CEPAC makes contributions to legislators it is much easier to get their attention and inform them about our issues.

I thank all those who made contributions to the federal ACEC/PAC this year. ACEC Maryland has surpassed our 2008 goal of \$14,400 to the PAC. ACEC now has a \$1,000,000 PAC, which puts it in the top 5% of all PACs in the country. This has opened the doors to many more elected officials in Washington. ACEC is working hard to include significant infrastructure spending in appropriations for a new economic stimulus package by the new congress next year.

The Small Business Enterprise committee, chaired by Ziad Sabra, has initiated discussions with MDOT to understand their interpretation of the NAICS Codes and small business size standards for various services. Some MBE/DBE firms may not know that they should be and can be certified in several NAICS service codes when they have the resources and expertise. There is confusion

continued on page 7

POLITICAL EXPERT BARRY RASCOVAR SUGGESTS THERE IS REASON FOR OPTIMISM

ACEC/MD member firm representative were treated to a candid assessment of today's political environment by long time political expert Barry Rascovar. As has become tradition, Mr. Rascovar's comments were part of the roll out for this year's business agenda printed below.

Mr. Rascovar saw the era of greed, lax government regulations, and creative financing as the seed for today's financial meltdown. He expressed amazement over the media driven fear that punctuates decisions made in today's financial world.

Based on reports over the past six months, he expects the next six months to be bad. However, Mr. Rascovar expects that there will be a rapid turnaround, which adds to a sense of optimism.

In Maryland, according to Mr. Rascovar, the financial distress was sewn by a combination of tax cuts, excess spending by both parties, electric deregulation,

the failure to pass slots legislation, and the bitter partisanship between Governor Ehrlich and the leaders of the General Assembly.

While passing a watered down revenue increase for transportation during the 2007 special session, Mr. Rascovar expressed concern that the legislature only went half way by not passing increases in the gas tax or tolls.

Even with the announced \$1.1 billion reduction in transportation spending, Mr. Rascovar expressed optimism that car sales will increase in the near term, and that the federal infrastructure stimulus package could launch a "new golden era of infrastructure projects." In addition to transportation initiatives, new court houses in Baltimore and Greenbelt will help stimulate all sectors of the industry.

While our elected officials insist that tax increases are off the table, solutions to

the state's economic distress could be found in increases in fees and tolls, a discontinuance of raids on the Transportation Trust Fund, and the sale of general obligation bonds, which are backed by state property taxes.

In his closing remarks, Mr. Rascovar encouraged ACEC/MD representatives to continue the education of legislators on the need to spend money to get out of the current problems. Infrastructure improvements will benefit the environment, while helping to address the 50,000 people that are expected to locate in Maryland as part of the BRAC initiative. He also cautioned that since there is no money for social initiatives, there could be an attempt by legislators to pass MBE legislation that is unachievable.



ACEC/MD 2009 LEGISLATIVE BUSINESS AGENDA

1. INFRASTRUCTURE FUNDING

American Council of Engineering Companies/Maryland (ACEC/MD) strongly supports infrastructure funding for a wide range of purposes. To replace decaying and aging systems which are critical to the economic well being of its citizens, our State must maintain and expand existing roadways, water and wastewater facilities and pipelines, and mass transit capabilities as well as other infrastructure facilities. Since the repercussions of neglect of such systems are often not in the public spotlight, infrastructure funding receives a relatively low priority. It is imperative that this is brought to the forefront.

In addition to the economic benefits derived from the use of improved infrastructure systems, there is an immediate economic stimulus to our local economies as a direct result of construction jobs and

support services. National studies have shown that for every one dollar invested towards infrastructure spending, a **seven fold** benefit ripples through the economy as a result of the jobs created.

Maintaining the integrity of the Transportation Trust Fund is crucial. In addition, options need to be explored for funding infrastructure programs.

Infrastructure funding is a critical priority. Much needs to be done. Review and implementation of other funding options are necessary to provide the systems needed for the economic and social well being of our State.

2. WORK ZONE SAFETY

It is a tragic fact that 1,150 people were killed or injured in construction work zones in Maryland during 2007. While construction activities can have their own inherent risks,

we must do all that can be done to promote work zone safety. ACEC/MD partners with public agencies to promote actions and programs that enhance safety for both the traveling public and construction workers through the work zone during the construction of projects. ACEC/MD strongly supports legislation that improves work zone safety.

3. STEM Education

Maryland's economy is dependent on technical and knowledge-based sectors, for which there is an expanding mismatch between labor supply and demand. Filling the void in science, technology, engineering and math (STEM) is critical to Maryland's future economic success.

Programs are needed in K-12 and higher education to increase the number of students in the STEM pipeline through initiatives such as high school engineering

ACEC/MD 2009 LEGISLATIVE BUSINESS AGENDA

continued from page 2

curriculums and enhanced teacher training. The current funding for STEM education in Maryland's Aid to Education budget for fiscal 2009 must be kept in place.

Additionally, legislation should be considered for scholarship/loan forgiveness programs for engineering students in State colleges and universities, with the provision that after graduation the recipient would work in their field within the State for a minimum of five years.

Minority Business Subcontracting

ACEC/MD strongly supports fair, open and equal opportunity for all firms without regard to such factors as race or gender. We provide incentives to new MBE/WBE firms to attend training seminars and networking events organized by ACEC/MD and encourage member firms to mentor these firms whenever possible. ACEC/MD supports the following principles:

- Any minority participation goals should be based on the availability of firms that are professionally qualified, and are ready and able to provide

services on engineering contracts;

- Goals stated in the preference program should be treated as goals and not mandates by State government agencies that procure professional engineering and related services;
- MBE/WBE utilization as prime consultants in the State Small Business Preference Program should be counted toward the satisfaction of MBE/WBE utilization goals for agencies, thereby, reducing sub-consulting goals.

Qualifications Based Selection (QBS)

The procurement of engineering and architectural services is one of the most important parts of the process for ensuring quality in the constructed project. A qualifications-based selection (QBS) process allows the owner to choose the firm determined to be the most qualified based on objective criteria. Selecting design professionals exclusively based on price takes this decision out of the hands of the owner.

The use of QBS also allows for the design firm to use their expertise and experience to develop innovative solutions to some of the technical issues of the project. Bidding engineering services prevents the engineer from any innovation and results in the simplest, least expensive design, irrespective of whether it is the most appropriate design. In a bidding environment, there is no consideration for whether the design provides the owner with the most cost effective facility when construction and maintenance costs are considered. The simplest, least expensive design is not necessarily the least expensive to construct or the most appropriate for the long term use of the facility.

The QBS process is a legal, fair and objective process. Used successfully since the Civil War, QBS is the most widely used method by which public owners select design professionals and is endorsed by the American Public Works Association.



GOT TRINKETS??? WHAT IS YOUR LOGO ON???

pens pencils ★ KOOZIES ★ stress balls ★ key chains ★ POST-ITS



If it's something fun, ACEC/MD wants it!!!

We want to give your stuff away to students who are interested in engineering!!!

Trinkets will be used for:

Grab bags filled with your trinkets for MdQI Career Day in March

Gab bags filled with your trinkets for the ESB's "Take a Girl to Lunch Day" in February

and as *giveaways* at career fairs at local high schools

Kids love this stuff!!! You have more than you need!!!

Help ACEC/MD Get your company's name out there!!!

You name it – we'll take it!!!

Call ACEC/MD Public Relations Committee Member Rachel Ellis at 410-585-1460 no later than January 27th to unload your trinkets. Thanks! Trinkets can be sent/delivered to:

Gannet Fleming's office,
Seton Business Park
4701 Mt. Hope Dr., Suite A
Baltimore, MD 21215

CAREER OUTREACH PARTICIPANTS NEEDED

As part of ACEC/MD's ongoing outreach efforts to encourage students to enter the engineering profession, Career Outreach Committee Chair Ray Streib (Development Facilitators, Inc.) has contacted schools in Maryland to offer ACEC/MD as a resource.

In order to assist these schools in demonstrating the opportunities offered by careers in the engineering profession, we need the participation of representa-

tives of our member firms. First, ACEC/MD is in the process of scheduling either presentations at local schools or is participating in Career Days. The second way that your firm can get involved is by providing "shadowing" opportunities or actual internship positions for students.

Please contact the ACEC/MD office by January 20, 2009 to advise who from your firm would be interested in participating in future career events at local schools, or if

your firm can host a student. When responding, please indicate which schools or areas in the state that your firm's representatives would be interested in.

Thank you very much for considering this request. Through the efforts of our member firm representatives we can begin to reverse the startling lack of students entering the engineering profession.



AWARDS BANQUET SPONSORSHIPS AVAILABLE

The American Council of Engineering Companies/Maryland (ACEC/MD) is pleased to offer interested firms the opportunity to cosponsor the ACEC/MD Awards Banquet. This annual event recognizes all finalists in our Engineering Excellence Awards Program, along with the recipients of the President's Award and the ACEC/MD Community Service Award. The banquet will be held at the historic Garrett-Jacobs Mansion, 11 West Mount Vernon Place, Baltimore, on Thursday, February 19, 2009 from 6:00 – 9:00 PM.

Member firms, suppliers to the industry, and other interested parties are invited to participate in this celebration by co-sponsoring the event. Included in this sponsorship are:

- *Recognition on a sign board posted at the event.*
- *Acknowledgement in the March-April, 2009 ACEC/MD Newsletter.*
- *Advertisement in the February 19, 2009 event program.*

The investment for sponsoring the February 19, 2009 event is only:

<i>Platinum</i>	<i>inside front or back cover (6½" high x 4½" wide)*</i>	\$750.00
<i>Gold</i>	<i>full page vertical ad (6½" high x 4½" wide)*</i>	\$500.00
<i>Silver</i>	<i>½ page horizontal ad (3½" high x 4½" wide)*</i>	\$250.00
<i>Bronze</i>	<i>Business card ad*</i>	\$100.00

To take advantage of this opportunity, email your color ad (.pdf or .jpg format) to acecmd@acecmd.org or acecmd@aol.com by the close of business on **January 16, 2009**. For further information, please contact the ACEC/MD office at 410-539-1592.

We hope that you will join us in this celebration of "Excellence in Engineering," and at the same time take advantage of this chance to promote your company's name.



FIRE BALL SET FOR FEBRUARY 14TH

The always popular Great Fire Ball is being held at the Garrett Jacobs Mansion on Valentine's Day, February 14, 2009. This preeminent fundraiser for the mansion is sure to sell out, so get your tickets today. While they are available, tickets are \$150 each, and may be purchased by calling Sheila Grable at Leach Wallace Associates, 410-579-8100. Fifty dollars of the tickets price may be designated as a tax-deductible donation. Be sure to sign up by January 5th to enjoy live music and dancing at this opulent historic setting.



MDQI 2009

The 2009 MdQI Conference "Going Green - Moving in New Directions" will be held February 4 & 5, 2009 at the Sheraton Baltimore City Center Hotel. "Early Bird" registration is available at discounted rates. Registration materials are available through MHCA website at www.mdhighways.org.

Exhibitor space is also available for the 2009 MdQI Conference. Space is limited and reservations must be made in advance. To register for exhibitor/ vendor space, complete the Exhibitor Registration Packet also found on the MHCA website.



SHA NAMES REPLACEMENT FOR DOUG ROSE

SHA Administrator Neil Pedersen announced that Greg Welker has been selected to be SHA's next Deputy Administrator/Chief Engineer for Operations. Since 2001, Greg has served as District Engineer for Anne Arundel, Calvert, Charles and St. Mary's counties. During his 24 year career at SHA, he has also served as Assistant District Engineer of Construction in District 2, a Regional Construction Engineer for the Eastern Shore and Prince George's County, and a Construction Area Engineer and Construction Project Manager in District 3. Greg is a 1984 graduate of Virginia Tech, where he received a B.S. in Civil Engineering in 1984.

SHA Administrator Neil Pedersen distributed the following:

"Greg has demonstrated strong leadership skills in the entire range of operational areas at SHA during his tenure as District Engineer, and has been a strong supporter of SHA's performance management initiatives. Building on the solid foundation laid by Doug Rose during the past 13 years, I look forward to working with Greg in guiding SHA to rise to even higher levels of excellence. Greg will be working with Doug Rose, Doug Simmons, Normetha Goodrum and me to ensure as smooth a transition as possible during the remaining six weeks of Doug Rose's tenure as Deputy Administrator. I look forward to your cooperation in assisting Greg as he assumes the responsibilities of his new position and in

supporting him as he goes through the learning curve associated with taking on significant new responsibilities.

I would also like to take this opportunity to thank Doug Rose for the significant contributions that he has made to SHA and to our profession during his 30 years of service at SHA. He has been a great partner and friend during the 25 years that we have had the opportunity to work together, and I am forever indebted to him for the support that he has given me throughout my career at SHA. Doug, we wish you nothing but the best as you enter the next phase of your professional career.

Please join me in offering congratulations and best wishes to both Doug and Greg!"



FORMER ACEC CHIEF EXECUTIVE HOWARD MESSNER PASSES AWAY

It is with great sadness that we report the death of Howard Messner, 71, who served as ACEC's chief staff executive from 1987 to 1999. Always quick with a smile, Howard played an important leadership role at ACEC during the passage of the landmark Intermodal Surface Transportation Efficiency Act in 1991 and the Transportation Equity Act for the 21st Century (TEA-21) in 1998. He also played a significant role in the establishment of the Senior Executive Institute (SEI) that has been the training ground for many of today's ACEC leaders.

Prior to joining ACEC, Howard served in high-level administrative positions at the EPA, Department of Energy, Congressional Budget Office and the Office of Management and Budget. If desired, contributions in Howard's honor may be made to the Hospice of Chesapeake, 445 Defense Highway, Annapolis, MD 21401.



MEMBER NEWS

GREENHORNE & O'MARA

announces that President *Frank R. Finch, P.E.* will assume the added role of Chief Executive Officer (CEO), effective November 1, 2008. Current CEO John Healey, Ph.D., P.E. will continue as Chairman of the Board. Also, the firm has hired *Dan Thomas* as Manager for its new Technology and GIS Services Division.

JOHNSON, MIRMIRAN & THOMPSON has been named as one of the "Best Civil Engineering Firms to Work For 2008" in the annual competition sponsored by Civil Engineering News magazine, ranking #2 in the large firm category in this national competition.

KCI TECHNOLOGIES is pleased to announce the addition of *Lane W. Swauger, P.E.*, as the new Mid-Atlantic Transportation Group Manager. The firm also hired *Aurora A. Shapleigh* as director of federal planning and federal projects practice leader.

KIBART, INC. has promoted *Abbas Lohrasbi* and *Mohamad Jamal* to associate.

McDONOUGH BOLYARD PECK is pleased to announce the following:

- The firm has been named a 2008 Hot Firm Winner by the Zweig Letter.

- The Construction Management Association of America (CMAA) honored the firm as the 2008 Project Achievement Award winner in the category of Infrastructure Project Under \$10 million for the Hibbs Bridge Restoration Project in Middleburg, Virginia.
- The Society for Human Resources Management and Great Place to Work Institute have selected MBP as one of their Top 50 Best Small and Medium Companies to work for in America.
- The firm recently welcomed *Eric Stoll* as the firm's Maryland Branch Project Manager; *David Lowe* as Senior Consultant; and *Tonja Potter* as Project Manager.

PATTON HARRIS RUST & ASSOCIATES (PHR&A) has named *Charles B. Perry, II* as Chief Executive Officer. He previously held Executive Roles with HNTB, Wilbur Smith, and the Virginia Department of Transportation.

URBAN ENGINEERS is pleased to announce the return of *Robert B. Snowden, P.E., Esq.*, as Senior Project Manager and Practice Leader for the firm's Construction Practice in Maryland.



NEW MEMBER

The following firm has been elected to Affiliate membership:

BB&T INSURANCE SERVICES, INC.

Address: 111 S. Calvert Street, Suite 2810, Baltimore, MD 21202

Telephone: 410-230-1058;

FAX: 410-230-1049

Website: www.insurance.bbt.com

Rep.: Charles Leake

Brief History and Activities of the Firm: BB&T Insurance Services, Inc., and its representative Charles Leake, are authorized agents for the ACEC Health plan. Primary duties include the brokering of Employee Benefit Insurance Products. Their mission is to help clients achieve economic success and financial security.

We welcome this firm as a member of ACEC/MD. Be sure to add their information to your records. The next time you see one of their representatives, please take the time to let them know we're glad that they have joined the Council!



SEEKING EMPLOYMENT

The following individual is seeking employment and has a complete resume on file in the ACEC/MD office. Please phone 410-539-1592 if you are interested in obtaining a copy.

1. Highly motivated individual with 12 years experience seeks a leadership position supporting the transportation and traffic engineering practices, and the growth of a firm's business in this sector of the industry.



projects. Mark your calendars and don't forget to invite your project managers and clients to enjoy this evening.

I wish you a very safe and happy holiday season and a prosperous new year. I look forward to working with you next year on the challenges that confront us!



PRESIDENT'S MESSAGE

continued from page 2

about graduation from a specific NAICS code versus "total graduation". These are issues that significantly impact the engineering community with respect to the MBE/DBE program in the state. We will keep you informed of developments to these issues as they are available.

Applications for the 2009 ACEC/MD Leadership Program have been forwarded to all member firms. This program includes six monthly sessions beginning in January

and concluding in June at the ACEC/MD annual conference at the Nemaocolin Woodlands Resort in the Laurel Highlands of southwest Pennsylvania.

The Engineering Excellence Award Grand winner and winners for each category will be announced during the General Membership Meeting and Awards Banquet on February 19, 2008 at the Engineers Club. This exciting evening recognizes firms for "a job well done" and highlights successful

AMERICAN COUNCIL OF ENGINEERING COMPANIES/MARYLAND

326 NORTH CHARLES STREET, SUITE 202

BALTIMORE, MARYLAND 21201-4310

POSTMASTER: ADDRESS CORRECTION REQUESTED

8

November-December, 2008

PROFESSIONAL DEVELOPMENT

- | | |
|-----------------|--|
| January 20-21 | <i>Roof Technology and Science I</i> , College Park, MD |
| January 22-23 | <i>Roof Technology and Science II</i> , College Park, MD |
| February 3 | <i>RRC Review & Update</i> . Atlanta, GA |
| February 4 | <i>Advanced Thermal and Moisture</i> . Atlanta, GA |
| February 5-6 | <i>Professional Roof Consulting</i> . Atlanta, GA
Courses presented by RCI, Inc. For more information or to register call 800-828-1902 or go to www.rci-online.org . |
| January 14 | <i>Maryland Highway Safety Foundation Business Breakfast</i> .
Annapolis. For information call 443-662-4251. |
| January 15-16 | <i>A/E/C Project Management Bootcamp</i> .
Raleigh, NC. Presented by PSMJ Resources, Inc. For more information, call 800-537-PSMJ or www.psmj.com . |
| January 31 | <i>Reducing Risks, Raising Prices, & Negotiating Better Contracts</i> .
Washington, DC. Presented by PSMJ Resources, Inc. For more information, call 800.537-PSMJ or go to www.psmj.com . |
| September 24-26 | <i>2009 Groundhog Day Party</i>
Baltimore. Presented by the Baltimore Architecture Foundation. For more information, please send an email to groundhog@baltimorearchitecture.org or call 410-539-7772. |