

NEWS

ACEC

**American Council
of Engineering
Companies
of Oregon**

*Celebrating 50 years of representing
engineering companies in Oregon
and Clark County, Washington,
1956-2006*

April 2006

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*Member of the American Council
of Engineering Companies
Washington, D.C.*

"ACEC Oregon/ODOT...A Partnership for Excellence" WORKSHOP SUCCESSFULLY BRINGS BOTH GROUPS TOGETHER TO PROMOTE GREATER UNDERSTANDING OF BUSINESS PRACTICES

The *ACEC Oregon/ODOT...A Partnership for Excellence* workshop held March 6-9 in Wilsonville attracted a large number of participants from all over the state and provided a valuable opportunity for ACEC Oregon members to better understand ODOT's new structure. The meeting also allowed both groups to interact on a personal level for several days.

The workshop was a result of an ongoing training-related collaboration between ODOT and ACEC Oregon. It was jointly developed for technical and project delivery staff from both private consulting firms and ODOT.

The program offered practical information and tools for improving how the two organizations conduct business together. Key ODOT regional and headquarters contacts were introduced and each provided valuable insight into ODOT's project delivery methods for both in-house staff and consultants.



Opening session of the "ACEC Oregon/ODOT...Partnership for Excellence" workshop in Wilsonville March 6. Pictured, from left: ACEC Oregon President-Elect, **Dwight Hardin, GRI Geotechnical & Environmental Consultants, and ODOT Director, **Mat Garrett**.**

Workshop goals were to:

- Develop a better understanding of each group's business environments and the technical and project delivery needs each group has when working together.
- Provide information about key deliverables and time- tables for delivery—from project start-up to completion.
- Share practical technical information, checklists, templates, contacts, etc. to promote success when working with technical aspects of developing and delivering projects. *(Continued on pages 4 and 5.)*



SAVE THESE DATES!

MAY 24, Wednesday
Business Dinner
Bridgeport Brewpub & Bakery

JUNE 28, Wednesday
Networking Day Golf Tournament & Dinner
Langdon Farms Golf Club

**More info
to come!**

FROM THE PRESIDENT

by Ken Wightman, P.E., P.L.S.

One of the goals under our strategic plan for this year is to “provide value to member firms.” Being an advocate for our members is one tactical implementation of this goal. You can see this in the work that the Legislative Committee is doing by being an advocate at both the state and national levels. Under the able direction of **Darryl Anderson**, the newly re-established OACES Committee is also providing that buffer with the counties. I also am so impressed with the intensity and passion that our ODOT Committees have shown in working with both the agency and the Oregon Bridge Delivery Partners in promoting issues raised by our member firms. My hat is off in recognition and thanks to those members who give so tirelessly for the betterment of our profession.



Ken Wightman
David Evans and
Associates, Inc.

ACEC Oregon has been active in communicating with our legislators. We have had or will have legislative breakfasts with **Sen. Bruce Starr, Rep. Wayne Scott** and **Sen. Kate Brown**. These are very informative for our members and give us a chance to showcase the issues and concerns we have as business professionals in this state. The legislative breakfasts are open to all members and I would urge you to participate and get involved.

This brings me to another point that is critically important to our goal of providing value to our members. If we are going to be effective in working with the legislature, we have to have Political Action Committee funds to enable us to recognize those legislators that support our positions. This can only happen if our member firms contribute. Many thanks to those listed here who have sent their checks already. For the rest of you, please get them in so we can be effective in this next series of elections. If you don't, **President-Elect Dwight Hardin** will be calling!

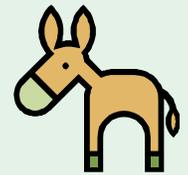
COMMITTEE SIGN-UPS ARE COMING!

Consider joining a committee! We'll be asking for annual committee sign-ups next month. Participation on an ACEC Oregon committee is a great way to gain leadership skills and to give back to the profession. More information will be forthcoming in mid-May. In the meantime, contemplate committee service on one or more of these committees:

- Risk Management Committee
- Legislative Committee
- Operations/Administration Committee
- Programs Committee
- Scholarship Committee
- ODOT Liaison Committee
- OACES Liaison Committee
- Corps of Engineers Liaison Committee

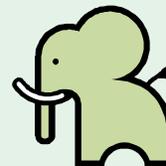
PAC DONATIONS AID EFFECTIVENESS IN WORKING WITH LEGISLATURE

To be effective in working with the legislature, the organization needs to have adequate Political Action Committee funds to enable us to recognize those legislators that support our positions. This can only happen if our member firms contribute. Many thanks to those listed here (and others previously listed) who have sent their checks.



Thank you to the following firms and individuals for their PAC donation (made January 26 through April 4, 2006):

- CH2M Hill, Inc.
- Kittelson & Associates, Inc.
- Marvin, Chorzempa & Larson, P.C.
- McCann Engineering LLC
- Moffatt, Nichol & Bonney
- Parametrix, Inc.
- Spencer B. Gross, Inc.



Thank
you!

At the end of March, ACEC Oregon and ODOT worked together to put on a “Partnership for Excellence” workshop. This drew more than 200 participants from across the state and was well received by all. We owe a debt of thanks to **Troy Bowers** from **Murray, Smith & Associates, Inc.**, **Karen Tatman** from **Quincy Engineering, Inc.** and their committee, who represented our organization so well with this program.

At the end of this next month, the national ACEC convention will be held in Washington, D.C/ We will have about ten people there to showcase the neat things we are doing here in Oregon, as well as talking with our federal representatives and senators. It is a distinct honor for me to return to the Capitol to represent our organization and its members.

It is time to mark your calendars. Wed., June 28 has been selected for the 2006 ACEC Oregon Networking Day golf tournament. It is also the transition day from one presidential regime to another. I have truly enjoyed being your president this year and feel that we have made some great strides in fulfilling our mission, strategic objective and goals. There is more to do and I am positive that **Dwight Hardin** will continue our programs very diligently. I urge you to come out on June 28, have fun, and celebrate with us.

This is a beautiful time of year. I hope you make the time to enjoy the wonders of our state and the graciousness of our people. We are in a “people” business and at times, I fear that we don't take enough time to focus on each other.

--President Ken

AMONG OURSELVES...

The ACEC Oregon Board of Directors is pleased to announce the following new member firms. Please welcome...

Black & Veatch Corporation, 4800 SW Meadows Road, Suite 200, Lake Oswego, OR 97035, phone (503) 699-7556, fax (503) 675-3699, www.bv.com. Key personnel are **Robert Ward**, **Wayne Gresh** and **Randy Krueger**. Black & Veatch is an engineering, consulting and construction company specializing in infrastructure development in water, energy, information and government markets. Founded in 1915, Black & Veatch develops tailored infrastructure solutions that meet clients' needs and provide sustainable benefits. Solutions include conceptual and preliminary engineering services, engineering design, procurement, construction, financial management, asset management, information technology, environmental, security design and consulting, and management consulting services.

Herrera Environmental Consultants, 322 NW Fifth Avenue, Suite 315, Portland, OR 97209, phone (503) 228-4301, fax (503) 228-3373, www.herrerainc.com. Key personnel are **Matthew Brennan**, **David Felstul**, **Carol Slaughterbeck**, **Carlos Herrera**, and **Michael Spillane**. Herrera Environmental Consultants is a consulting firm providing scientific and engineering services to public and private clients throughout the Pacific Northwest. Herrera's expertise encompasses all phases of environmental analysis, impact assessment and design, including project planning, engineering design, environmental and regulatory compliance, restoration and mitigation, and construction management with additional expertise in public policy development, environmental training, and technical publications.

MGH Associates, Inc., 104 West 9th Street, Suite 207, Vancouver, WA 98660-3424 phone (360) 750-0399, fax (360) 750-0433, www.mghassociates.com. Key personnel are **David J. Humber**, **Fred Garmire** and **Mike Miller**. MGH Associates is a civil engineering and land planning firm. Services include: site evaluation/feasibility studies, master planning/urban design, land development design, water system design and analysis, storm water management, permitting, land use planning, project management, transportation system design, sanitary sewer system design, cost estimating, construction management.

NEW AFFILIATE MEMBER

Blue Bird Moving and Storage, Agents of Allied Van Lines, 2500 East Fifth Street, Vancouver, WA 98661, phone (503) 233-5271 or (360) 693-4779, fax (503) 233-5477, www.bluebirdtransfer.com. Key personnel are **Liz Morris** and **Wade McLaren**. Blue Bird Allied Van Lines offers one-stop shopping for local, domestic and international moves and offers ACEC Oregon members an opportunity to receive free resources for employee relocations such as realtor assistance, apartment hunting, unpacking services and finance help for large and small firms of any size. Company specializes in moving and storage, logistics, employee relocation, records storage, office moving, heavy machinery moving and rigging services. **GET YOUR FREE ASSESSMENT OF YOUR RELOCATION NEEDS:** Tier rates, offer letters, relocation policy, tracking system for moves, relocation budget, recruiting resources and

contact names. This offer expires October 1, 2006; please call (503) 233-5271 and ask for Michelle Smith to schedule an appointment.



CH2M Hill has moved its Portland offices. They are now located at 2020 SW Fourth Avenue, 3rd Floor, Portland, OR 97201-4958. All phone and fax numbers remain the same.

David Evans and Associates, Inc. (DEA) is celebrating their 30-year anniversary, 1976-2006. Since its founding as a two-person land development firm, DEA has emerged as a leader in sustainable design and management solutions for complex transportation, land development, energy and water resources projects nationwide. DEA is ranked among *Engineering News Record's* top 100 pure design firms in the U.S. and leaders in many of its local markets. The firm also has offices in Arizona, California, Colorado, Idaho and Washington.

HDR Engineering, Inc. is pleased to welcome **James H. Stohr, P.E., F-NSPE** as an electrical section manager in the Portland office. With over 36 years of in-depth experience as a project manager and engineer, his primary focus is on the engineering and design aspects of large, complex projects. HDR is an architectural, engineering and consulting firm with more than 4,400 employee-owners in over 100 locations worldwide.

CDM has moved to a new location and has new street and mailing addresses. Their new street address is 121 SW Salmon Street, 11th Floor, Portland, OR 97204. Their mailing address is P.O. Box 667, Portland, OR 97207.

Affiliate member firm, **IMAGINiT Technologies**, has a new office location. They are now located at 7535 NE Ambassador Place, Suite L, Portland, OR 97220-6806.

Steam Engineering has moved. Their new location is 204 NE 117th Avenue, Vancouver, WA 98684.

R&W Engineering, Inc. has moved. They are now located at 9615 SW Allen Blvd., Suite 107, Beaverton, OR 97005. Phone number remains the same; new fax number is (503) 726-3326.

Reserve your room today for ACEC Oregon's
Fall Conference

Sept. 7-9, 2006

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www.salishan.com.

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- Deluxe Room \$ 189 ■ Premier Room \$ 219

...MORE FROM "PARTNERSHIP FOR EXCELLENCE" WORKSHOP

(Continued from page 1.) Opening comments were provided by ODOT leadership and ACEC Oregon key personnel: **Tom Lauer**, Interim Manager, ODOT Technical Services Branch; **Mathew Garrett**, ODOT Director; ACEC Oregon President-Elect, **Dwight Hardin**, *GRI Geotechnical & Environmental Services*; ODOT Liaison Committee Chair, **Bob Carson, Mason, Bruce & Girard, Inc.**; ODOT's **Doug Tindall**, Deputy Director of the Highway Division; and **Mel Sears**, ACEC Oregon Vice President and ODOT Liaison Committee board representative, **Parametrix, Inc.**

In addition to a big thank you to ODOT for making available the resources that resulted in such a superb program, special thanks also goes to ACEC Oregon members **Troy Bowers** and his firm, **Murray, Smith & Associates, Inc.**, and **Karen Tatman** and her firm, **Quincy Engineering, Inc.** for their efforts and firms' support in facilitating this program. (Continued on page 5.)



Pictured, from left, are: **Tim Dodson**, ODOT Bridge Delivery Program; **Kevin Thelin**, Murray, Smith & Associates, Inc. and **Claude Sakr**, HDR Engineering, Inc.



ACEC Oregon/ODOT Liaison Committee Chair, **Bob Carson** of **Mason, Bruce & Girard, Inc.**, makes opening comments to help kickoff the "Partnership for Excellence" workshop.



ACEC Oregon/ODOT Liaison Committee members and ACEC Oregon Ad Hoc Training Committee Co-Chairs **Karen Tatman**, Quincy Engineering, Inc. and **Troy Bowers**, Murray, Smith & Associates, Inc. share a laugh with **Jeff Bradley** of WEST Consultants.



ABOVE: Pictured, from left, are: ACEC Oregon/ODOT Liaison Committee member **Randy McCourt**, DKS Associates; and **Terry Song** and **Kevin Timmins**, both with Otak, Inc.

The workshop is part of an ongoing training-related collaboration between ODOT and ACEC Oregon. It was jointly developed for technical and project delivery staff from both private consulting firms and ODOT.



"PARTNERSHIP FOR EXCELLENCE" WORKSHOP, continued...



ABOVE: Gathered for their lunchtime presentation are, from left: **Mike Miotke**, **Jerome Duletzke**, ODOT Liaison Committee member **Tom Lulay**, and ACEC Oregon Immediate Past President, **Cynthia Lowe**, all with **Parsons Brinckerhoff Quade & Douglas**.



Pictured above, workshop attendees include, from left: **Lois Cohen**, **Zetlin Strategic Communications**; ACEC Oregon Vice President and ODOT Liaison Committee board representative **Gayle Harley**, **OBEC Consulting Engineers**; and ODOT Liaison Committee Chair, **Bob Carson**, **Mason, Bruce & Girard, Inc.**



The following ACEC Oregon firms participated in the "Partnership for Excellence" workshop:

- **Anderson-Perry & Associates, Inc.**
- **Berger/ABAM Engineers, Inc.**
- **CH2M Hill**
- **David Evans and Associates, Inc.**
- **DKS Associates**
- **Exeltech Consulting, Inc.**
- **GeoDesign, Inc.**
- **GeoEngineers, Inc.**
- **GRI Geotechnical & Environmental Consultants**
- **H.W. Lochner**
- **Harper Houf Peterson Righellis, Inc.**
- **HDR Engineering, Inc.**
- **Herrera Environmental Consultants**
- **HNTB Corporation**
- **J-U-B Engineers, Inc.**
- **Jacobs Civil, Inc.**
- **Kittelson & Associates, Inc.**
- **KPFF Consulting Engineers**
- **Mason, Bruce & Girard, Inc.**
- **Murray, Smith & Associates, Inc.**
- **OBEC Consulting Engineers**
- **Otak, Inc.**
- **Parametrix, Inc.**
- **Parsons Brinckerhoff**
- **Parsons Transportation Group**
- **PBS Engineering and Environmental**
- **Quincy Engineering, Inc.**
- **T.Y. Lin International**
- **URS Corporation**
- **W & H Pacific**
- **WEST Consultants**

Thank you to ODOT and all the individuals and firms that helped make "A Partnership for Excellence" an overwhelming success!

At left: The program attracted attendees from all over the state. Pictured from left, ACEC Oregon/ODOT Liaison Committee members, **Shannon Struble**, **J-U-B Engineers** in Bend and **Brian Bierwagen**, **Parametrix, Inc.**, take a moment to catch up on the latest news.

For the latest ODOT information and to link to the ACEC/ODOT web page, go to www.oregon.gov/ODOT/HWY/OPD/ACEC_ODOT.shtml.

RISKY THINKING: SOME THOUGHTS ON RISK MANAGEMENT



CLIENTS FROM HELL: The Virtues of Client Selection*

No contract can protect an A/E from an unscrupulous client, but there are tell tale signs of a “client from hell” in the making. Learning to watch for those signs and having the courage to turn work away can be a powerful loss prevention tool.

It is unrealistic for your lawyer or insurer to advise you to turn away work whenever you suspect a challenge. There will be projects of sufficient exposure and clients of sufficient stature that you will take the work anyway.

Your firm is especially vulnerable during lulls or slow periods in your practice. You should acknowledge that “gut feeling” so that you may take additional precautions with high maintenance clients. The first meetings and the contract preparation may be enough to distinguish between “high maintenance” clients and those of the satanic variety.

The full article addresses:

- 1) Identifying High Maintenance Clients
- 2) Managing Expectations
- 3) The Tell Tail Signs

To review the entire article, please go to the website at <http://www.aepronet.org/es/es7.html>.

This article is brought to you by **Dave Shipley, Shipley & Associates, Inc.**, a member of the ACEC Oregon Risk Management Committee.

* The author, **Eric L. Singer**, is an attorney practicing in Illinois. He concentrates his practice in construction law and the representation of design professionals.

If you or your company have a risk management topic you'd like to submit for publication, please e-mail it to adavis@acecOregon.org for consideration. Thank you.

This column and the material contained therein is intended for general discussion of the subject, and should not be mistaken for legal advice. Readers are cautioned to consult appropriate advisors for advice applicable to their individual circumstances.

QBS IS LAW IN OREGON!

The new Qualifications Based Selection (QBS) law, HB 3272, went into effect January 1, 2006.

For a brief summary of the new QBS law, visit ACEC Oregon's website at www.acecOregon.org. From the home page scroll down to “Qualifications Based Selection is Law in Oregon!”

You'll also find an informational flyer, “**What is QBS and How Does it Work?**” There are also links to House Bill 3272 and the Oregon Administrative Rules.

ACEC National PAC Sweepstakes: STILL TIME TO WIN A PRIUS! Only 175 Tickets Left; Get Yours Today!

Tickets are still available for the ACEC/PAC Sweepstakes drawing to win the 2006 Toyota Prius hybrid, *but they're going fast!* This time you have two chances to win! The second prize will be a \$1,000 gift card to Best Buy! Tickets are \$200 each, and ACEC is only selling 400 tickets. You do not need to be present to win. Go to <http://clients2.targetware.com/Acec/Uploads/MyDocuments/PriusSweepapril.pdf> to enter for your chance to win!

Not only do you have the chance to win the 2006 “Best Overall Value of the Year!” car award by IntelliChoice, you'll also be helping to advance the engineering industry. The sweepstakes helps raise needed funds for ACEC/PAC, which is used to help elect pro-business House and Senate candidates to Congress.



To complete your entry form for the sweepstakes, go to the website and either mail with your personal check or fax with your credit card information to **(202) 898-0068**, attention Corie Simmons, ACEC/PAC Director .

If you don't wish to participate in the sweepstakes, but would like to make a donation to ACEC/PAC, simply go to <http://clients2.targetware.com/Acec/Uploads/MyDocuments/ContForm06.doc>, include your payment information and mail or fax it in.

Thank you for your support for ACEC/PAC. For more information about the ACEC/PAC or the Sweepstakes, contact Corie Simmons at (202) 347-7474 or csimmons@acec.org.

URS CORPORATION HOSTS LEGISLATIVE BREAKFAST WITH STATE REP. WAYNE SCOTT



ACEC Oregon members had the opportunity to meet “up close and personal” House Majority Leader, **Rep. Wayne Scott**, (R)-Canby, during a March 22 breakfast meeting held at URS Corporation in Portland.

As Majority Leader in the Republican-controlled House, Rep. Scott is responsible for recruiting candidates, raising funds, maintaining caucus solidarity and managing a staff of policy analysts. He served as Co-Chair of the powerful Ways and Means Committee during the 2005 legislative session.

Thank you to URS Corporation for hosting this event!

At center, **Rep. Wayne Scott, (R)-Canby**, is flanked by **URS Corporation's Bob Post**, ACEC Oregon Legislative Committee member, and **Gary Newbore**, Portland office manager.

PAST PRESIDENTS HELP KICK-OFF COUNCIL'S 50TH ANNIVERSARY CELEBRATION, 1956-2006

In conjunction with the council's 50th anniversary, ACEC Oregon (CECO) past presidents were invited to attend the Engineering Excellence Awards dinner. Twelve past presidents were on hand to help celebrate the event:

- **Robert E. Meyer**, 1970-71
- **Donald J. Zarosinski**, 1975-76
- **Gilbert R. Meigs**, 1979-80
- **L. Radley Squier**, 1982-83
- **Stephen C. Anderson**, 1987-88
- **Derek Cornforth**, 1991-92
- **Raymond T. Miller**, 1993-94
- **Mark C. Wirfs**, 1994-95
- **David D. Driscoll**, 1995-96
- **Ernel Quevedo**, 1996-97
- **Jack D. Beemer**, 1997-98
- **Michael N. Schmid**, 2000-01

Pacific NW Consulting Engineers Health & Welfare Trust: PROVIDING BENEFIT PLANS FOR ENGINEERS, BY ENGINEERS, SINCE 1959

Members of the American Council of Engineering Companies of Oregon and Washington are eligible to join the Pacific Northwest Consulting Engineers Health and Welfare Trust (PNCEH&WT). For more than 40 years the Trust has provided comprehensive and competitive medical, dental, life and disability insurance for ACEC Oregon (and ACEC Washington) members. The benefit plans are designed by engineers, for engineers, and are reviewed by the PNCEH&WT board, which consists of local northwest engineering firm principals, twice a year to evaluate the plan offerings and the stability of the plan.



More specifically, the Trust offers:

- Medical, dental and vision benefits through Regence BlueCross BlueShield of Oregon and affiliated companies;
- Basic life / AD&D, voluntary life, voluntary dependent life, short and long term disability and travel assistance coverage through Standard Insurance Company; and
- Employee Assistance Program through Cascade Centers, Inc.

It's easy to get a quote! Call Northwest Benefits Planning at (503) 226-6817.

Mark your calendar...

APRIL

- **April 25 Tuesday**
Board of Directors Meeting
- **April 30–May 3 Sunday-Wednesday**
ACEC National Annual Convention, including the Engineering Excellence Awards Dinner and Legislative Summit (CCD)
Washington, D.C.

MAY

- **May 18 Thursday**
Board of Directors Meeting
- **May 24 Wednesday**
ACEC Oregon Business Dinner
Bridgeport Brewpub + Bakery
Save the date. More info to come!
- **May 31 Wednesday**
Michael Ingardia, FAR seminar speaker, returns!
Program #1 (A.M.): **The Stealth Profit Killer: 12 Steps to Get Scope Creep Back on Your Radar Screen**, and
Program #2 (P.M.): **Design & Delivery in an Electronic World: What PMs Need to Know About E-Mail & CADD**
Watch for more info and registration forms to come!



JUNE

- **June 8-9 Thursday-Friday**
Steve Isaacs program:
“Effective Negotiations”
- **June 22 Thursday**
Board of Directors Meeting
- **June 28 Wednesday**
Networking Day Golf Tournament & Dinner
Langdon Farms Golf Club
Save the date. More info to come!



SEPTEMBER

- **September 7-9 Thursday–Saturday**
ACEC Oregon Fall Conference
Salishan Spa & Golf Resort
Gleneden Beach, Oregon
Reserve your room today!
Call 1-888-SALISHAN (1-888-725-4742) or 1-800-452-2300
or visit www.salishan.com. *See page 3 for room rates.*
- **September 18-21 Monday–Thursday**
ACEC National Fall Conference
Charleston, South Carolina



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UPS 2nd Day Air A.M. Letter and Package	10% off published rates

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ACEC Oregon

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGON

50th Anniversary, 1956-2006

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