

# ACEC Oregon

AMERICAN COUNCIL OF ENGINEERING COMPANIES  
OF OREGON

Representing engineering and land surveying  
companies in Oregon and southwest Washington  
since 1956.

## FALL 2010

# UPDATE

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

## PAE's Scott Bevan Named ACEC National's 2010 Young Professional of the Year

Scott Bevan, P.E., LEED AP, an associate at PAE Consulting Engineers in Portland, is one of five young member firm employees chosen by ACEC's Committee of Fellows to receive their "Young Professional of the Year" award. The award recognizes the accomplishments of young professionals who have contributed to the engineering profession and impacted society.

Bevan has displayed a rare mix of technical ability, communication skills, and leadership qualities in his burgeoning career. In 2008, he was promoted to associate after only 15 months at PAE Consulting Engineers. He was soon managing mechanical, electrical and plumbing (MEP) teams for projects worth more than \$100 million in construction costs while helping PAE navigate the economic downturn and maintain its employee-focused culture. His often complex projects have included six LEED-targeted buildings and a 50,000 square foot Net Zero Energy building featuring a 250 kW photovoltaic system.

Bevan holds a bachelor's degree in electrical engineering from the University of California, Los Angeles.

Bevan is also one of fifteen young engineers from across the nation recognized as one of the "New Faces of Engineering" by the National Engineers Week Foundation.



ACEC Oregon President-Elect **Andy Vessely, Cornforth Consultants** (right), presents **Scott Bevan, PAE Consulting Engineers**, with ACEC's 2010 Young Professional of the Year award during ACEC Oregon's Oktoberfest dinner. Bevan is among five other young engineers from across the country to receive the prestigious honor. **Congratulations, Scott!**

## Wine Auction Raises \$3,000 for Scholarship Fund

The October 28 Oktoberfest dinner and wine auction was well attended by more than fifty people and raised \$3,150 for ACEC Oregon's scholarship fund. (Please see page 6 for an update on the scholarship recipients.) Thank you to our event sponsor the **ACEC Business Insurance Trust**. Special thanks to ACEC Oregon Vice President **Marc Butorac, Kittelson & Associates, Inc.** for serving as auctioneer.

Thank you to the following firms and individuals that donated wine or gift certificates and/or purchased auction items:

- **John Howorth, 3J Consulting**
- **Mike Meyer and Andy Vessely, Cornforth Consultants, Inc.**
- **Doug Smith, David C. Smith & Associates**
- **Ron Anderson, Jay Lyman, Scott Richman and Ken Stoneman, David Evans and Associates**
- **Mike Reed and Scott Shanahan, GRI**
- **Christine Heisen and Heisen House Vineyards**
- **Marc Butorac, Kittelson & Associates, Inc.**
- **Reid Kenner, Jeanne Niemer and Stacie Steele, Kleinfelder**
- **Mike Schmid, KPFF Consulting Engineers**
- **Langdon Farms Golf Club**
- **Jon Larson and Jim Marvin, Marvin Chorzempa & Larson, PC**
- **Bob Carson, Mason, Bruce & Girard, Inc.**
- **Miro Kurka and Kay Van Sickle, Mead & Hunt**
- **Scott Bevan and Paul Schwer, PAE Consulting Engineers**
- **Jerry Ramsden and Jim Ruddell, Parsons Brinckerhoff**
- **Jenn Wolfe, Peterson Structural Engineers**
- **Salishan Spa & Golf Resort**
- **The Riverhouse, Bend**
- **Leslie Finnigan, Universal Field Services**
- **Widmer Brothers Brewing**
- **Jennifer Schneider, Woodruff-Sawyer & Company**

*Thank you!*

# From the President

by Troy Bowers, P.E.



**Troy Bowers, P.E.**  
Murray, Smith &  
Associates, Inc.

Together, we can (and do) make a difference:

I'd like to start by thanking all of our committee members, staff, Board and lobbyist for being so dedicated and effective at representing each of us

and our firms in their hard work. ACEC, both locally and nationally, strives to effectively tackle issues which face us as we do business on a daily basis. I want to thank those who have contributed to our National PAC (*see list of donors on page 5*) so we can affect positive change in Washington. These contributions have helped significantly raise our profile with legislators and agencies as we inform and influence important decisions affecting how we do business and reinvestment in our public infrastructure. We also achieved our National PAC goal for the third year in a row.

As we work locally, we have many committees working on our behalf. Of note, due to the pending legislative session, are efforts to strengthen QBS, address the Economic Loss Doctrine, and to amend the unintended consequences of

SB311 related to tort reform affecting state agency liability. There are other efforts underway to make sure our government clients are working with us during these extremely difficult economic times. The ODOT Liaison Committee and Board are working with ODOT on a number of fronts. The newly formed QBS Committee (soon to have a new name) is working to address the cyclical erosion we see related to government procurement and competition issues. Our OACES Liaison Committee is working with the county group to see how we can address QBS issues together.

Our strength comes from our members and their involvement. Having a strong membership is essential to making a difference. Our Membership Committee and Future Leaders Forum (FLF) group have been very successful in bringing new life and energy to ACEC Oregon and are helping us assess and address a broader set of interests of value to our membership. Congratulations to the Membership Committee for achieving our member firm growth goal for 2009-2010. *See page 8 for a photo of ACEC Oregon leadership accepting the national award.*

Additional outreach is made through our Scholarship Committee. Some changes in how we manage scholarships will help yield us a better return on our investment

as we help strong students achieve goals mutual to our profession. (*See page 6 for an update of how our scholarship recipients are doing.*) And thank you to all the wine auction donors and bidders who helped raise more than \$3,000 for the scholarship fund. (*See page 1 for a list of the donors and bidders.*)

The Corps of Engineers Liaison Committee continues its partnership in maintaining a positive working relationship. Our Risk Management Committee continues to provide sound guidance through well attended training sessions and by informing important discussions related to contracting issues. (*See page 7 for a "focus on risk management" article provided by the Risk Management Committee.*) The training sessions and educational opportunities, while well received, have also resulted in additional revenues to offset that lost to decreased dues revenue. The Operations/Administration Committee has done an excellent job of managing our budget to maintain our effectiveness without having to increase membership dues.

None of the above would be possible if we were not dedicated to our mutual interests. Thank you for continuing to do your part as we move forward together to achieve success in this challenging year!

## BOARD OF DIRECTORS 2010 - 2011 (*Terms of office commence July 1.*)

### PRESIDENT

**Troy Bowers, P.E.**

Murray, Smith & Associates, Inc.

### PRESIDENT-ELECT

**Andy Vessely, P.E., C.E.G.**

Cornforth Consultants, Inc.

### IMMEDIATE PAST PRESIDENT

**Gayle Harley, P.E.**

OBEC Consulting Engineers

### SECRETARY/TREASURER

**Kay Van Sickle**

Mead & Hunt, Inc.

### VICE PRESIDENT

**Marc Butorac, P.E., P.T.O.E.**

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**Erik Peterson, P.E.**

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**Scott Wallace, P.E., L.E.G., L.H.G.**

The Wallace Group, Inc.

### NATIONAL DIRECTOR

(*represents ACEC OR at ACEC Nat'l meetings*)

**Gregg Scholz, P.E.**

R & W Engineering, Inc.

### ACEC NATIONAL VICE CHAIR

(*serves on ACEC Nat'l Executive Committee*)

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

David Evans and Associates, Inc.

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## Among Ourselves...

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

**LANPACIFIC, INC.**, 4525 SW Condor Avenue, Portland, OR 97239, phone (503) 238-2097, [www.LanPacific.com](http://www.LanPacific.com). Firm representative is **Erik Esparza**. Other key personnel are **Mark Ferris** and **Shaun Fidler**. LanPacific is a multidisciplinary company providing fully integrated design-build solutions for both horizontal and vertical construction. They are a full-service general contractor providing a single source to address all phases of the development process from programming, planning and due diligence, surveying and engineering, through project construction management and closeout. LanPacific is a SBA 8(a) and MBE/ESB certified firm providing construction and design services for government agencies and the private sector.

**PINNELL/BUSCH, INC.**, 6420 SW Macadam Avenue, Suite 330, Portland, OR 97239, phone (503) 293-6280, [www.pinnellbusch.com](http://www.pinnellbusch.com). Firm representative is **Steven Pinnell**. Other key personnel are **John Costello** and **Greg Mockford**. The firm provides project management services to the design and construction industry, and to manufacturers and other industries that manage projects. Areas of special expertise include: construction defect investigation and remediation; cost estimating and control; critical path scheduling; dispute avoidance/resolution--claims, arbitration, mediation, expert witness; management support and staff training; program management support; and project recovery services.

**ROGGENKAMP STRUCTURAL ENGINEERS, PC**, 9901 NE 7th Avenue, Suite B233, Vancouver, WA 98685, phone (360) 574-4000, [www.rsengineers.com](http://www.rsengineers.com). Firm representative is **David Roggenkamp**. The firm is a full service structural engineering firm providing structural engineering design and consulting services for building renovations and seismic upgrades; contractor means and methods engineering (shoring and re-shoring, formwork design, excavation design, structural steel erection plans); structural design for geotechnical engineers (landslide mitigation, retaining walls, pile and pier design); industrial equipment support (special foundations); earth retaining structures and new building design.

Affiliate member **EDELMAN**, 888 SW Fifth Avenue, Suite 1050, Portland, OR 97204, phone (503) 227-5767, [www.edelman.com](http://www.edelman.com). Firm rep is **Ed Schoaps**. Other key personnel are **Mark Baker**, **Shannon Huggins**, **Marta Monetti** and **Suzanne Roberts**. Edelman is one of the consultant firms that comprise Oregon Bridge Delivery Partners. The firm is the world's largest independent public relations company, with 51 offices and 3,100 employees worldwide. Their Portland office has about 45 employees, with nine devoting some or all of their time to working with OBBDP and ODOT. Edelman manages and delivers OTIA III public involvement, outreach and communications at the program and project levels for OBBDP and ODOT. The firm has worked with nearly all the ACEC member firms and affiliates who have contracts with OBBDP and ODOT for OTIA III projects.

**Anderson-Perry & Associates, Inc. (AP)** is celebrating their 35th anniversary. As one of the Northwest's most diverse civil engineering firms east of the Cascade Mountains, AP provides planning, surveying, engineering design, environmental services, construction administration, and construction engineering on a variety of public works and private projects. Founded in 1975, the firm has grown from a two-man shop to a firm of more than 100 professional staff serving the needs of rural communities, government agencies, and private clients. The firm has offices in La Grande and Walla Walla, Washington. ***Congratulations, AP!***

Affiliate member firm **ESA Adolfsen** announces it is joining forces with Philip Williams & Associates, Ltd. The merger of the two firms, both dedicated to environmental problem solving and sustainable resource management, will offer clients more than 300 scientists, environmental engineers and planners who provide integrated biological and engineering solutions. The merger expands ESA's services in applied ecology, environmental hydrology, climate change adaptation and ecosystem restoration. ESA is a West Coast-based environmental consulting firm specializing in resource and land use planning, environmental technical studies and investigations, environmental impact assessment and documentation, and environmental compliance.

**Mead & Hunt, Inc.** is celebrating their 110th anniversary, along with continued growth in the West. Established more than a century ago by Daniel W. Mead, an internationally recognized expert in hydroelectric and hydraulic engineering, the firm's original emphasis was on hydroelectric development and other areas of water resources. Today, Mead & Hunt provides services in architecture, historic preservation, water resources, ecological, airports, highways, bridges, military facilities, food processing facilities, industrial facilities, development, and infrastructure. Mead & Hunt is ranked among the top 500 architectural and engineering firms in the nation by Engineering News Record magazine. ***Congratulations, Mead & Hunt!***

The firm has also opened a new Portland office located at 9600 NE Cascades Parkway, Suite 100, Portland, OR 97220, phone (503) 548-1494.

**Nishkian Dean** has a new address. They are now located at 1022 SW Salmon Street, Suite 300, Portland, OR 97205. Phone and fax numbers remain the same.



**OBEC Consulting Engineers** announces the appointment of new senior leadership in Portland and is pleased to announce **John Kalvelage, P.E.**, as the firm's new Portland/Salem Area Manager. Kalvelage brings 18 years of technical and management expertise to the position. He has managed many successful projects in the Portland/Salem areas, including the Oregon City Arch Bridge Rehabilitation and the Union Street Railroad Bridge Painting and Rehabilitation. OBEC has been helping public agencies maintain and improve the public's critical infrastructure since 1966. *(continued on page 4)*

## Among Ourselves...(continued from page 3)

**PAE Consulting Engineers** announces the launch of its San Francisco, California office, the first satellite branch in the firm's 43-year history. PAE's board of directors named **Michael Lucas, P.E.**, a company principal and head of the new office, and **Lou Galiano** as company-wide Chief Marketing Officer. PAE is a mechanical and electrical firm providing all major M/E and plumbing design services, and technology design services.



**Parsons Brinckerhoff (PB)** is proud to welcome **Mel Sears, P.E., PMP**, as Vice President and Portland principal area manager. PB is a global infrastructure, strategic consulting, engineering and program/construction management firm. In his new position, Sears will be responsible for managing PB's Oregon and southwest

Washington operations, assuring the delivery of quality services to clients, forging relationships with clients and teaming partners, and representing PB within the larger community. Sears has 25 years of experience in major transportation and infrastructure design and construction projects. He is also an ACEC Oregon past president (2007-08).



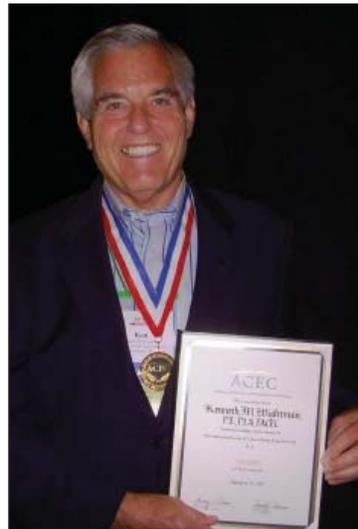
### Member awarded ASCE's Oregon Section "Engineer of the Year"

The American Society of Civil Engineers (ASCE) Oregon Section presented **Jeffrey B. Bradley, P.E., Ph.D., D.WRE, F.ASCE** with the "Engineer of the Year" Award. The honors and

awards program of ASCE is designed to further the advancement of the engineering profession by emphasizing exceptional service, either through research, publication or career achievement. Dr. Bradley, President of **WEST Consultants, Inc.**, a water resources engineering firm he founded in 1988, has played a significant

role in the professional development of the civil engineering profession. Among numerous positions and years of service to the profession, Bradley was the first president of ASCE's American Academy of Water Resources Engineers (AAWRE) and assisted in the creation of the Diplomate, Water Resources Engineer (D.WRE) certification program.

### DEA's Ken Wightman elected to ACEC National College of Fellows



ACEC Oregon Past President (2005-2006) and ACEC National Vice Chair (2009-2011) **Ken Wightman, David Evans and Associates, Inc.**, holds the plaque showing his Fellows designation following the Fellows installation ceremony October 19 at the ACEC National Fall Conference in Puerto Rico. The College of Fellows of ACEC is an elite group of engineers who have made significant

contributions to the engineering profession through their experience, knowledge and networking abilities.



Pictured above at the August 17 reception for Oregon state **Senator Bruce Starr** (R-Hillsboro), are, from left: ACEC Oregon President **Troy Bowers, Murray, Smith & Associates, Inc.**, ACEC National Vice Chair and ACEC Oregon Past President **Ken Wightman, David Evans and Associates, Inc.**; Senator Starr and his wife, **Rebecca Starr**; and ACEC Oregon lobbyist **Marshall Coba, CobaCo, LLC**. Thank you to **David Evans and Associates, Inc.** for providing meeting space.

### Thank you to PB AMERICAS, INC.

for their contribution to the  
ACEC Oregon PAC,  
received July 29, 2010.

The ACEC Oregon PAC remains one of the best and most certain ways to get a lawmaker's attention. The PAC is very valuable in helping to create and strengthen relationships with legislators. If your firm would like to contribute, please contact ACEC Oregon at (503) 292-2348 or [mwebber@acecOregon.org](mailto:mwebber@acecOregon.org).

## ACEC Oregon Meets National PAC Goal Third Year in a Row!

Thanks to YOU we met our goal for 2010—our third year in a row!!

A big **Thank You** to the following individuals who have contributed to the national ACEC/PAC in 2010. Donations received through October 26, 2010 are from:

**Ted Aadland** Aadland Evans Constructors  
**Greg Ausland** OBEC Consulting Engineers  
**Mike Baker** David Evans and Associates  
**Al Barkouli** David Evans and Associates  
**Walt Bartel** David Evans and Associates  
**Jack Beemer** David Evans and Associates  
**Jeff Bernardo** OBEC Consulting Engineers  
**Tim Blackwood** Pacific Geotechnical LLC  
**Troy Bowers** Murray, Smith & Associates  
**Chris Brehmer** Kittelson & Associates  
**Steve Bryant** Professional Service Industries  
**Marc Butorac** Kittelson & Associates  
**Mike Carr** Murray, Smith & Associates  
**Bob Carson** Mason, Bruce & Girard, Inc.  
**Alison Davis** ACEC Oregon  
**Dave Evans** David Evans and Associates  
**Steve Fox** Epic Land Solutions  
**Joe Gehlen** Kramer-Gehlen & Associates  
**Nathan Graves** Kennedy/Jenks Consultants  
**Gayle Harley** OBEC Consulting Engineers  
**Aaron Isenhardt** Harper Houf Peterson Righellis



### ACEC Oregon Meets with Congressman Peter DeFazio

Pictured above, from left, are: **Greg Ausland, OBEC Consulting Engineers**; **Congressman Peter DeFazio** (D-OR); ACEC Oregon Executive Director **Alison Davis**; and ACEC Oregon Immediate Past President **Gayle Harley, OBEC Consulting Engineers**. The group met with DeFazio October 6 in Eugene to discuss transportation funding.

**John Kalvelage** OBEC Consulting Engineers  
**Greg Landau** Pacific Geotechnical, LLC  
**David Leibbrandt** Murray, Smith & Associates  
**Steve Litchfield** HNTB Corporation  
**Jay Lyman** David Evans and Associates  
**Kyle McTeague** Murray, Smith & Associates  
**Mike Meyer** Cornforth Consultants, Inc.  
**Ernel Quevedo** Cornforth Consultants  
**Jerry Ramsden** Parsons Brinckerhoff  
**Gary Rayor** OBEC Consulting Engineers  
**Mike Reed** GRI

**Mike Reynolds** David Evans and Associates  
**Mike Schmid** KPFF Consulting Engineers  
**Gregg Scholz** R & W Engineering, Inc.  
**Mel Sears** Parsons Brinckerhoff  
**Tim Shell** KPFF Consulting Engineers  
**Phil Smith** Murray, Smith & Associates  
**Terry Song** HNTB Corporation  
**Ken Stoneman** David Evans and Associates  
**Kevin Thelin** Murray, Smith & Associates  
**Travis Tormanen** Kennedy/Jenks Consultants  
**Chris Uber** Murray, Smith & Associates  
**Larry Van Dyke** Kittelson & Associates  
**Kay Van Sickle** Mead & Hunt, Inc.  
**Andy Vessely** Cornforth Consultants, Inc.  
**Scott Wallace** The Wallace Group  
**Ken Wightman** David Evans and Associates  
**Mark Wirfs** R & W Engineering, Inc.  
**Lynn Wylder** David Evans and Associates  
**Lindsay Yamane** Parametrix, Inc.  
**Kenji Yamasaki** Cornforth Consultants



Pictured above, at left, ACEC National Chairman **Gerald Stump** presents ACEC Oregon with a plaque in recognition of the organization meeting its 2010 National PAC Goal. Accepting the award during the ACEC fall conference in Puerto Rico are, from left: ACEC Oregon Executive Director **Alison Davis**; ACEC Oregon National Director and Past President **Gregg Scholz, R & W Engineering**; and ACEC National Vice Chair and ACEC Oregon Past President **Ken Wightman, David Evans and Associates**.

Supporting political programs like ACEC/PAC is the best thing we can do to make sure engineering firms have a voice at the table when key decisions are made affecting our future.

Per federal regulations, ACEC/PAC can only accept personal checks (or personal credit cards). For a donation form, go to [http://www.acecoregon.org/documents/2010\\_ACEC\\_PAC\\_donation\\_form\\_fillable.pdf](http://www.acecoregon.org/documents/2010_ACEC_PAC_donation_form_fillable.pdf).

If you have questions about ACEC/PAC, please contact our PAC Champion **Jack Beemer** at [jdb@deainc.com](mailto:jdb@deainc.com) or phone (541) 389-7614.

# Scholarship Recipients Faring Well at Oregon State University

Five students currently hold ACEC Oregon scholarships. They are all enrolled at Oregon State University. Following are updates on three.

**CIERRA EBY** (senior)  
“This summer I had a wonderful internship with **Cornforth Consultants Inc.** I’d like to thank everyone at Cornforth again for the great experiences they gave me. I had met **Derek Cornforth** and several of Cornforth’s engineers and geologists at the Engineering Excellence Awards dinner in 2009. So, thank you to ACEC as well for opening up that opportunity.

“I am really busy this fall with filling out grad school applications, Engineers Without Borders projects, my honors thesis, and intramural volleyball. It is going to be a busy but exciting senior year. I plan to graduate this upcoming spring and take the summer off before heading to get my masters in geotechnical engineering from U.C. Berkeley, Virginia Tech, U.C. Davis, or University of Illinois. I’m not really sure which one yet!

“The end of this part of my education is in sight! Thank you to everyone in ACEC for supporting me along the way.”

**BRADLEY MILLER** (junior)  
“I’m doing very well. I have started pro-school here at Oregon State, and my classes are suddenly much more engaging. I have Structural Theory, Surveying Theory (with the famous **Professor Robert Schultz**, who has taught the same course for decades, I have been told), Fluid Mechanics, and Construction Materials. I am enjoying my classes, although they are a lot of work!

## Thank You, Fall Conference Exhibitors and Sponsors!

Thank you to all the exhibitors and sponsors for supporting the joint fall conference at Alderbrook! We truly could not have done it without you!

- **ACEC Business Insurance Trust**
- **ACEC Retirement Trust**
- **Clark Nuber**, Certified Public Accountants & Consultants
- **Daily Journal of Commerce**
- **Engenuity Advantage**
- **Epic Land Solutions, Inc.**
- **HRnovations**
- **IMAGINiT Technologies**
- **Kibble & Prentice, a USI Company**
- **Lane Powell Attorneys & Counselors**
- **Pacific NW Consulting Engineers Health & Welfare Trust**
- **Right-of-Way Associates, Inc.**
- **Skellenger Bender**
- **The PPI Group**
- **Universal Field Services**

“In my free time, I have recently started cycling and riding fixed-gear bikes. I also play trombone in the Wind Symphony here at Oregon State, and I have a blast living at Varsity House.

“This past summer, I had the opportunity to work at ODOT in White City as an inspector-in-training. I quickly learned a lot about embankment, excavation, pipe installation, concrete, asphalt, and how the working world operates. It was a great experience, and I am looking forward to my future career in civil engineering.

“Thank you again for the scholarship money. I really cannot thank you enough. With so many of my peers stressed out about not only school but also their finances, I am very grateful for the ACEC scholarship and the fact that I have one less thing to worry about.”

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**RYAN BROWN** (sophomore)  
“College is going great. I am taking statics which is fun because so far it’s one of the classes I can use right away to solve engineering related problems. I’m

also taking an Autocad class which has been challenging in the beginning but the last assignment started to be a lot better and our final project is to design a lot in Albany. Physics is challenging now that they started with rotational motion. Math is going well. Right now we are doing matrices. I’ve liked doing them so far but they are starting to become hard to do. Finally, marching band is going great. We have a Frank Sinatra half-time show and will be doing a Van Halen show. I encourage you to come watch it and it is on the OSUMB website. Thank you for all the help and interest in how I am doing.”

## Thank You, Dessert Auction Bidders!

Thank you to the following individuals for their winning bids on desserts that were auctioned off during the fall conference; proceeds support ACEC Oregon government affairs.

- **Tim Blackwood / Pacific Geotechnical, LLC**
- **Troy Bowers / Murray, Smith & Associates, Inc.**
- **Marc Butorac / Kittelson & Associates, Inc.**
- **Bob Carson / Mason, Bruce & Girard, Inc.**
- **Gayle Harley / OBEC Consulting Engineers**
- **Jon Larson / Marvin, Chorzempa & Larson, PC**
- **Jeanne Lawson / JLA Public Involvement**
- **Anne Monnier / KPFF Consulting Engineers**
- **Tim Oliver / Cooper Zietz Engineers, Inc.**
- **Matt Paresi / IMAGINiT Technologies**
- **Erik Peterson / Peterson Structural Engineers**
- **Mike Reed / GRI**
- **Mel Sears / Parsons Brinckerhoff**
- **Tim Shell / KPFF Consulting Engineers**
- **Kay Van Sichel / Mead & Hunt, Inc.**
- **Andy Vessely / Cornforth Consultants, Inc.**
- **Scott Wallace / The Wallace Group**
- **Ken Wightman / David Evans and Associates, Inc.**

Focus on risk management...

## Internal Risk Management

by Drew Seaman and Tom Waggoner, Straub, Seaman & Allen

Whether you like it or not, the practice of architecture or professional engineering is a business. Profit is the goal. Unfortunately, in the current business environment the architect or professional engineer is confronted with increasing competition for fewer and fewer profitable projects. The claims-to-revenue ratio is already high and will likely become higher due to a weakening economy, which has caused many owners and contractors to experience financial difficulties. When project finances get tight, eyes increasingly turn toward the design professional as a potential source of monies to alleviate financial strains. In this unfriendly business atmosphere, it is particularly important for design professionals to actively engage in internal risk management. As we have suggested to the design firms we represent—you need to work to make your contract documents and internal risk management a profit center.

Consider the impact on the firm's bottom line if a design firm is compelled to compromise an issue with an owner or contractor. The result is that its profits are reduced or eliminated. This is true regardless of whether the payment takes the form of paying an insurance deductible or waiving part of the fee at the end of a project. If your firm averages a 10 percent profit and you pay or give up \$20,000, your firm will need to generate \$200,000 in fees to cover that loss. That is also \$20,000 that is not available to pay as profits to the members of the firm.

Internal risk management helps to prevent these claims. Risk management takes many forms, but a good risk management program provides increased productivity and reduced errors, both of which increase profits. **Every firm should develop a firm-wide, proactive risk management program. This article provides a few risk management tips to assist you in developing your own program.**

Each risk management program must be tailored to the culture of the particular firm. The goal is to be claim free. To achieve this, thought should be given to including the following minimum areas in your internal risk management program:

- Client/Project Selection
- Contracts
- Communication
- Contract Documents
- Surveys
- Construction Administration



The balance of this article develops the bullet points above. It is well written and worth your further study. To read the balance of this article please paste <http://www.aepronet.org/ge/no44.html> into your web browser.

**For more risk management articles, including this article in its entirety, go to:**

[www.acecoregon.org/riskManagement.php](http://www.acecoregon.org/riskManagement.php).

*This article 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.*

Drew Seaman and Tom Waggoner are shareholders in the firm of Straub, Seaman & Allen, St. Joseph, MI. They may be contacted at (269)982-1600. The focus of their practice is the representation of Architects and Engineers.

Re-printed with permission from a/e ProNet. This article is provided by Risk Management Committee member **David Shipley, Shipley & Associates, Inc.** Shipley & Associates specializes in insurance and risk management services for the engineer and architect.



Pictured above during the Future Leaders Forum (FLF) second annual barbecue at Skyline Tavern in August are, from left: **Greg Reid, Exeltech Consulting, Inc.;** **Elias Hahn, Peterson Structural Engineers;** and ACEC Oregon President **Troy Bowers, Murray, Smith & Associates, Inc.** The FLF creates opportunities for "Future Leaders" to engage in ACEC and build a foundation for future leadership within individual companies. The event was well attended by more than thirty members. Thank you to **GRI** for providing food.



## ACEC Oregon Achieves National Membership Goal

Pictured above, at right, ACEC National Chairman **Gerald Stump** presents ACEC Oregon with a plaque in recognition of the organization achieving its membership firm growth goal for 2009-2010. Accepting the award during the ACEC fall conference in Puerto Rico are, from left: ACEC Oregon Executive Director **Alison Davis** and ACEC Oregon National Director and Past President **Gregg Scholz, R&W Engineering**.

### UPS Savings Program



Save up to 30% on UPS shipping thanks to ACEC Oregon!

ACEC Oregon members can save up to 30% off UPS Express air and international shipments. *That's a significant savings over FedEx published rates!*\* All this with the peace of mind that comes from using the carrier that delivers outstanding reliability, greater speed, more service, and innovative technology. UPS guarantees delivery of more packages around the world than anyone, and delivers more packages overnight on time in the US than any other carrier, including FedEx. And UPS tools and services make greening your shipping easy!

Simple shipping! Special savings! It's that easy! Use promo code **PAC002** to enroll. For complete details or to sign up, [click here](#) or go to <http://www.savewithups.com/enroll/>.

**Members currently enrolled in the UPS Savings Program must re-enroll to take advantage of this new exclusive offer.**

#### ACEC Oregon members can save:

- Up to 30% on UPS Next Day Air® and Worldwide Express® services
- Up to 23% on UPS 2<sup>nd</sup> Day Air®, 3 Day Select®, and Worldwide Expedited® services
- Up to 16% on UPS Ground services
- **Up to 10% on business services at The UPS Store®.**
- Use promo code PAC002 to [enroll today!](#)

\*See Rates and Services Chart for detail of Savings and Discounts, which depend on total weekly gross shipping charges incurred.

## Mark your calendar...

### NOVEMBER

- NOVEMBER 9 *Tuesday*  
**Board of Directors Meeting**  
OBEC Consulting Engineers, Lake Oswego
- NOVEMBER 17 *Wednesday*  
**Election Recap & Legislative Preview Dinner**  
The Governor Hotel, Portland  
*More info: [www.acecoregon.org/calendar/upcomingEvents.php](http://www.acecoregon.org/calendar/upcomingEvents.php)*
- NOVEMBER 22 *Monday*  
**Engineering Excellence Awards Competition Phase 2 Final Deadline**

### DECEMBER

- DECEMBER 2 *Thursday*  
**Engineering Excellence Awards Competition Judging of Entries**
- DECEMBER 7 *Tuesday*  
**Board of Directors Meeting**  
OBEC Consulting Engineers, Lake Oswego
- DECEMBER 8 *Wednesday*  
**Federal Government Affairs Update**  
David Evans and Associates, Inc.  
*Watch for more information to come!*

### JANUARY

- JANUARY 12 *Wednesday*  
**Engineering Excellence Awards Dinner**  
Portland, Oregon  
*Watch for more information to come!*

### FEBRUARY

- FEBRUARY 22 *Tuesday*  
**"Day at the Capitol"**  
Salem, Oregon  
*Watch for more information to come!*

### MARCH

- MARCH 30 thru APRIL 2 *Wed-Sun*  
**ACEC National Annual Convention**  
Washington, D.C.  
*Watch for more information to come!*

# ACEC Oregon

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