

THE FIRST WORD

July, 2008

Steve Ford Becomes ACEC OKLAHOMA Chairman of the Board

Steve Ford, Ph.D., P.E., Zahl-Ford, Inc., Oklahoma City was installed as ACEC OKLAHOMA's 53rd Chairman of the Board at the Mid-State Joint Annual Convention in Branson.

Ford succeeded Darold Davis, Garver Engineers, Tulsa, to ACEC OKLAHOMA's top elected office after serving for the past five years on the Board of Directors.



Darold Davis (left) is congratulated on his year as ACEC OKLAHOMA Chairman by incoming Chairman Steve Ford.

Ford holds a Bachelors of Science in Architectural Engineering from Oklahoma State University, and received both his Masters of Civil Engineering and Ph.D. from the University of Texas - Austin.

In partnership with Bob Zahl, P.E., AIA, in 1980 Ford co-founded Zahl-Ford, Inc., a full-service Structural Engineering firm based in Oklahoma City

Ford has been a full-time university professor and has been involved with many failure investigations, structural assessments, the design of large complex buildings, and structural research. He has authored nationally recognized structural engineering papers and is frequently sought after for challenging structural projects, many of which involve designing repairs for buildings that have structural problems.

Also elected to the ACEC OKLAHOMA Board of Directors were:

Chairman-Elect: Tom Hendrick, Wallace Engineering Structural Consultants, Tulsa

Vice Chairman Membership: Jim Benson, Poe & Associates, Oklahoma City

Treasurer: Stacy Loeffler, BKL, Inc., Tulsa

Vice Chairman Business Practice: Alan Soltani, The Benham Companies, Oklahoma City

Vice Chairman Education/Public Relations: Chuck Mitchell, Crafton Tull Sparks, Tulsa.

Mike Homan, Terracon Consultants, Tulsa, continues on the Board as ACEC National Director, serving the 3rd year of a three year term.

Darold Davis also continues on the Board as Immediate Past Chairman.



(Left to Right - Mike Homan, Jim Benson, Tom Hendrick and Steve Ford)

PSMJ Project Management Bootcamp Returns to Oklahoma City in October

PSMJ, in association with ACEC OKLAHOMA, will host PSMJ's critically acclaimed **PROJECT MANAGEMENT BOOTCAMP**, Thursday-Friday, October 23-24, 2008 at the Renaissance Convention Center in downtown Oklahoma City.

A special ACEC OKLAHOMA Registration Form is available on the ACEC OKLAHOMA website (www.acecok.org) for your use.

This is the third time that PSMJ and ACEC OKLAHOMA have conducted the PROJECT MANAGEMENT BOOTCAMP, with over 50 Oklahoma engineers and architects attending each of the two previous sessions respectively. It was the highest rated program ever hosted by ACEC OKLAHOMA, and we are excited to provide the opportunity again this year.

PSMJ literally wrote the book on project management methodology in the A/E/C industry. When you attend this Bootcamp, you master the skills necessary to develop a baseline project planning method in your firm. You'll learn how to ensure client comfort and profitability on every project through real-world lessons from the world's leading A/E/C project management experts.

PSMJ seminars are the best because each and every class is tailored to participants' specific needs. In each session, our instructors work with you to identify your specific needs and address crucial issues facing each and every attendee.

PSMJ uses this unique **GUARANTEED** approach because with nearly 30 years of experience, we **KNOW** what the issues are and have compiled a 300-page workbook to address virtually any subject that arises. And, if it is not covered in our workbook, our instructors follow up with you to get you the information you need.

Registration for the PROJECT MANAGEMENT BOOTCAMP is \$1,195.00 per person if you pre-register by September 23rd. After that date, registration is \$1,295.00 per person.

Also, discounts for three or more attendees from the same firm are available.

Also, all attendees will earn 12 Professional Development Hours (PDHs).

Space may be limited, so don't delay in registering. AND be sure to use the special ACEC OKLAHOMA registration form found on our website: www.acecok.org

For more information, call ACEC OKLAHOMA at (405)525-7696.

Mark Your Calendar

ACEC OKLAHOMA General Membership Meeting

Thursday, August 21, 2008

11:45am

**Oklahoma Engineering Center
Oklahoma City**

Details and Program Coming

IRS Raises Allowable Mileage Reimbursement Rate

The Internal Revenue Service has announced an increase in the optional standard mileage rates for the final six months of 2008. Taxpayers may use the optional standard rates to calculate the deductible costs of operating an automobile for business, charitable, medical or moving purposes.

The rate will increase to 58.5 cents a mile for all business miles driven from July 1, 2008, through Dec. 31, 2008. This is an increase of eight (8) cents from the 50.5 cent rate in effect for the first six months of 2008.

In recognition of recent gasoline price increases, the IRS made this special adjustment for the final months of 2008. The IRS normally updates the mileage rates once a year in the fall for the next calendar year.

"Rising gas prices are having a major impact on individual Americans. Given the increase in prices, the IRS is adjusting the standard mileage rates to better reflect the real cost of operating an automobile," said IRS Commissioner Doug Shulman. "We want the reimbursement rate to be fair to taxpayers."

2008-09 Dues Statements Mailed

The 2008-09 ACEC OKLAHOMA Dues Statements have been sent to all member firms, and to date, the response has been great!!!!

At the Annual Convention, the Board and Membership approved a small dues increase of approximately 5% for 2008-09. This was the first dues increase since 2006, and was necessary to keep pace with increasing overhead costs and inflationary pressures.

Our thanks to the following firms which have already paid their 2008-09 Dues:

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| Bebee Engineering | O.J.C. CO. |
| BKL, Inc. | Carol S. Paulsgrove, PLLC |
| BWR | Professional Engineering Consultants |
| C. H. Guernsey & Company | PSA/Dewberry |
| Cobb Engineering Company | Shepherd Geotechnical Engineering |
| Determan-Scheirman | SMC Consulting Engineers |
| Figg Engineering Group | Terracon |
| Garver Engineers | Trumble-Dean |
| Graham & Associates | Wallace Engineering Structural Consultants |
| Kleinfelder | Walter P Moore |
| Lee & Browne Consulting Engineers | White Engineering Associates |
| MacArthur Associated Consultants | ZRHD, PC |
| MKEC Engineering Consultants | |

Joint Convention Nets \$6,400 for ACEC/PAC

ACEC/PAC, the national political action committee, was the big winner at the Mid-States Joint Annual Convention in Branson.

Raffle ticket sales for a “Nintendo Wii” and Nike “SQ” driver totaled \$6,400.00, which all went to the ACEC/PAC.

ACEC Missouri lead the way with members purchasing \$1,950.00 in tickets, follow closely by ACEC Arkansas with \$1,850.00. ACEC OKLAHOMA raised \$1,550.00, and ACEC Kansas members kicked in an additional \$1,050.00.

ACEC OKLAHOMA Past Chairman Jim Stewart’s ACEC/PAC investment paid off, as he was the lucky winner of the Nintendo Wii.

Our thanks to all who contributed.

With the 2008 Election Season now upon us, it is critically important that you make your ACEC/PAC contribution TODAY!!!!

Make your 2008 contribution on-line by going to the ACEC/PAC webpage at: <http://www.acec.org/advocacy/pac.cfm>

How is the A/E Industry Doing These Days?

You’ve all seen plenty of bad news about the U.S. economy. But we operate in a small segment of it and our segment isn’t always representative of the overall economy.

In preparation for PSMJ’s Annual **Industry Trends Webcast**, to be held at 1:30pm Eastern Time on July 29, we have just compiled the data from 2007 and 2008. And it’s a bit of a mixed bag. Here are some highlights:

- In 2007, pricing rose to the highest level ever (based on target direct labor multipliers).
- Achieved direct labor multipliers reached record highs in 2007.
- Median profitability in 2007 was 15% of net revenue.
- A/R days increased in 2007, reversing the previously positive trend over the past few years.
- Some markets (health care, energy, etc.) continue to be very strong through Q2 of 2008.
- Other markets (housing, commercial, etc.) have substantially weakened in 2008.

Go to <http://www.psmj.com> for more details and registration info.

PRESIDENT'S MONTHLY UPDATE

July 1, 2008

David Raymond, ACEC President & CEO

General

- Indiana and South Carolina became the latest state organizations to meet their respective 2008 PAC goals, joining Montana, Tennessee, Metro Washington, Kentucky, and Wisconsin.
- ACEC President Dave Raymond and Chairman John Hennessey interviewed Rep. Kendrick Meek (D-FL) for the July/August edition of *Engineering Inc.*, featuring the Congressman's leadership in the effort to overturn the 3% withholding mandate.
- Met with U.S. Senator Johnny Isaacson (R-GA) and U.S. Chamber of Commerce President Tom Donohue to coordinate critical efforts to shore up highway funding.
- ACEC has been selected to receive a 2008 Gold Circle Award from the American Society of Association Executives (ASAE) for "best feature story of the year" – "How the Big Dig is Transforming Boston," which ran in the July/August 2007 issue of *Engineering Inc.*
- Participated in ACEC/Metro Washington, ACEC/Indiana and ACEC/Virginia annual meetings.

Government Affairs

- Hosted fundraising events for Rep. Ellen Tauscher (D-CA) in California and Rep. John Culberson (R-TX) in Houston, as well as events in Washington for Rep. John Larsen (D-WA), Rep. John "Jimmy" Duncan (R-TN), and House Republican Leader John Boehner (R-OH).
- Undertook "grassroots campaign" in support of legislative efforts in Congress to correct shortfall in the highway funding for FY'09.
- ACEC-backed (HR 6194) legislation was introduced to facilitate state and local government access to critical water infrastructure funding lifting the state volume cap on private activity bonds.

- Briefed members on GA program at state meetings in Kentucky, Illinois, and Pennsylvania.

Institute for Business Management

- Hosted two popular online seminars: *Follow Up! The (Misunderstood) Heart of Business Development and Positioning*, Lynne Waymon; and *Ownership Transition for Small Firms*, Lowell Getz CPA.
- Senior Executive Institute (SEI) Class 13 met in Boulder, CO, June 6-10, for advanced studies on strategic management, strategic planning, and systems thinking.
- Held *BIM: The Promise and the Reality for Design Firms*, June 19-20, in Chicago, IL; and inaugural *BIM for MEPs*, June 20, in conjunction with the ASHRAE Annual Meeting in Salt Lake City and cosponsored by CAMEE and ASHRAE.
- Hosted *Advanced Project and Program Management*, with partner Northwestern University, at Northwestern's Evanston, IL, campus June 16-17.
- Held ACEC's flagship *The Business of Design Consulting*, June 18-21, in Washington, DC.
- Issued the Call for Presentations for the 2009 Annual Convention and Legislative Summit, to be held April 26-29, 2009, at the Grand Hyatt, Washington, DC.
- Bookstore offering 10% off all EJCDC contracts during June and July.
- Contracts Central, ACEC's one-stop internet location for contracts and risk management tools, now includes *free* state-by-state practice information including recent court decisions (and is advertising on the Google search engine when specified construction search terms are entered. www.contractscentral.net.)