

## ACEC/M Conference Focus: 'The Business of Engineering'

ACEC/Michigan will hold its one-day Annual Conference that is totally focused on the business of consulting engineering in Lansing on May 5.

This conference offers a unique opportunity to gather important information on various aspects of your business at one place, for one day, for one low price.

This conference will offer educational sessions in the following areas: project management, sustainable design, information technology, financial management, leadership development and QBS. Professional Development Hours (PDH's) will be offered for all of the educational sessions. Steve Hall, ACEC National Vice President of Government Affairs, will be the Keynote Speaker to discuss ongoing initiatives at the Federal level specifically with infrastructure funding.



HALL



SKUBICK

Lansing Capitol Correspondent and host of TV show "Off the Record", Tim Skubick, will facilitate an afternoon Q&A session with gubernatorial candidates. Don't miss this opportunity to meet the candidates and hear their views and positions on how to improve Michigan.

ACEC/M Directors and Committee Chairs who have demonstrated their leadership for the Council will be recognized during a short Awards presentation following lunch. New ACEC of Michigan Board members and officers will be announced.

## TENTATIVE AGENDA

**7:00 – 7:45 AM Registration**

**7:45 – 8:00 AM Opening Remarks**

Paul Wade, President, ACEC Michigan

**8 – 8:50 AM Keynote Speaker  
Federal Infrastructure Funding**

Steve Hall, V.P. Government Affairs, ACEC National

**9 – 9:50 AM Breakout Sessions**

- The Fear of Electronic Discovery
- New Leaders Series
- BIM Implementation

**10 – 10:50 AM Breakout Sessions**

- Procurement 101
- Sustainable Design
- Five Steps to Effective Change

### BREAKOUT SESSIONS

#### "Project Budgeting & Profitability"

Learn proper procedures for estimating the fee for a project, estimating how people hours may be translated to the budget, budget control, and project profitability statistics.

#### "The Fear of Electronic Discovery: What to Save & What to Delete"

A well managed technology program can significantly reduce an engineer's liability exposure and help design firms manage risk.

#### "Sustainable Design"

A/E industry professionals are the experts in sustainability. Learn how the 'green team' is becoming a key resource for legislators.

#### "Retirement Plans for the Engineering Industry: Possibilities & Pitfalls"

Retirement plans are being heavily scrutinized by regulators due to the economic downturn. Discover ways to protect your firm.

#### "Procurement 101"

A Federal procurement specialist will share info on federal contracting: how to become a contractor, mandatory registrations, small business programs, etc. Info will also be provided on further assistance.

#### "Five Steps to Effective Change "

Michigan is in transition. Discover how to lead your community or business to the New Normal through analysis of case studies.

#### "New Leaders Series"

This session is designed for the 'next generation' of firm managers and principals. Attend if you are interested in advancing your career.

#### "BIM and How it is Impacting the AEC Industry"

Attend to discover how BIM is being adopted across architecture, engineering, land surveying, and construction.

#### "QBS Study: Is there true value to using QBS?"

A comprehensive national study has been completed by two universities. Hear the results of the study and find out if there is value in using QBS to procure design professional services.

**11 – 11:50 AM Breakout Sessions**

- QBS Study Results
- Retirement Plans for the Engineering Industry
- Project Budgeting & Profitability

**Noon – 12:45 PM Annual Luncheon**

**12:45 – 1:15 PM Awards Presentation**

**1:30 – 2:30 PM Meet the New Governor**

Tim Skubick, Lansing Capitol Correspondent  
Gubernatorial Candidates

**2:30-3:00 PM Closing Remarks**

# 2010 ACEC/M ANNUAL CONFERENCE REGISTRATION

(RAMADA) LANSING HOTEL & CONFERENCE CENTER

WEDNESDAY, MAY 5, 2010

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

## Cost

First Member	\$ 150
Additional Members from same firm (each)	\$ 100
First Non-member	\$ 225
Additional Non-member, same firm (each)	\$ 175
Total Amount Enclosed	\$ _____

## Submit

Please mail your registration form with payment, to:

ACEC of Michigan  
Attn: Cindy Schmitz  
P.O. Box 19189  
Lansing, MI 48901-9189

Or fax, with credit card information,  
to (517) 332-4333

## Method of Payment

\_\_\_\_\_ Check

Please make checks payable to *ACEC/Michigan*

Visa \_\_\_\_\_ Mastercard \_\_\_\_\_

Credit Card Number \_\_\_\_\_

Name on Card \_\_\_\_\_ Exp. Date \_\_\_\_\_

Or register online at [www.acecmi.org](http://www.acecmi.org)

**REGISTRATION DEADLINE:** April 23, 2010.

## CANCELLATIONS

must be received by April 23, 2010 to receive a refund.

Registrations are transferable.



**(Ramada) Lansing Hotel & Conference Center, Lansing**  
7501 West Saginaw Highway  
Lansing, MI 48917  
Ph: 517-627-3211

