

Directions, Trends and Challenges Facing New York State Consulting Engineers

In December 2006, ACEC New York conducted a survey of its membership to assess the key issues that will face them in the decade ahead. One hundred and seventy-five firms participated in the study, 97% of them headquartered in New York State. The results of the survey were released in February 2007.

GROWTH IN THE INDUSTRY

- 64% of firms participating expected the industry to grow over the next decade
- 57% saw growth over the next 20 years
- 84%—highest percentage of agreement of any issue surveyed—saw consolidation in the industry with many more mergers and acquisitions

BUSINESS/MANAGEMENT TRENDS

- Design/build and other alternative delivery methods, including public/private partnerships
- Shortage of engineers
- Outsourcing to outside consultants or overseas, of tasks not requiring special knowledge and skills
- 31% felt that outsourcing would be important in future growth plans

CRITICAL ISSUES

- The #1 issue was finding and retaining qualified personnel
- Competition from both foreign and government sources
- Overhead expenses
- Insurance costs
- Profitability
- Ownership transition/governance

SHORTAGES ANTICIPATED IN FOLLOWING AREAS

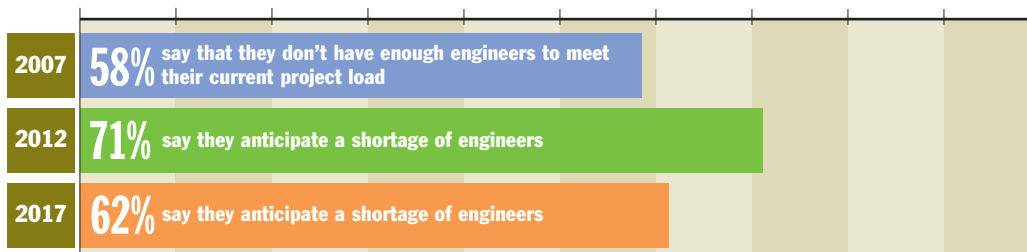
- Civil engineering, including transportation, highway and bridge engineers
- Mechanical/electrical and fire safety engineers
- Structural engineers
- Environmental engineers

FACTORS IMPORTANT IN RETAINING PROFESSIONAL ENGINEERS

- Higher salaries
- More visibility and recognition
- Mentoring
- Job security

ATTRACTING STUDENTS TO THE PROFESSION

- Greater status for engineers
- Increased outreach programs
- Internships



Founded in 1921, American Council of Engineering Companies of New York is the oldest organization of professional consulting engineering firms in the U.S. A statewide association, its members represent all major engineering disciplines and range from highly specialized solo practitioners to multidiscipline firms employing 50,000 people worldwide. For additional information about ACEC New York, log on www.acecnyc.org.

