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ACRA BOARD MEMBER RECEIVES AWARD

One of the members of ACRA's Board of Director's recently received an important award from the society representing professional archaeologists, the Society of Professional Archeologists (SOPA). Following is an article from the *Society for American Archeology Bulletin* 14(3):25 describing that event:

"The Society of Professional Archeologists (SOPA) this year honored several persons who have been instrumental in advancing the profession of archaeology and in preserving America's archaeological heritage. Awards were presented at SOPA's annual business meeting on April 11, 1996, held in conjunction with the SAA meetings at New Orleans. The John F. Seiberling Award, SOPA's highest honor, was bestowed on **Loretta Neumann**, president of the legislative consulting firm CEHP, Inc. The Seiberling Award, named for the former U.S. Representative and strong supporter of archaeological interests, recognizes outstanding leadership at the national level in the conservation of threatened cultural resources. Neumann was instrumental in shaping some of America's most important historic preservation statutes and has provided timely counsel to several major archaeological societies."

Going Electronic

[Taken from *The Society for California Archaeology Newsletter* [Vol. 30, No. 2, June, 1996.]

by Breck Parkman

"By the end of the next decade, most of us will rely heavily on electronic communication; a number of us already do. "e-mail" is an efficient, timely, and cost-effective way of communicating and has proven a useful tool for the protection of archaeological resources. Indeed, two major reasons for using e-mail are that it 1) facilitates professional communication, and

2) empowers each of us to actively defend the concepts of historic preservation.

In 1995, Congressional attempts to weaken or destroy the legal basis of historic preservation were beaten back by rapid electronic communications from archaeologists across the country. Thanks to ACRA (American Cultural Resources Association), a network of archaeologists sent much needed e-mail to Washington, urging protection of historic preservation laws. Because we often had only an hour or two to learn of the threat and respond to it, e-mail was the only means of communication that

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STRAIGHT FROM THE T-SQUARE

Donald M. Durst, AIA
Architect

* * * * *

"DON'T LOOK NOW, BUT HERE COMES THE VAN!"

In October 1994, the Federal Acquisition Streamlining Act of 1994 became law, forever changing the way the federal government will procure services and commodities. This law was intended to remove the paper, reduce the cost, and increase the efficiency of the Government's procurement process. The mechanism of this change is going to be Electronic Commerce (EC) and Electronic Data Interchange (EDI). EC/EDI was initially intended for companies that sell commodities but the law has now expanded to include all service and consulting firms.

At first glance, this seems like a truly remarkable ideal--a paperless bid! A firm that is interested in submitting a bid for a survey job need only relay their bid to their Internet provider and they are done. No more extra copies, no binding, no printing--this government "streamlining" might actually be okay.

HA! In order for any business to participate in this system, the federal government has deemed that a contractor *must subscribe* to a Value-Added Network (VAN) or a Value-Added Services (VAS) company. For example, if a CRM firm wishes to submit a bid for a survey/evaluation project they must first pay a subscription fee to a VAN/VAS company in order to simply get federal job information. The VAN/VAS company will then transmit an electronic copy of the solicitation to the CRM firm. The CRM firm could then submit a bid/proposal to the VAN/VAS company. The VAN/VAS will then submit the bid to the federal government. If all electronic wizardry is working properly, maybe the CRM firm's bid will be transmitted on time and maybe even to the right federal agency. Naturally, the CRM firm will pay the VAN/VAS handsomely for this service. The CRM company may also pay a "session" fee, an "envelope" fee, and a transaction fee. Did we even mention buying the VAN/VAS's software package yet?

According to the Small Business Administration (SBA) booklet titled *Introduction to Electronic Commerce: A Handbook for Business*, the SBA is projecting that a small business will spend approximately \$2,500.00 to purchase the software and anywhere from \$50.00/month to \$200.00/month in subscription fees (page 55). The VAN/VAS is a totally separate service from the Internet. In other words, our ACRA-L would not work. For that matter, any current Internet access provider such as American Online or CompuServe is also not considered a VAN/VAS.

But, you may ask, since when has a federal cost estimate ever matched the real world market? (How about those field tech labor rates?) Information packets which are provided at SBA's EC/EDI conferences often contain price lists from companies providing VAN/VAS services. These prices do match up with the government estimates. But, surprise, surprise, some companies have rates that are *twice* the government's projected cost!

ACRA should encourage the development of electronic commerce but oppose mandatory requirement of VAN/VAS. VAN/VAS is bad for small businesses for many reasons. Some specific concerns are listed below:

- VAN/VAS creates one more barrier between the seller (small businesses) and the buyer (federal government).

- The costs to subscribe to VAN/VAS will have to be passed onto the federal government (through higher overhead rates) and ultimately to the taxpayer.

- The high cost of VAN/VAS will prohibit small cultural resource firms from participating in the federal government marketplace. Especially hurt will be the small practices that split their work load between the private and government sectors.

- Current Internet technology already allows small businesses and the federal government to communicate directly with each other through the electronic media.

According to Mr. Stuart Binstock, Vice President of Federal Affairs at the American Institute of Architects (AIA) and recent ACRA conference speaker, the AIA presently has no official position on this issue because

it appears to be inevitable. However, in a recent correspondence, Mr. Binstock states that the AIA has "expressed a number of cautions about the federal government's rapid movement toward electronic commerce." Mr. Binstock has indicated that the AIA has scheduled a meeting with several federal agencies including Naval Facilities Engineering Command and U.S. Army Corps of Engineers.

This issue needs your *immediate* attention. In some ways this issue should receive a higher priority than the labor wage rate situation because, in the end, small CRM companies may not even be able to afford to find out about, let alone bid on, a federal project.

VAN/VAS will have major negative ramifications for small cultural resources companies. If the use of VAN/VAS is implemented, small companies will no longer be able to afford to compete in the federal marketplace. It is claimed that this system has been set up to help small businesses get work but what it will really do is put small businesses out of work! Therefore, members of ACRA need to follow this issue very closely and actively encourage their federal government contacts to continue its transition to electronic commerce but to aggressively oppose the requirement of VAN/VAS.

Advertising Space Available

Since *ACRA News* is now independent of *The Grapevine*, we are able to offer advertising space to our members. Does your company have a special product, service, or publication that would be of interest to some aspect of the CRM community? Why not consider placing an ad in *ACRA News*?

Advertising Rates:	Per <u>6 Months</u>	Per <u>Year</u>
Business Card size (3.5"x 2")*	\$100.00	\$175.00
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* Business cards can be scanned.

Guidelines For Contacting The Congress & Obtaining Information

***MEMBERS:** All Members of Congress can be reached by phone through the Capitol Switchboard: (202) 224-3121. The address for your Senator is: United States Senate, Washington DC 20510; for your Representative, it is: U.S. House of Representatives, Washington DC 20515. No room numbers are necessary.

***LEGISLATION:** For information on legislation, you can call the House Bill Status (LEGIS) Office (202) 202-225-1772. Public inquiries are limited to no more than six bill status requests. LEGIS can tell you who introduced a bill, bill cosponsors, dates of committee actions, if the bill has been placed on the floor calendar and if the bill has been voted on. They do not have access to committee calendars, or the text of bills or amendments.

If you have access to the World Wide Web, you can access Thomas, a service of the Library of Congress, which provides the full text of bills and Congressional Record, and links to House and Senate gophers and Web pages. The address is:
><http://thomas.loc.gov><

You can also order copies of bills from the House and Senate Document Rooms. The House Document room distributes House Bills, Resolutions, Reports, Documents, and Public Laws for the 104th Congress (and 103rd Congress). The public can obtain 2 copies of up to 12 different House documents per day. Note: the Senate will not take requests by phone. Both documents rooms prefer that requests by mail include a return mailing label with your name and address.

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(202) 225-3456

Senate Document Room
United States Senate
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Members and Categories Sought for New Committee

by Adrian White, Chairperson

I am in the process of choosing Awards Committee Members for this newest of ACRA ventures. This committee will seek to recognize professionals in the cultural resources field for particular accomplishments (to be established over the next few months). I would like this committee to be representative of the geographic regions and types of companies of ACRA members. Only four names have been submitted for consideration to date. I will accept names and award category ideas until the end of June. Please call, write, fax, or e-mail me with suggestions.

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Labor Relations Committee

By W. Kevin Pape,
Chairperson

Under the guidance of our attorney (Maurice Baskin), the Committee is working to provide support for the US Forest Service's proposed conformance of the Archaeological Technician (29020) classification.

The Committee is also studying the substantive issues associated with health insurance benefits for technicians and entry level personnel within our industry.

Going Electronic

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worked. The effort did work, and we were spared the massive cuts anticipated. But we must not be complacent; depending on the outcome of the November elections, we may see new Congressional assaults launched against historic preservation, and we will almost certainly see attacks on CEQA in Sacramento. ..."

INSURANCE AND YOUR \$\$\$

by Chris Butler, C & D Butler, Inc.

In this issue of the *ACRA News* I offer some suggestions on ways to reduce the cost of your insurance program without sacrificing necessary coverages. Your insurance agent may have already discussed these with you. If not, it would be a good idea to get with him or her to review your coverages.

Whenever I discuss insurance coverage and cost with a client, the key point that I emphasize is that insurance is for large losses, not small ones. If you are willing to assume the risk of a small claim, then you can lower your premium by choosing a higher deductible for your policies. Most people can afford to pay a five hundred dollar loss, but very few people can afford the financial consequences of a loss in the thousands of dollars.

I would assume that most ACRA members have business property which they insure. Probably a fair number of you are using a two hundred and fifty dollar deductible. In most cases I would recommend either a five hundred dollar or thousand dollar deductible. By choosing this you will do two things. First, it will reduce the amount of your premiums. Second, you will be assuming the risk of smaller claims which in the long run will also save you money. Insurance companies do not want to pay three or four hundred dollar claims. In fact, many insurance companies will penalize you more for submitting multiple claims rather than for the dollar amount of the claims. It makes good business sense to use higher deductibles to reduce your insurance cost and avoid possible cancellation because of frequent claims.

I assume that some of you carry a commercial auto policy, though many may not. If you do, there are several suggestions I have that may reduce the cost of your auto insurance program. First, review your deductibles on physical damage. You would be surprised at the difference in cost for a thousand dollar deductible verses a two hundred and fifty dollar deductible. Depending on the age and type of vehicle, it can be significant. Second, if you own one of the popular utility vehicles (Explorer, Cherokee, Jimmy, etc.) ask your agent

if it is rated as a commercial or private passenger auto. Although you may use the vehicle in your business, many insurance companies will allow you to rate it as a private passenger auto. This can reduce your cost substantially.

One of the major expenses for many companies is workers' compensation. Although raters and rules vary from state to state there are ways that you can reduce your insurance cost in this area. As you know, the premium for workers' compensation is determined by your classification code and payroll. You need to know how your business is classified. Rates vary according to class code. If you are in an incorrect code the premiums you pay may be too high. Since each employee is assigned to a code, make sure they are correctly classified.

It is important to keep accurate payroll records since this data helps determine workers' compensation rates. Make sure any overtime pay is separated so that it is available to provide to insurance company auditors should they request it. The more detailed and organized your records the more likely an audit will be smooth and hassle free. It has been my experience that those clients who keep accurate records will pay less in insurance costs. Insurance companies are much more willing to work with clients who can provide thorough records.

In some states deductibles are now being offered on workers' compensation. Depending on your particular situation, it may be cost effective to consider using a deductible. Also, officers of the corporation can exclude themselves from worker's compensation coverage. In certain circumstances, it may be beneficial to do this. Both of these possibilities should be thoroughly discussed with your agent before deciding to use deductibles or the officer exclusion.

It is hoped that the ideas provided here will help in reducing your insurance costs. In next month's *ACRA News*, I will focus on workers' compensation coverage in more detail.

ISTEA: Opportunities for Archaeology & Historic Preservation

by Loretta Neumann, CEHP Incorporated

I decided this month to report on something different for a change! If you want the latest and hottest news about what Congress is doing about the Advisory Council on Historic Preservation and funding for other cultural programs in the Interior Department's appropriations bill, I suggest that you subscribe to ACRA-L On Line or become a full-fledged corporate member of ACRA or subscribe to one of my on-line news services (send me an e-mail message to CEHP@Hap.Cais.Com or fax a request for information to me at 202-293-1774).

Anything I would write at the present time would be outdated by the time this newsletter makes its way to you via "snail mail." So, instead, I want to tell you about the Department of Transportation's Enhancement Program that is funded through the Intermodal Surface Transportation Efficiency Act (ISTEA). The news I have, while important, is not so urgent that it will get quickly passed over by other events.

I went to a conference in June 9-11 that DOT sponsored with several other groups, including Scenic America, the Rails to Trails Conservancy and the National Trust for Historic Preservation. I was astonished to see how much work is being done under this program to benefit archaeology and historic preservation throughout the United States. It's something that everyone working in the CRM world should take heed of.

By way of background, I do want to note that one of the reasons archaeology was included in the list of 10 categories eligible for the enhancements program is that Kathleen Schamel and I lobbied for them on behalf of the Society for American Archaeology in the early 1990s. I'm not writing this to brag, but just to explain. Legislation like this doesn't just "happen" in a vacuum. At any rate, under ISTEA, the enhancement program gets an automatic set-aside of 10% of the federal transportation funds. This is an awesome amount of money. From 1992 to February 1996, more than \$2 BILLION (yes, that's a "b" not an "m") has been apportioned on 10 categories of enhancements, from bikeways and pedestrian paths, and scenic or historic highway programs to landscaping and scenic beautification, billboard removal, and mitigation of water pollution due to highway runoff. More relevant to the work that most ACRA members do, the enhancements program also includes historic preservation, the rehabilitation and operation of historic transportation buildings, structures or facilities (including historic railroad facilities and canals) and archaeological planning and research.

Of the \$2 billion apportioned so far, the states have

already programmed more than \$270 million on the preservation and operation of historic transportation facilities, nearly \$112 million on other historic preservation, and about \$12 million on archaeology. Lots more money awaits additional projects.

Meanwhile, ISTEA is up for renewal next year. Already, the highway builders and trucking industry, encouraged by many less-than-sympathetic state transportation departments, are trying to do away with the enhancements program. Some hope to make it an "eligible" activity, not a set-aside. Others would also like to have the unobligated balances in the current fund (more than one billion dollars is still available) freed up for other highway purposes.

Hearings are already underway, both in the Congress and with the Administration. The Department of Transportation is holding 12 regional forums. Meetings have been held in Philadelphia, Chicago, New York and Miami. Upcoming meetings include: Los Angeles June 27 on innovative finance; Providence, RI, July 2 on community design alternatives; Minneapolis July 2 on intelligent transportation systems; Seattle/Portland July 16 on environment; Richmond August 6 on Americans with Disability Act; Huntington, WV, August 6 on safety; St. Louis September 16 will look at planning issues. Contact the DOT Office of Intergovernmental Affairs, (202) 366-1524.

The House Transportation Subcommittee on Surface Transportation is holding a series of hearings on ISTEA leading up to the reauthorization in 1997. To date the hearings have addressed innovative financing in an era of scarce resources, maintaining an adequate infrastructure, national transportation interests, and intelligent transportation systems. Staff on the House Transportation Committee said the final oversight hearing is scheduled for July 18, but the hearings could run into the winter session.

We'll keep you posted from time to time on the progress of the legislation, and let you know if and when your help may be needed. The Rails to Trails Conservancy has compiled an excellent report, "Enhancing America's Communities, A Status Report on the Implementation of the Transportation Enhancements Provisions of ISTEA." It includes a summary report as well as appendices listing what each state has done with the funds. For further information, you can contact the National Transportation Enhancements Clearinghouse, 1506 21st Street NW, Suite 210, Washington, D.C. 20036. Call (toll free): 1-888-388-6832 or fax: 202-463-0875.

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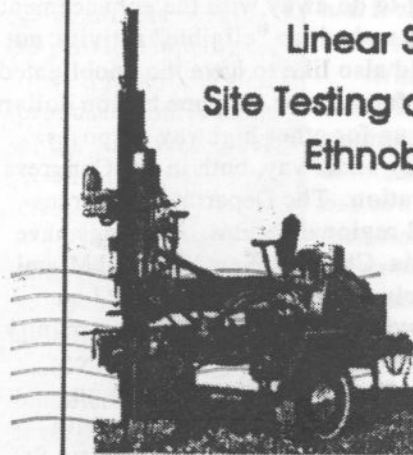
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ACRA News is a monthly publication of The American Cultural Resources Association. Our mission is to promote the professional, educational and business practices of the cultural resources industry, including all of its affiliated disciplines, for the benefit of the resources, the public, and the members of the association.

This publication's purpose is to provide members with the latest information on the association's activities and to provide up to date information on federal and state legislative activities. All comments are welcome. Please address comments to:

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