KNOW YOUR DESIGNER

I *might* be your ideal design professional if you are looking for a unique and genuinely different approach. This article will help you determine for sure.

> The first thing clients need to know about me is that I'm not just an engineer. What I do is far more than design engineering. I don't do cookie cutter and won't try to force some already perfected design concept upon you. My approach is what some call "uncommon engineering." I'm confident you won't find it anywhere else.

Ted Bennett, P.E.
Principal, Director of Infrastructure

As a designer, I believe in doing things differently because **that's the only way to achieve different results.**

Many clients I work with have tried the standard engineering services companies and the conventional approaches. The typical offering didn't get them to the unique destination they were aiming at. When you choose to work with me, you seek something new, fresh, distinct, and compelling—something different and uncommon. If you know where you want to go or need to change something, I am passionate about helping you find that destination—and the route to get there.

Many engineers can deliver standard projects, but when people start discussing design standards, I always think: is there any such thing as a "standard project?" In my years of working, no two projects have ever been exactly alike. I learned that forcing a square peg into a round solution delivers a result that misses the mark.

I've been where you are; the standard solutions always fall short. That is why I got into this business and have worked hard to hone my approach into something uncommon.

I did not find my approach in a textbook, nor am I refining a mentor's or predecessor's methods. What I bring to my work is the total result of all my experience.

From my early formative days in consulting engineering to my thirteen years working in municipal service and the last nearly one and half decades as a lead designer and project manager, I amassed knowledge and experience that helped me become who I am.

I've read almost every management, business, and growth book. It pretty much boils down to "Be good and do good." Doing the right thing isn't easy, but it separates the experts from those who practice. So I put in the work.

Moreover, I learned much about people and working with others for success. It is exciting to put what I have learned into practice. It is even more energizing to continue to learn more each day, week, and month with the wonderfully talented people—coworkers, clients, and industry pros—I get to work with. Everyone teaches me something, whether they know it or not.

Being a right-brained technical person, I'm probably a bit of an oddball. Have you ever worked with an **extroverted engineer?**

I find myself always striking a balance between my creative and intuitive abilities and my orderly analytical side. As a creative, you'll find me most energized when creating and working together.

But when I go back to my team and design lab, I switch into my technical mode, using my processes and experience to develop what some call "the elegant solution." I aim for the answer that solves the problem most effectively and efficiently. In other words, elegant and probably a bit uncommon.

I CARE

You'll learn that I am a caring person as you come to know me. I genuinely want the best for the people that I work with. That doesn't mean I will give you the easiest, low-hanging fruit solution. If what you need to do is difficult, I will tell you, and the road might be uphill. I care enough to push you toward the right solution. We'll work together to get there, but I'll drive hard because I care that you get where you need to be.

I look for clients who care as much as I do. Understand that if you decide to work with me, I am committed to working on a solution. Be ready to work with someone who brings immense care and thoughtfulness to his work.

I will always give you thoughtful and caring recommendations.

The creative aspect of my work is the fun part. It **drives and excites me** each day.

I'M INTO CREATIVITY

A favorite catchphrase that I live by is, "We are only limited by our own creativity." Engineering is a design profession guided by scientific principles. Those principles provide guidelines, but the design is nearly indistinguishable from the creative process. By definition, design means to fashion or conceive in the mind. But the mind must be open and receptive to outside-the-box thinking.

Creativity is like a battery; like that battery, it needs recharging to be most effective. Restoring my creative circuits comes about through various personal pursuits outside of engineering and a lifelong love of learning. I have achieved a lot in my career but always seek opportunities to continue growing. Whether it be a college course on a topic that interests me or a long drive and talk with a coworker, I'm always looking for ways to discover more about this profession and the world we share. My ultimate goal is to have a worldview that helps me be the best engineer possible for my clients.

PROCESSES ARE KING

I firmly believe in providing solutions to problems rather than applying a solution I have already developed. That helps avoid the classic round-hole-square-peg problem. Over my career, I have developed a comprehensive yet flexible planning and design process. Each step and task of a project gets accounted for, but I'm always looking around us to ensure that we are not blind to the unique needs of each project.

I work with a team that's been monikered the T-Crew, but they're more than a name. They're a talented and loyal group of professionals who bring unmatched enthusiasm to our work. This team grounds me and helps push me to be my best. With this team, I can scale the efforts and muscle put into your project. They duplicate and enhance the philosophies you're reading about here.

As a second-generation engineer,

I grew up learning the importance of knowing your stuff.

The strength of any design team is in their process. My team follows a design and management approach that melds Jones & Henry's nine-plus decades of service supplemented by experiences with highly successful clients. Inside this process is a framework of keys to successful projects: thoughtful communication, expertise, care with the details, and thorough attention to quality work.

PROFESSIONALISM IS THE BOTTOM LINE

Lastly, but most importantly, is the professionalism that I bring to my work. Professional engineering is something that only a few people are blessed to do. I take great pride in being a professional engineer.

As a design professional, I help you solve your problem, but I don't allow clients to tell me how to produce my work. It would be disingenuous to become just another hired hand. And wouldn't that be the opposite of professionalism, anyway?

I take being a licensed professional engineer very seriously and hold the profession of this work to be paramount. I have the Engineer's Oath tacked on the lunchroom bulletin board to remind us daily of the significant responsibilities of our profession.

Professionalism goes beyond expertise and licensure. It's about always doing the right thing. I will provide the highest level of professionalism in my work. I will meet schedules. I will be on time. If I am not, I will let you know beforehand.

I will give you good news when it happens, but I will deliver bad news when you need to hear it. I will always try to listen more than I talk.

I will give you my most thoughtful and caring recommendations to get you where you want to be. I will be here for you from the beginning through the thick of it, and to the end.

I'll tell you straight away that **my approach is not for everyone.**

SUMMATION

I'm not the cheapest or fastest solution. Sometimes, we will probably disagree on how to do the work. But we'll learn about each other and work together to get you to a place you've always wanted to be.

I might be your ideal design professional if you are looking for a unique and genuinely different approach. If not, that's cool. Either way, I appreciate you reading this and wish you all the best.