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Filling up fast! 60 already registered

Early bird pricing ends next week

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Only 3 seats remaining

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**THURS
April 27**

REGISTER NOW

SAVE \$\$! Register by April 18

\$60 - Early bird ends next week
(for ACEC and SMPS members)

60 are already registered!

To see who, click the "[Register Now](#)" link and scroll down.

NOTE: SMPS is handling the registration, the registration link will take you to their Eventbrite website where you can purchase tickets (using a credit card; however, it also reads, "Offline payments also available.")

Interviewing to Win: The Inside Scoop

How to showcase your firm's talent and expertise

Nobody knows presentations and interviews in the world of AEC like Susan Murphy. She has spent the last twenty years helping architects, engineers and construction firms hone their presentation and interview skills. This session uses the best of her extensive experience and knowledge and gives you concrete professional information and shows you how to use it immediately.

This high-spirited and interactive program begins with helping you figure out what should go into your presentation or interview, stressing individual personality and talent. The secret is in finding out what works best for each individual and teaching each person how to produce that behavior on demand. What "bait" will get that desired client or audience to respond to your ideas? From colleagues to clients, you will learn how to communicate for results.

This is not a lecture program. Susan will guide you in developing proven skills in your own way. This is not personality dependent. You will leave this session with a new awareness

SCHEDULE

8:00 A.M. – Arrival/
Networking + Breakfast
8:30 A.M. – Program begins
10:00 A.M. – Conclusion

CPDs

Program is good for accruing one
and a half (1.5) continuing
professional development credits.

WHERE

David Evans and Associates
2100 SW River Parkway
Portland, OR 97201

of your skills as well as some newfound approaches to landing the big one.



ABOUT THE SPEAKER

Susan Murphy has in-depth knowledge and experience in the AEC industry. She teaches and coaches communication skills that allow clients and their support staff to become more productive speakers, negotiators, and colleagues.

WHAT PEOPLE ARE SAYING

“Susan Murphy takes the typically painful process (presentation training) and makes it fun! She provided our engineers and construction managers with effective tools for becoming more comfortable at presenting as well as for identifying a client-centered message.”

“A dynamic presentation, beneficial to the 'professional' marketers, the 'rookie' marketers and especially the principals whose presentation skills are crucial to winning projects.”



Marshall Coba

CobaCo, LLC Gov't Relations
ACEC Oregon lobbyist

Legislative Update – Coba's Capitol Comments

The Joint Transportation Committee took off this week to assimilate the great amount of information they received the past three weeks from the four breakout groups and to actually begin to draft a bill. The bill or bills will be a significant drafting chore to put the policy concepts into a legislative bill form. The new ideas will cover many new and creative concepts. Along with the various new and increasing revenue sources, there has been strong interest in the Oregon Transportation Commission returning to being much more of a force in transportation policy than they have been recently. A proposal for the OTC to hire the ODOT Director is alive and is being considered. Past OTC chairs met with key legislators and indicated that a stronger and more independent OTC would be better than the current process.

A public relations outreach campaign is gearing up to assist in passing the transportation package. This campaign will have a short duration through the end of the session and will need an engaged engineering profession. Please respond promptly if requested as timing and key contacts will be vitally important.

SB 885, the Canadian comity bill, is scheduled for a work session next Monday. Recently, additional engineering groups have begun to join ACEC in opposition to this bill and in making a pledge to proponents to work with them through the interim to see if we can agree on legislation for the February 2018 legislative session. This would include a face to face meeting in Portland in late July during the PNWER (Pacific NW Economic Region) Annual Summit where the Canadian proponents will be attending. While the key Canadian proponent has suggested our opposition is related to protectionism and/or xenophobia this is not the case. With OSBEELS sitting on the sideline it has been difficult to determine process and comparisons with other states. OSBEELS cannot engage in legislation without the Governor's express consent even if it is clearly impacting the engineering profession. So far, the Governor has not allowed OSBEELS to engage.

**WED
May 3**

Click [HERE](#) for more info & to register.

Click [HERE](#) to see who's already registered.

Only 3 seats remaining!
Class size limited to 20.

SCHEDULE

7:30 A.M. – Check-in & b'fast
8:00 A.M. – Program begins
(includes lunch)
4:00 P.M. – Conclusion

WHERE

David Evans and Associates
2100 SW River Parkway
Portland, OR 97201

Learn the Critical Elements of Successful Technical Writing
Correct bad habits and reinforce good habits



All messages fit within a broad communication environment. The large amount of technical information that professionals must consolidate and explain in technical documents requires skills to ensure that the information is understood by the intended audience.

This course explores methods for understanding the communication context, guiding the selection and organization of information, revealing the structural plan for the information, integrating visuals, and communicating with effective sentences and paragraphs.

You will learn the critical elements of technical writing:

- Audience and purpose
- Organizational strategies
- Document design principles (including effective use of graphics)
- Writing and revision methods

WHO SHOULD ATTEND

Engineers, scientists, and technical writers and editors who spend much of their time writing, revising, and editing documents will find this workshop useful in honing their technical communication skills.

**TUES
May 9**

Click [HERE](#) for more info & to register.

SAVE \$\$! Register by May 2
Class size limited to 100

Registration includes class notes, continental breakfast, lunch & two breaks.

CPDs

Program is good for accruing six (6.0) continuing professional development credits.

SCHEDULE

Risk Management for Engineers: Legal & Insurance Criteria

Presented by SEAO (Structural Engineers Association of Oregon) and ACEC Oregon

SUMMARY

Risk Management, Legal and Insurance Considerations for Engineers



This seminar will cover:

- Contract essentials
- Risk solutions do's and don'ts
- Risk management essentials for design professionals
- E&O insurance for design professionals

It also includes risk management education materials to help:

- Minimize the frequency and severity of loss exposure
- Focus on best practices

Additional topics:

- Construction litigation

7:30 A.M. – Registration & continental breakfast
8:30 A.M. – Program begins
12:00 noon – Lunch (included with registration)
4:30 P.M. – Conclusion

WHERE

Embassy Suites Hotel & Conference Center
9000 SW Washington Square Rd.
Tigard, OR 97223

- Contract negotiation
- Various methods of conflict resolution

Claims discussion:

- Allegations of defects
- Cost overruns / schedule overruns
- Personal injury and wrongful death claims against design professionals occurring on construction projects related to design/construction safety issues

Other:

- Insurance coverage
- Standard of care
- Contract language
- Frivolous law suits / requirement for a third party expert
- Statute of limitations for construction projects
- Mistakes to avoid

SPEAKERS

- **Mark Jacobson, PS, Attorney at Law**

Mr. Jacobson is a highly acclaimed speaker on A & E contract essentials, risk solutions and professional liability risk.

- **Lindsey Pflugrath, Attorney, Cairncross & Hempelmann**

Mrs. Pflugrath's area of practice is litigation and she will be covering legal considerations for design professionals. She is the author of "Small Projects, Big Risks."

- **Brent Stewart, JD, Risk Manager, XL Catlin**

Mr. Stewart is responsible for developing risk management and education materials for architects and engineers with the goal of minimizing the frequency of loss exposure, while focusing on best practices.

- **Ryan Schultz, MBA, CPCU, RPLU, ARM, Risk Management Consultant, Dealey, Renton & Associates**

Mr. Schultz is responsible for developing comprehensive risk management programs for design professionals. He is a frequent speaker at industry associations on insurance risk management issues.

**THURS
May 25**

Surfin' Safari & All Committee Dinner

Click [HERE](#) to register.

Click [HERE](#) to see who's already registered.



SCHEDULE

5:00 P.M. – Social

6:00 P.M. – Dinner

6:30 P.M. – Taking care of business

WHERE

Multnomah Athletic Club
1849 SW Salmon Street
Portland, OR 97205



COME SUPPORT YOUR COMMITTEE!

Join us for fun, food & festivities!

Catch up on ACEC Oregon news, hear brief committee reports and vote on the 2017-18 budget.

The newly elected board of directors also will be inducted.

This is a great event to gain a good overview of the organization.

It's also an excellent event for networking with leaders and up-and-comers of Oregon and southwest Washington engineering companies.

Bring an emerging leader!

Enter promo code "EL" at checkout to receive \$10 off registration.

(For member firms only. Good for one discount per registration; additional ELs will need to register separately to receive the discount.)

THANK YOU TO OUR SPONSORS!



SAVE THE DATE! Bring your clients!

June 21 – Networking Day golf tournament, Langdon Farms



UPCOMING

- April 23-26 – ACEC National Annual Convention & Legislative Summit, Washington, DC
- May 3 – ACEC / SW WA Public Agency Liaison presentation/meeting

ACEC Washington Upcoming Events – ACEC Oregon members receive the member rate!

- April 19 – Advancing Women and Minorities in Leadership symposium
- May 18-20 – Spring Conference – Key Staff Recruitment and Retention: Finding and Keeping Your Rock Star Employees

COURTESY ANNOUNCEMENTS

- April 25 – Kick-off meeting for **Canstruction**. RSVP to info@canstructionpdx.org. 21st year supporting the Oregon Food Bank! More than a million meals provided! Open to all companies that would like to participate; each team must have one firm from the A/E/C community. The competition will be held at Pioneer Place in September 2017 to coincide with Hunger Awareness Month. Space is limited so submit your [Call for Entry form](#) now. **May 9 is entry deadline.**
- May 18 – **Meet the Affordable Housing Developers**, presented by Portland Housing Bureau

Comments? Questions? Please e-mail mwebber@acecOregon.org or adavis@acecOregon.org.

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGO

Serving the business needs of engineering and surveying companies in Oregon and southwest Washington since 1956.

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www.acecOregon.org

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Upcoming events: http://www.acecoregon.org/calendar_list.asp.

ACEC Oregon is 116 member firms strong representing more than 3,500 employees!

Check out our online directory at http://www.acecoregon.org/AF_MemberDirectory.asp.



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