

**IN THIS ISSUE**

Filling up fast!

Engineering Excellence Awards dinner – January 17

ACEC National reports tax reform win!

Political Involvement & QBS – February 7

A/E Firm Financial Management – March 7

WED  
January 17

SCHEDULE

5:00 P.M. – Social & Viewing of Entries

6:30 P.M. – Dinner

7:30 P.M. – Awards Presentation

WHERE

Multnomah Athletic Club  
1849 SW Salmon Street  
Portland, OR 97205



2018 EEA ENTRANTS

Anderson Perry & Associates, Inc.

David Evans and Associates, Inc.

GeoEngineers, Century West & DEA

GRI

Harper Houf Peterson Righellis Inc.

Interface Engineering Inc.

Inter-Fluve



Reserve your table or seats for the  
Engineering Excellence Awards dinner



KGW TV's Drew Carney returning to emcee!

You can **reserve your table or seats today** without knowing any or only some of your attendees' names. We can get names later.

Please let us know in advance of any special dietary needs; click here for a [MENU](#). Please note: Dress is business attire. Cash bar only. **NEW!** ATM now on site.

**BRING YOUR CLIENTS!**

More than 300 members, clients and guests are expected to join us in honoring the fine work performed by Oregon and southwest Washington engineering firms.

This is our biggest event of the year and not to be missed!

Early registration is encouraged.

COST

- Table of 10 - \$900

Keller Associates, Inc.  
Kittelson & Associates, Inc.  
KPFF & GRI  
Nishkian Dean  
OBEC Consulting Engineers  
Otak with Mason, Bruce & Girard  
PAE  
Parametrix  
Peterson Structural Engineers  
Shannon & Wilson, Inc.  
S&W and HBH Consulting Engineers  
WSP

- Individual seats - \$90

BE A SPONSOR!

- Gold sponsor - \$1,500
- Patron - \$1,200
- Exhibitor - \$500 (limited to 5)

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



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## THANK YOU SPONSORS!

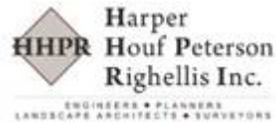
People's Choice Award presented by:



Media sponsor:



Gold sponsors:



## A Win For Engineers and Architects

Engineers and architects got a late win in the tax bill when they were exempted from the definition of service businesses.

Why does that matter?

It matters because service businesses can't get the full 20% deduction for other pass-through businesses if their owners have more than \$157,500 of individual income or \$315,000 for married couples.

The change, spelled out in the conference report's explanation, means architects and engineers will be treated more like manufacturers than like lawyers and consultants.

*Richard Rubin*  
*The Wall Street Journal*

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### Help us reach our PAC goal!

We've almost reached Oregon's national PAC goal for the year—but we could use your help to put us over the top! Please consider entering the **Last Chance Contest**—your support of ACEC/PAC is critical to our federal advocacy efforts.

### [Click Here to Enter](#)

**First Prize: \$2,000**  
**Second Prize: \$1,000**  
**Third Prize: \$500**

**\$100 Per Ticket**

**Last day to enter is  
December 29, 2017.**

## ACEC National reports tax reform win!

The House and Senate are poised to vote this week on the final version of HR 1, the Tax Reform and Jobs Act, and the measure is expected to pass and be signed into law by the President. As you know from prior outreach, the most significant challenge we faced at the start of the tax reform process was the exclusion of engineering "passthrough" firms (together with other service-related industries, such as doctors and lawyers) from the proposed tax benefits in the House and Senate versions of HR 1. While we were generally satisfied with the treatment of engineering firms organized as C corporations (which will qualify for the new 21 percent corporate rate), denying tax relief to passthrough firms (S corporations, partnerships and LLCs), which represent the majority of our industry, was something we simply couldn't support.

As the [blog entry from the Wall Street Journal](#) indicates, I'm pleased to report to you that we met with success last Friday evening, where we learned that the limitations applied to service-related passthrough firms would not apply to engineering firms; in other words, under the new law engineering passthrough firms will be able to fully utilize the new 20 percent deduction in the same manner as other non-service passthrough industries.

This is another example of where grassroots engagement played a critical role in our success, and I wanted you to know how much we appreciated your help. We will have complete coverage of this issue in *Last Word* this week, including a summary of what will be the first major re-write of the tax code in over 30 years, but I wanted to share this with you now and take the opportunity to say—thank you!



Steve Hall  
Vice President, Government Affairs  
ACEC National

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### WAYS TO ENTER:

Log on to the [ACEC/PAC Website](#), click "Contribute Today"

Download the [Entry Form](#) for email return to [kbohny@acec.org](mailto:kbohny@acec.org)

Questions?

Contact Katherine Bohny at [kbohny@acec.org](mailto:kbohny@acec.org) or phone 202-347-7474, ext. 322.

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**WED**  
**February 7**

Click [HERE](#) to register.

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

**SCHEDULE**

7:30 A.M. – Check-in and breakfast  
8:00 A.M. – Program begins  
(head over to Capitol about 9:00 A.M.)  
10:00 A.M. – Conclusion

**WHERE**

**State Library of Oregon**  
**250 Winter Street NE, Room 103**  
**Salem, OR 97301**

**CPDs**

Program is good for 2.0 (two) continuing professional development credits.

Part 4 of the 2017-18 Leadership Development Series  
*(each program is a stand-alone program, though the programs do complement one another)*

**Political Involvement & QBS**

**WHO SHOULD ATTEND**

This program is ideal for project managers, designers and engineers who are: Interested in a leadership track in their career

- Shifting their focus from projects to organizational and financial goals of the firm
- Challenged by competing priorities
- Being asked to take on more responsibilities with the same resources
- New to managing multiple or complex projects
- New to managing people and teams

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**Political Involvement & QBS**

Elected and appointed government officials influence the overall business climate and an individual firm's success. Business leaders need to know how to participate effectively in the public arena and build consensus. They also need to understand how government affairs activities can help their business succeed and how to encourage active participation at the grassroots level in the firm. This session also includes an overview of Qualifications Based Selection (QBS).

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**SPEAKERS**

- **Marshall Coba, ACEC Oregon lobbyist**
  - **Karen Tatman, PE, ACEC Oregon Immediate Past President, Quincy Engineering**
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**WED**  
**March 7**

Click [HERE](#) to register.

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

#### SCHEDULE

7:30 A.M. – Check-in and breakfast

8:00 A.M. – Program begins

10:30 A.M. – Conclusion

#### WHERE

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

#### CPDs

Program is good for 2.5 (two and a half) continuing professional development credits.

Part 5 of the 2017-18 Leadership Development Series  
(each program is a stand-alone program, though the programs do complement one another)

## **A/E Firm Financial Management**

#### WHO SHOULD ATTEND

This program is ideal for project managers, designers and engineers who are: Interested in a leadership track in their career

- Shifting their focus from projects to organizational and financial goals of the firm
- Challenged by competing priorities
- Being asked to take on more responsibilities with the same resources
- New to managing multiple or complex projects
- New to managing people and teams

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## **A/E Firm Financial Management**

Gain a high-level understanding of the principles of financial management at successful A/E firms, including how to:

- Drive strong firm-wide financial performance
- Focus on what really matters when reviewing financial statements
- Negotiate profitable projects
- Manage financially-successful projects
- BONUS: Best Practices to Ensure DOT Overhead Rate Approval

This 2½ hour session will be particularly helpful for engineers who are interested in pursuing a firm-wide leadership position down the road, or simply wanting to provide value-added business support to your clients and firm.

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#### SPEAKERS

##### **Larry Van Dyke, CPA, Certified Global Management Accountant and CFO Kittelson & Associates, Inc. (KAI)**

Larry has more than twenty-five years of consistent achievement while serving as an instrumental member of and adviser to executive management, crafting and implementing strategic business-growth initiatives, creating impactful internal and external relationships, managing significant change initiatives, and driving all aspects of corporate finance and human relations. Larry gained particular expertise in values-driven leadership, strategic planning, financial management, M&A/joint ventures, and performance management during his stints at KAI, OCP Publications, the Archdiocese of Portland, and Arthur Andersen & Co.

##### **Lauren Poling, CPA, Financial and Risk Manager Kittelson & Associates, Inc. (KAI)**

Lauren has spent her educational and professional career with an accounting and entrepreneurial focus. After receiving a master's degree in accounting from the University of Oregon, Lauren started her career in public accounting where she established skills in team development and leadership, risk assessment, financial analytics, and client relationships. Lauren joined Kittelson in 2015 to balance risk mitigation and business needs as the Financial and Risk Manager and earned her CPA license in the process. She works on a variety of

business projects such as: assessing corporate risk exposures, leading contract review and negotiation efforts, coaching the project team on project-related business issues, and maintaining insurance coverage compliance. In addition, she provides support for a variety of other Business Services needs and keeps up to date with changing risks to the industry.

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## UPCOMING

- Feb 15 – Early bird deadline for [ACEC Oregon scholarship](#) application *Eligible H.S. seniors encouraged to apply!*
- Feb 16 – AGC | ODOT | ACEC Partnering Conference, Salem
- Feb 23 – [Engineers Week High School Program](#), Portland
- Feb 27 – [Mid-Willamette Valley Future Engineers Day Event](#), Keizer
- Mar 1 – Final deadline for [ACEC Oregon scholarship](#) application

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

- Jan 19 – [2018 Engineering Excellence Awards Gala](#)
- Jan 24 – [FARs and the AASHTO Guide 2018](#)

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Comments? Questions? Please e-mail [mwebber@acecOregon.org](mailto:mwebber@acecOregon.org) or [adavis@acecOregon.org](mailto:adavis@acecOregon.org).

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGON

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

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[www.acecOregon.org](http://www.acecOregon.org)

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**Upcoming events:** [http://www.acecoregon.org/calendar\\_list.asp](http://www.acecoregon.org/calendar_list.asp).

**ACEC Oregon is 115 member firms strong representing more than 3,500 employees!**

Check out our online directory at [http://www.acecoregon.org/AF\\_MemberDirectory.asp](http://www.acecoregon.org/AF_MemberDirectory.asp).



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