

## IN THIS ISSUE

Political Involvement & QBS – February 7

A/E Firm Financial Management – March 7

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**



### SPEAKERS

- **Marshall Coba, ACEC Oregon  
Lobbyist, CobaCo Government  
Relations**
- **Karen Tatman, PE, ACEC Oregon  
Immediate Past President,  
Quincy Engineering**

Good for 2.0 continuing professional development credits!

## 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).

**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



#### SPEAKERS

- **Larry Van Dyke, CPA, Certified Global Management Accountant and CFO, Kittelson & Associates, Inc. (KAI)**
- **Lauren Poling, CPA, Financial and Risk Manager, Kittelson & Associates, Inc. (KAI)**

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.

Good for 2.5 continuing professional development credits!

## **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

---

### UPCOMING

- Feb 15 – Early bird deadline - [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** - [ACEC Oregon scholarship](#) application

### SAVE THE DATES!

- June 20 – Networking Day golf tournament, Langdon Farms
- Sept 13-15 – ACEC OR+WA Fall Conference, Clearwater Casino Resort  
Suquamish, Washington *Right on the water!*

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

- Feb 14 – [Panel Discussion: Trends in Alternative Delivery Methods](#)
- Mar 1 – [Mentoring Matters: What it Can Do For You and Your Company](#)

---

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.***

5319 SW Westgate Drive, Suite 224, Portland, OR 97221

**phone 503.292.2348 / fax 503.292.2410**

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

*Member of the American Council of Engineering Companies, Washington, D.C. ~ [www.acec.org](http://www.acec.org)*

**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).



[Follow ACEC Oregon on Facebook!](#)

If you do not wish to receive emails from ACEC OR, please reply to this email to be removed from our email list.

Questions about this email can be sent to [mwebber@acecOregon.org](mailto:mwebber@acecOregon.org). This notice is provided to further the purposes of the federal CAN-SPAM Act of 2003.