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WHEN

9:00 A.M. to 12:00 NOON

Program is good for accruing  
3.0 continuing professional development credits.

[Demystifying Business Development](#) – December 2

Consulting professionals often approach business development (BD) with a mindset of fear and anxiety. This interactive course demystifies BD into simple and actionable steps you can take to confidently win the work you want with the clients you want.

In this class, you'll learn to:

- Identify the right clients
- Build a sustainable network
- Engage different personalities to build trust
- Ask the right questions to gain a competitive advantage
- Learn what authentic BD means to you
- Develop a personal BD plan for immediate action

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

Zoom login credentials are included with the registration confirmation (and will also be sent again to registrants prior to the program).



Complimentary for members!

[ACEC Finance Forum](#) – December 7

This complimentary meeting will feature facilitated discussion on work from home, technology investments, and an update on PPP loan forgiveness. There will also be a roundtable discussion for other topics. Program should run about 90 minutes.

Complimentary for ACEC members.

*If your firm is a member, you are a member.*

11:00 A.M. Pacific (2:00 P.M. Eastern) (approx. 90 minutes)

[Click here to register.](#)

After registering, you will receive a confirmation email containing information about joining the meeting.



WHEN  
3:30 PM to 5:30 PM

## December Legislative Preview – December 9

Learn the latest from ACEC National Senior Vice President **Steve Hall** and ACEC Oregon Lobbyist **Marshall Coba** during a virtual presentation on **Thursday, December 9**. Hall will discuss preparations for the 117th Congress, including supplemental funding for state and local agencies in any COVID relief legislation. Hall will also go over possible infrastructure package scenarios.

Coba will give an overview of what to expect during the Oregon legislative session. Issues will include:

- Duty to Defend
- A road user fee concept being brought forward by the Road User Fee Task Force
- The activities of the Interstate Bridge Committee
- Legislative leadership priorities
- And other key issues

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

Zoom login credentials are included with the registration confirmation.



### Coba's Capitol Comments:

2020 continues to bring more intrigue and uncertainty even though we are two weeks past the November 3 election day. The national scene is messy as vote tallies are debated and President Trump is reluctant to concede the election while the local legislative races have some details yet to be decided.

Democrats will continue to have a super majority in both the House and the Senate with 37-23 Democratic majority in the House and a continuation of the 18-12 majority in the Senate, albeit with two new senators. Senate President Peter Courtney has been selected by his caucus to lead the Senate for an Oregon record ninth two-year term.

In the House, Speaker Tina Kotek has been selected by her caucus to lead the House but will face a challenge from fellow Democrat Rep. Janelle Bynum, D-Happy Valley. Bynum will seek to create a coalition of Republican and Democrats to win the Speakership in January during the legislative session organizational days. Coalitions have happened in the past but it has been a generation since it was last done. A Bynum Speakership would look to raise awareness and action on key issues related to priorities identified by the BIPOC Caucus in the legislature.

The Senate campaigns included three pivotal races that were the focus of both parties. In Bend Senator Tim Knopp held off a tough Democratic challenge to win again as the demographics of his district continue to change around him. On the coast, Lincoln City Mayor Dick Anderson, R-Lincoln City, beat Melissa Cribbins from Coos Bay and in Salem incumbent Denyc Boles, R lost to Deb Patterson in an expensive and testy race. Boles was appointed to replace Jackie Winters after her death in the 2019 session and Patterson had run against Winters in the 2017 election cycle.

The House Republicans also won two races on the coast with Boomer Wright replacing Caddie McKeown and Suzanne Weber winning an open seat in the north coast. Only Rep. David Gomberg, D-Lincoln City remains of what was four Democratic seats on the coast.

Cliff Bentz won a seat in Congress with a strong showing to replace Greg Walden. Bentz was a good supporter of transportation while in the Oregon Senate and will continue to be in Congress.

**Legislative Calendar:** *These are dates as they currently stand – still no word on how to 2021 Session will unfold. It is still rumored that we will have a Third Special Session during December.*

- **December 7-11<sup>th</sup>:** Legislative Days; Senate Committees and Joint Transportation meet

- **December 15-18<sup>th</sup>**: Legislative Days; House Committees and Joint I-5 Bridge Committee meet
- **January 11<sup>th</sup>**: Organizational Days (OR Constitution, Article IV Section 10)
- **January 19<sup>th</sup>**: First Day of Session (ORS 171.010)



**Message from ACEC Business Trust:**

As our industry evolves and goes more virtual to achieve growth and engagement, the rate of Cyber Security attacks continues to increase. Terms such as spear phishing, ransomware and business email compromise (BEC) have now become part of our everyday risk management vernacular.

To address this growing risk, the ACEC Business Insurance Trust has partnered with Greyling Insurance Brokerage, a division of EPIC, and Coalition, a cyber risk management firm, to offer you what we view as a best in class solution.

This complete cyber risk offering combines system monitoring, insurance and risk management, all in one package.

Distinctive characteristics of this cyber program:

- Free Cyber Risk Assessment (\$2,500 value)
- Customizable insurance
- 24/7 Security monitoring
- Alerts of cyber incidents
- Security tools to minimize risk
- Access to security team
- ACEC member endorsed enhanced coverages

[Get your complimentary cyber risk assessment and quote now.](#) *No commitment required.*

If you have any questions, please feel free to contact us at 833.ACECBIT (833.223.2248) or email us at [acecbit@greyling.com](mailto:acecbit@greyling.com)



**ACEC Engineering Influence Podcasts**

- [EEA Snapshot: WSP’s Weekend ABC Superstructure Replacement Project](#)
- [The Role of the Activist Engineer in Society](#)
- [Strategic Considerations of a Contributory ESOP](#)

Listen on [PodBean](#) or [Apple Podcasts](#)

Comments? Questions? Please e-mail [mwebber@acecOregon.org](mailto:mwebber@acecOregon.org) or [adavis@acecOregon.org](mailto:adavis@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 approximately 4,000 employees!**

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