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SCHEDULE

7:30 A.M. – Check-in & breakfast

8:00 A.M. – Program begins

12:00 NOON – Conclusion

WHERE

David Evans and Associates, Inc.
2100 SW River Parkway

Demystifying Business Development – December 4

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

THANK YOU TO DEA for providing the event space!

Portland, OR 97201

CPDs

This class is good for accruing four (4.0) continuing professional development credits.

COST

\$265 members
\$365 non-members



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

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



Senator Mark Hass

Democrat | District 14 | Beaverton

SCHEDULE

5:00 P.M. – Social
6:00 P.M. – Dinner
7:00 P.M. – Program



WHERE

Ernesto's Italian Restaurant
8544 SW Apple Way
Portland, OR 97225

Legislative Preview Dinner – December 11

Just announced! **Senator Mark Hass** to speak

Senator Hass and ACEC Oregon lobbyist **Marshall Coba** will preview the upcoming 2020 legislative session which begins in February.

Issues to be discussed include amendments to the business activity tax and monitoring the cap and trade legislation concerning potential negative impacts to the Highway Trust Fund, Oregon budget issues and other issues that may be introduced.

Looking toward the 2021 session, the presenters will go over preliminary work on duty to defend legislation and a significant statewide water funding package.

LAST CHANCE TO SAVE \$\$! Register by November 22

	<u>by 11-22-</u>	<u>after 11-22-</u>
Members & their guests	<u>19</u>	<u>19</u>
<i>If your firm is an ACEC Oregon member, then you are a member.</i>	\$45	\$55
Non-members	\$70	\$80

Click [HERE](#) to register.

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

THANK YOU, SPONSOR!

THANK YOU, SPONSORS!

People's Choice Sponsor



Media Sponsor



Dress is business attire

Cash bar only | ATM on site

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

PARKING

Complimentary event parking is available in the Multnomah Athletic Club's garage, but may reach capacity and is not guaranteed for all attendees. The main parking



Reserve your table or seats for the awards dinner!

Wed., January 15, 2020

More than 300 members, clients and guests are expected.

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

Early registration is encouraged. **You can reserve your table or seats today without knowing any or only some of your attendees' names.** Names can be provided later.

REGISTRATION FEES

- Table of 10 - \$1,100
- Individual seats - \$110

BE A SPONSOR!

- **Gold sponsor - \$2,000**
One table of 10 seats with priority seating, two bottles of hosted wine, firm logo on event webpage and in registration materials, acknowledgement in printed program, firm name/logo included in pre-dinner slideshow, verbal recognition during dinner, table sign, recognition in ACEC Oregon's Engineering Excellence newsletter.
- **Patron - \$1,800**
One table of 10 seats, firm logo on event webpage and in registration materials, acknowledgement in printed program, firm name/logo included in pre-dinner slideshow, verbal recognition during dinner, table sign, recognition in ACEC Oregon's Engineering Excellence newsletter.
- **Exhibitor - \$500 (limited to 5)**
Display table for your firm's products/services in the upstairs "viewing of entries" area with potential for exposure to approximately 300 members, clients and guests. Includes one dinner registration. Additional dinner registrations may be purchased separately.

Click [HERE](#) to register for the awards dinner.

Or contact mwebber@acecOregon.org to be registered and invoiced.
(Invoicing offered for members only.)

structure may not be available for event guests due to capacity needs for MAC members. However, the MAC is often able to direct guests to alternative parking facilities nearby. To avoid confusion, please inform your guests that they may be directed by the MAC's parking security guides to overflow facilities and that parking spaces may be limited. Or, avoid any parking hassles and take MAX.

It is the responsibility of registrants to inform us in advance of any special meal requirements.

MENU

- **Green Salad (vg) (gf)** - Local Baby Greens, Tomato, Cucumber, Red Onion, Carrots, Marinated Olives, Sherry Vinaigrette
- **Crab Cake & Filet** - Petit Filet Mignon, Pinot Noir Demi-Glace, House-made Crab Cake, Mango Salsa, Fingerling Potato Lyonnaise, Market Vegetable
- **Assorted Miniature Desserts (v)**

(vg) = vegan | (gf) = gluten free | (v) = vegetarian



ACEC Secures Repeal of \$7.6 Billion Rescission of Federal Highway Funding

Thanks to ACEC's advocacy, Oregon saved \$37M in lost highway funds

Good news! ACEC National and partner stakeholder organizations successfully lobbied for repeal of the \$7.6 billion highway funding rescission that was scheduled to take effect next July.

The FAST Act included a provision that would have rescinded \$7.6 billion in unobligated contract authority from State DOTs in July 2020. This was done to artificially reduce the budget score when the bill was passed in 2015, a budget gimmick to make the overall bill look less expensive. However, it severely impinged the flexibility of State DOTs to move funds between highway program accounts and was going to significantly impact project planning for 2020.

According to FHWA calculations, states only held \$5.4 billion in unspent funds at the end of the previous fiscal year, meaning that an additional \$2.2 billion

Your ACEC/PAC dollars at work!

The American Council of Engineering Companies Political Action Committee (ACEC/PAC) was established to allow ACEC members the opportunity to support federal candidates who promote a pro-business legislative agenda. ACEC/PAC is bipartisan and operates in full compliance with the Federal Election Campaign Act. It is funded solely by ACEC member contributions.



Pictured above: **Congressman Earl Blumenauer** and **Chris Tiesler, Principal Engineer, Kittelson & Associates**, attend an ACEC/PAC event in Washington, DC last week. They discussed active transportation's critical role in building support for an

would have been withdrawn from fiscal year 2020 apportionments.

ACEC has actively advocated for repeal of the rescission, and thankfully a repeal provision was included in the most recent “continuing resolution” stopgap funding bill this week. That bill passed the House yesterday and is expected to be passed by the Senate and signed into law by tomorrow.

ACEC collaborated closely with AASHTO on this effort, and it was a great example of the industry lobbying for the needs of the state DOTs.

Click [HERE](#) for more details.

Click [HERE](#) to view a map of how much was saved in every state.

infrastructure bill, funding, and sustainability, and transportation equity issues.

ACEC and the ACEC/PAC protect your business! Contribute now!

Log on to the [ACEC/PAC website](#), click the “Contribute Today” button, located on the right-hand side of the page, and you'll find several options for making a contribution, including the “Last Chance Sweepstakes” which offer donors a chance to win a prize.



CONTRIBUTE TO THE SCHOLARSHIP FUND!

The ACEC Oregon board of directors and Scholarship Committee are asking member firms to boost the profession with a gift to the scholarship fund. Thank you to **OBEC Consulting Engineers** and **Miller Consulting Engineers** for recent donations. Click [HERE](#) for more information and a pledge form, or contact mwebber@acecOregon.org.

COURTESY ANNOUNCEMENT

December 10 – [SMPS's Anti-Social Social](#), A winter fundraiser benefitting Rose Haven

The Eleanor, a Chown Hardware Event Space, 4:30 to 6:30 P.M.

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

Member of the American Council of Engineering Companies, Washington, D.C. ~ www.acec.org

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

ACEC Oregon is 120 member firms strong representing more than 3,700 employees!

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



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