

IN THIS ISSUE

LAST CHANCE!

Demystifying Business Development – December 4

Senator Mark Hass to speak

Legislative Preview Dinner – December 11

Engineering Excellence Awards dinner – January 15



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

Portland, OR 97201

CPDs

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

LAST CHANCE!

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!

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

### 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.

Click [HERE](#) to register.

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

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Patrons



DAVID EVANS  
AND ASSOCIATES INC.



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

**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 - \$1,700**  
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](mailto:mwebber@acecOregon.org) to be registered and invoiced.  
(Invoicing offered for members only.)

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



## 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](mailto:mwebber@acecOregon.org).

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## 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.

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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

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



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