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Legislative Preview Dinner – December 11

New member spotlight

ACEC “Engineering Influence” podcasts



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

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.



SCHEDULE

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

Legislative Preview Dinner – December 11

ACEC Oregon lobbyist **Marshall Coba** and an Oregon legislator 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.

SAVE \$\$! Register by November 22

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



Click [HERE](#) to register.

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

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

THANK YOU, SPONSOR!





For a complete list of member firms please visit our [ONLINE DIRECTORY](#).

New member spotlight—WELCOME!

Brandy Properties, LLC is property development engineering firm providing general civil engineering and land development services. Firm rep is **Harvey Cummings, P.E.**

RHT Energy, Inc. provides complete energy conservation services for industrial, educational, government and commercial organizations. The firm's mission is to provide services that maximize energy savings, cash incentives, and tax credits for their clients. RHT specializes in performing technical analysis studies on a wide variety of simple to complex commercial and industrial processes. Services include energy audits, grant writing, project management, technical analysis and training. Firm rep is **Scott Scheuneman, P.E.**

Windsor Engineers' professional staff combine a passion for satisfying clients and utilizing knowledge of construction to engineer high-performance infrastructure. To that end, the firm created Windsor Infrastructure which supplements the MEP side of the business. Infrastructure engineering services offered include environmental engineering; water, wastewater and stormwater services; and civil engineering. Firm rep is **Travis Tormanen, P.E.** Other key personnel are **Tyler Stewart, P.E.**, and **Zack Klein, EIT.**



ACEC "Engineering Influence" podcasts

RECENT

- Private Industry Brief: Commercial and Residential Real Estate
- An Interview with Rep. Bruce Westerman, P.E. (Arkansas-4)
- Virtual and Augmented Reality in the Engineering Industry

[Click here to listen on PodBean.](#)

[Click here to listen on Apple Podcasts.](#)



SAVE THE DATE!

January 15 – Engineering Excellence Awards dinner



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

November 12 – **Engineers for a Sustainable Future** present **“NEEA and Energy Efficiency”**
with Christopher Dymond, Northwest Energy Efficiency Alliance (NEEA)
12:00 to 1:15 P.M., Glumac – No need to RSVP, just show up!
One PDH granted for attendance.

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.

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

phone 503.292.2348 / fax 503.292.2410

www.acecOregon.org

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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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