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CPDs

Program is good for 2.5 (two and half)
continuing professional development credits.

SCHEDULE

7:30 a.m. – Check-in & breakfast
8:00 a.m. – Program begins
10:30 a.m. – Conclusion

COST

\$265 – members
\$365 – non-members

[Business Development](#) – December 5

Developing skills in business development (BD) and marketing is key to career growth as a consultant.

Join this conversation to delve into specific areas of the BD life cycle, problem-solve some of the common challenges and identify steps to hone your BD skills and leadership.

PRESENTER

Charissa Rotramel, Regional Marketing Manager – Northwest Pacific, WSP

Charissa Rotramel is an accomplished marketing and business development leader with a love for strategy and creative problem-solving. Charissa provides forward thinking strategic direction and effective management to help drive marketing and business development excellence as WSP's district marketing manager in the Northwest Pacific region. She is a proven leader that promotes critical thinking, innovation and collaboration among leadership, pursuit and proposal teams to develop and communicate solutions that best serve our clients and community. Her successful pursuit and proposal strategy efforts have resulted in the award of numerous multi-million-dollar transportation infrastructure projects in the Northwest. Charissa holds a BA in Art and Communications from Lewis and Clark

WHERE
David Evans and Associates
2100 SW River Parkway, Portland

College.

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



WHERE
Henry's Tavern
10 NW 12th Avenue
Portland, OR 97209

Legislative Preview Dinner – December 5

ACEC Oregon lobbyist **Marshall Coba** and an Oregon legislator will preview the upcoming 2019 legislative session which begins in January.

Learn how the recent election will shape the 2019 legislature and what it will mean to ACEC key issues.

SAVE \$\$!

Register by November 19

Registration includes two drink tickets per person.

	<u>by 11-19-18</u>	<u>after 11-19-18</u>
Members & their guests	\$60	\$75
<i>If your firm is an ACEC Oregon member, then you are a member.</i>		
Non-members	\$80	\$95

Click [HERE](#) to register.

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

THANK YOU, SPONSOR!



Election Day Comments

Marshall Coba, CobaCo Government Relations

Four more years said Oregon voters as they sent **Governor Kate Brown** to a strong victory Tuesday night. At the end of her term in 2022 it will be a solid 37 years since a Republican has held the office. Knute Buehler picked up a disappointing 43% of the vote after spending nearly \$19 million on the campaign. This was a resounding victory for Governor Brown and with pickups in both the House and Senate she will govern with super majorities



Pictured above at a recent fundraiser for Governor Kate Brown are, from left: ACEC Oregon Lobbyist Marshall Coba, CobaCo Government Relations; Governor Brown; and ACEC Oregon President Mike Meyer, Cornforth Consultants.

of 18-12 and 38-22 in the legislature.

Major policy issues and a significant revenue package are being considered in the '19 and '21 sessions. It is expected that the more liberal House of Representatives will have plenty of votes to pass more progressive legislation and that all efforts for moderation will focus on three to four moderate Democrats in the Senate to hold the line. **Senators Betsy Johnson, Arnie Roblan and Lee Beyer** and possibly one other will be the focus of major lobbying efforts by interested parties hoping to stop or limit the impacts on business. If three Senate Democrats were to join the 12 Republicans they will have a 15-15 tie and stop passage of the policy legislation.

For new tax and revenue legislation, the Senate will need 18 votes. In the tax and revenue process, just one of the moderate Democrat members voting NO, most likely Senator Betsy Johnson, will be enough to stop the Senate from reaching the magic eighteen votes needed to raise or implement new taxes.

This political dynamic places a great deal of pressure and potential in the hands of a few key players and sets the stage for the Senate to be the make or break forum for major policy issues in the 2019 session.

ACEC will be actively involved in all areas of major policy on the business side of the issues in addition to our work on QBS, ODOT's continuing implementation of the transportation package, working with AIA on bills to strengthen indemnification and statute of limitation law and many other issues yet to be identified.

LEARN MORE & ASSIST AT THESE
UPCOMING LEGISLATIVE EVENTS

- **December 5** is the [Legislative Preview Dinner](#) @ Henry's Tavern in Portland. Learn how the election will shape the legislature and what it will mean to ACEC key issues.
- **March 20** is ACEC Oregon's **Day at the Capitol** and we encourage all to mark your calendar to be in Salem to assist with our legislative agenda.

ACEC Oregon PAC
Promoting & Protecting
Oregon's Engineering Industry



Support state legislators that support ACEC!

One of the most direct ways to prepare for the 2019 session is to give financial support to legislators and candidates who share our vision for Oregon. ACEC Oregon PAC, our state level political action committee, is where we pool funds to support candidates and proven legislators. **These funds are a key ingredient to our continued success by helping to keep good legislators in office. All these funds stay in Oregon and are used in legislative races.**

The funds in the ACEC Oregon PAC are limited, valuable and specifically used to support ACEC Oregon issues. Our pledge is to follow a bi-partisan approach that allows us access and helps pave the way to success.

**THANK YOU,
ACEC Oregon PAC donors!**

Thank you to the following firms that have contributed to the state PAC. Donations received Sept. 6 thru Nov. 5, 2018 are from:

Northwest Engineering Service

Kittelson & Associates

Peterson Structural Engineers

OBEC Consulting Engineers

Murraysmith

R & W Engineering

Harper Houf Peterson Righellis

Pali Consulting

Otak, Inc.

David Evans and Associates, Inc.

Your Firm's Name Could Be Here!

Currently more than 100 Oregonians are seeking election to key legislative seats and the Governor's office. **Now is the time to help elect like-minded candidates who will support our goals.**

CONTRIBUTE ACCORDING TO THE FAIR SHARE FORMULA

The board of directors has made funding the ACEC Oregon PAC a priority and is asking each member firm to contribute at least \$20 per Oregon employee, with a suggested \$200 minimum, to the state PAC for our legislative efforts.

[CLICK HERE TO CONTRIBUTE NOW!](#)

Oregon law allows unlimited corporate contributions to the state PAC. *Corporate or personal contributions are accepted.*

Consider attending the [Legislative Preview Dinner](#) on December 5 to learn how the election will shape the 2019 legislature and what it will mean to key ACEC issues.

UPCOMING

- Jan 16 – Engineering Excellence Awards dinner
Bring your clients! More than 300 members, clients and guests are expected.

Contribute to the scholarship fund!

- Click [HERE](#) for more information and a pledge form, or contact mwebber@acecOregon.org.

SAVE THE DATES

September 19-21, 2019

ACEC Oregon Fall Conference



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

ACEC Oregon is 119 member firms strong representing more than 3,600 employees!

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



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