Merideth Webber

From: Merideth Webber  
Sent: Wednesday, October 2, 2019 5:07 PM  
To: 'Merideth Webber (mwebber@acecOregon.org) '  
Cc: 'Merideth Webber (mwebber@acecOregon.org) '; Alison Davis (adavis@acecoregon.org)  
Subject: LAST CHANCE! A/E Firm Financial Mgmt, Oct 8 + Salary Survey b’fast, Oct 10

ACEC Oregon UPDATE / OCT 2, 2019

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EEA “Call for Entries” – Intent to Enter deadline is October 7

A/E Firm Financial Management – October 8

Salary Survey Review breakfast – October 10

ACEC Retirement Trust: Student Loan Repayment Benefit

A/E Firm Financial Management – October 8

Gain a high-level understanding of the principles of financial management at successful A/E firms through one or both of these two separate, back-to-back, two-hour sessions.  
(Attend Part 1 @ 8:00 A.M. and/or attend Part 2 @ 10:00 A.M.)

Part 1 - Foundations (Basics)
- Strategy Maps (align leaders and staff)
- How to read a balance sheet & income statement
- Metrics that matter (how to calculate; ballpark industry norms; obtaining buy-in firm-wide through fair formulas and timeframes)
  - Utilization
  - Productive multiplier
  - Overhead rate
  - Profitability

Part 2 - Drive Firm-Wide Financial Performance (Advanced)
- Balanced scorecards & KPIs
- Protecting and managing your financial position (long-term viability, banking/credit; insurance program; long-term commitments; safety net)
  - Includes: Tips for successful relationships with banks
- Forecasting best practices

SCHEDULE
7:30 A.M. - Check-in & breakfast
8:00 A.M. - Part 1 begins
10:00 A.M. - Part 2 begins
12:00 NOON - Conclusion

WHERE
NEW VENUE!
David Evans and Associates, Inc.
2100 SW River Parkway
Portland, OR 97201

CPDs
This class is good for accruing two (2.0) or four (4.0) continuing professional development credits
 både back-to-back sessions).

COST

$265 members
$365 non-members

Click HERE for more details and to register.

Click HERE to see who’s already registered.

- Negotiate profitable projects
- Summary overview of merger and acquisition considerations
- Public client matters (overhead rates)

PRESENTER
Larry Van Dyke, CPA, Certified Global Management Accountant and CFO, Kittelson & Associates, Inc. (KAI)

THANK YOU TO DEA for providing the event space!

Salary Survey Review breakfast – October 10

Join us as TRUEbenefits and Alera ConnectHR share information on current trends gleaned from the 2018 ACEC Oregon & ACEC Washington Salary and Benefits Survey. You’ll get valuable information on how the economy has impacted Northwest engineering firms’ compensation practices and benefits programs over the last 12 to 24 months.

PRESENTERS
- Grant McDonald, Consultant and Principal, TRUEbenefits LLC
- Lindsay Sauerlender, HR Services Partner, Alera ConnectHR

Click HERE for more details and to register.

Click HERE to see who’s already registered.

ENTRY DEADLINES & DATES TO REMEMBER

Mon, October 7, 2019
Intent to Enter deadline

Wed, November 6, 2019
Final deadline

ENTER YOUR FIRM’S PROJECT FOR 2020!

Bring public attention to the outstanding work performed by engineering and land surveying firms through services to clients, state and society by entering ACEC Oregon’s Engineering Excellence Awards (EEA) competition.

ELIGIBILITY: Any engineering or surveying firm is eligible to enter the
Thurs, November 14, 2019  
Judging of Entries

Wed, January 15, 2020  
SAVE THE DATE!  
Awards Dinner

awards program, regardless of whether the firm is a member of ACEC.

Projects entered in the competition may have been executed anywhere in the world. Entries must have been substantially completed and ready for use between November 1, 2017 and October 31, 2019.

NEW!

- **Intent to Enter form** – due by October 7
- **Online submission portal!** (Except for display panel)
- **Only one** display panel needed. (30 x 30 inch)

See the [2020 Call for Entries](#) booklet for full details!

Or, click [HERE](#) and scroll down.

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**ACEC Retirement Trust: Student Loan Repayment Benefit**

**Why student loan repayment benefits?**

Student loan debt = Significant problem, particularly for younger employees with advanced degrees

- Use it as a tool to attract and retain talent
- SLR + Qualified plan contributions—the only tax advantaged solution available
- Enables plan sponsors to make tax-qualified 401(k) plan contributions tied to an employee’s student loan repayments

MORE INFO

Lydia Zabrycki, Director, ACEC RT Education, phone (559) 284-0370  
lydia.zabrycki@acecrteducation.com / [www.acecRT.com](http://www.acecRT.com)

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**SAVE THE DATES**

- Oct 13-16 – [ACEC National fall conference](#), Chicago
- Nov 6 – **Managing Time & Relationships**

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**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.

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

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