ACEC Oregon  
UPDATE / SEPT 12, 2019

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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
- Negotiate profitable projects
COST
$265 members
$365 non-members

Click HERE for more details and to register.

See who’s already registered.

• 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 KAI for providing the event space!

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THANK YOU, SPONSOR!

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.

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THANK YOU, SPONSOR!

ACEC / SW WA Public Agency Liaison Committee meeting – October 1

PRESENTATION
Water Station 1 Upgrades – Design and Construction

PRESENTER
Michelle Henry, PE, Senior Civil Engineer
City of Vancouver
Water System Planning & Design / Public Works

PUBLIC AGENCY UPDATE
Ryan Lopossa, City of Vancouver

Lunch provided.

Click HERE for more details and to RSVP.
ACEC Oregon

ENTRY DEADLINES &
DATES TO REMEMBER

Mon, October 7, 2019
Intent to Enter deadline

Wed, November 6, 2019
Final deadline

Thurs, November 14, 2019
Judging of Entries

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

Engineering Excellence
2020 CALL FOR ENTRIES

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 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.

SAVE THE DATES
- Oct 13-16 – ACEC National fall conference, Chicago
- Nov 6 – Managing Time & Relationships

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.

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**COURTESY ANNOUNCEMENTS**

- **Sept 13** – **OSBEELS Symposium Set to Showcase Industry Excellence**  *Registration now open!*
- **Sept 20** – **AIA Portland Golf Classic**  
  *ACEC members receive the AIA rate!*
- **Oct 2** – **Portland SAME luncheon, “Interstate Bridge Replacement over Columbia River”**  
  (the project formerly known as CRC, from WSDOT’s perspective)  
  RSVP by Sept 25 to same.pdx.rsvp@gmail.com or call (503) 643-8710 to confirm and pre-pay with credit card

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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.*

phone 503.292.2348 / fax 503.292.2410  
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](http://www.acecoregon.org/calendar_list.asp).

**ACEC Oregon is 118 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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