



# PNSFA 2019 Annual Conference

September 18-20, 2019  
Sunriver Resort  
Sunriver, OR

Register online at [www.pnsfa.org](http://www.pnsfa.org)

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# PNSFA 2019 Annual Conference

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## SCHEDULE OF EVENTS\*

### Wednesday, September 18

3:00 – 5:00 pm

#### Board of Directors Meeting

6:00 pm

#### Resort's Check-In Time

6:00 – 7:30 pm

#### Registration, Group Reception with Heavy Hors d' Oeuvres and No Host Bar

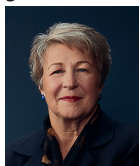
### Thursday, September 19

7:00 – 7:30 am

#### Continental Breakfast for Session Attendees

7:30 – 8:45 am

#### New Oregon Employment Laws: what you don't know, CAN hurt you



*Chrys A. Martin, Attorney, Partner, Davis Wright Tremaine*

Learn about the myriad of new laws impacting employers in Oregon and practical tips for compliance to avoid lawsuits by employees and adverse findings by enforcement agencies.

8:45 – 9:00 am

#### Break

9:00 – 10:30 am

#### The Art of Negotiation



*James Reeves, Principal, ClearBridge Consulting, LLC, and Lecturer in Law, Washington University in St. Louis School of Law ClearBridge Consulting, LLC*

Negotiating in a high-stakes, fast paced industry is tough and can be stressful. This session will provide tips on how to negotiate effectively, get the results you want, and manage those tough, hard-bargaining negotiators, even when you think you have little leverage. We'll talk about what you bring to the negotiating table, how you can influence others at the table, different styles and approaches, the importance of preparation, and specific table tactics that will help you become a more effective negotiator.

10:30-10:45 am

#### Break

10:45-11:30 am

#### Fabricated Structural Steel Trade Case Update



*Presented by Brian Raff, Director of Communications & Public Affairs, American Institute of Steel Construction*

In February, AISC filed trade cases against imports of fabricated structural steel from China, Canada and Mexico. This was in response to a surge of fabricated structural steel imports from these countries, including more than 1 million tons in 2018. In March, the International Trade Commission (ITC) preliminarily determined that imports from these countries are causing injury to domestic fabricators. The case has now moved to the Commerce Department for the calculation of dumping and subsidy margins, and fabricator participation will be critical this fall if there is any chance of winning this case. Brian Raff will present on the details of this case, answer questions, and discuss how critical it is for members of the PNSFA to participate.

12:30 pm

#### Scramble Golf Tournament at Sunriver Meadows Golf Course\*\*

(Box lunches available at 12:00 p.m.)

1:00 – 5:30 pm

#### Local Pour Tour\*\*

6:30 – 7:15 pm

#### Group Reception with No Host Bar

7:15 – 8:30 pm

#### Group Dinner

### Friday, September 20

8:00 – 9:00 am

#### Buffet Breakfast for Session Attendees

9:00 – 10:15 am

#### No Good Deed Goes Unpunished: What you need to know about design-assist projects before you bid and sign the contract in order to prevent the company mistake



*Presented by Angela M. Richie, Office Managing Partner, Gordon & Rees*

Increasingly, fabrication subcontracts are including design-assist responsibilities. This seminar will cover the following topics:

**Scope of Work** – What is your true scope of work with respect to Design-Assist? Are you conducting a peer review of drawings, checking for errors and omissions, providing true professional engineering design services, or simply providing recommendations to improve the efficiency of the design?

**Schedule** – How long will the design-assist portion of your work last – the entire Project? When should you and will you actually get a complete set of drawings from which you can proceed to fabricate steel?

**Payment** – Will you be paid for your design assist services? How to best protect your company when the character and quality of the drawings change.

10:15 – 10:30 am

#### Break

10:30 – 11:45 am

#### "I've Got a Bad Feeling About This." What Can You Do To Avoid Having That "Bad Feeling" When You Are Trying To Collect Changes?



*Presented by Angela M. Richie, Office Managing Partner, Gordon & Rees*

Many times a Contractor directs a change, but they do not timely review and pay for such directed changes. What can you as a fabricator do, before, during, and after you perform your work to ensure you get paid for your change orders.

\*Program schedule and speakers are subject to change

\*\*Denotes optional activity that requires that you pre-register by September 3, 2019 and are not included in your conference registration fees. Space for these events is limited and will be on first-come, first-served basis. The pour tour must achieve a minimum number of registrants to do the activity—if that number is not met, the tour will be cancelled. For more information, please consult the optional activity section on the brochure.



# Important Conference Information

## Registration

Member, Additional Company Member and Nonmember registration includes all seminar sessions and materials, continental breakfast for the Thursday seminar sessions, buffet breakfast for the Friday seminar sessions, coffee breaks, Wednesday night reception and Thursday night dinner.

Companion registration includes Wednesday night reception and Thursday night dinner. Conference meal functions are intended for adults; however, if you plan to bring your child(ren) to any of the conference meal functions, you must contact the PNSFA office and register them.

**Space is limited.** Early registration is encouraged. In the event that room space becomes filled to capacity, some registrants will not be able to be accommodated, and will be notified. Registrations will be accepted on a first-come, first served basis.

An Early Bird Registration discount of \$25 per conference registration is applied to those registrations received by September 3, 2019. Don't miss this opportunity to save money on your registration fees!

## Cancellation Policy

Cancellations received on or before September 3, 2019 will receive a full refund minus a \$50 administrative fee. Cancellations received after September 3, 2019 will receive a 50% refund of their fees. Cancellations and no shows on or after September 9, 2019 will not receive a refund.

In the event of inadequate registration, weather problems or other events beyond PNSFA's control, a conference may be moved or cancelled. Should this occur, an attempt will be made to contact all registrants and fees will be refunded.

## Optional Activities\*\*

### Golf Tournament – Thursday, September 19

Thursday's scramble tournament will be played at the Sunriver Meadows Golf Course. The tournament is open to men and women players. The fee is \$165 per player, and includes green fees, shared cart, box lunch and prizes. Golf registrations will be taken on a first come, first served basis, so make sure you register by September 3, 2019. After all tee times have been filled, additional registrants will be put on a waiting list.

### The Local Pour: A Beer, Cider and Spirits Odyssey - Thursday, September 19

Our group will be picked up at Sunriver Resort at 1:00 pm to begin our journey of three amazing hand-crafted "pour producers" which have engendered Bend's fame for

tasty niche libations! We'll go behind the scenes of the normal tasting room experience to witness fermentation and distillation magic. From mash tun to still to waxing a bottle top you will get an insider's look at some of Bend's outstanding pour houses - all the while enjoying complimentary samples. Throughout the tour your guide will dazzle you with the highlights of beautiful Bend, Oregon delving into the natural and cultural history of the area. Their local knowledge combined with the magnificence of the landscape will make for a journey to be long remembered. At tour's end, attendees will be delivered back to Sunriver around 5:30 pm. The cost for this experience is \$99 per person. *(Includes: transportation, guide, "pour house" tours, tasting samples, gratuity and appetizers at one location.)*

## Lodging

Our conference will take place at Sunriver Resort in Sunriver, Oregon. Sunriver Resort is located in Central Oregon just 15 miles south of Bend. Sunriver Resort amenities include: wireless internet, access to the Cove pool and spa; complimentary property wide shuttle service; access to Sage Springs Spa; access to Crosswater golf course, golf shop, and The Grille; guaranteed advanced tee times at Meadows or Woodlands golf courses; and more. Visit the resort's website at [www.sunriver-resort.com](http://www.sunriver-resort.com) for more information.

A special rate has been secured for PNSFA conference attendees at the lodge. PNSFA rates for lodge deluxe guestrooms at single or double occupancy are \$209 per night, plus a 15% per night resort fee, plus applicable taxes (currently 12% and subject to change). To secure the PNSFA special rates, call the resort directly at 800.547.3922 and ask for the PNSFA 2019 Conference room block. **Room reservations must be made by August 20, 2019 to insure availability and the group rate.** Please consult the resort for cancellation, early check out, and pet policies and fees.

## Travel

The Resort is located at 17600 Center Drive, Sunriver, OR 97707, 15 miles south of Bend, Oregon. The Redmond Airport is the closest airport to the resort and is approximately 45 minutes from the resort.

## Questions?

Contact PNSFA at 503.253.9030 or [info@pnsfa.org](mailto:info@pnsfa.org)  
[www.pnsfa.org](http://www.pnsfa.org)

Fax 503.253.9172  
147 SE 102nd Avenue  
Portland, OR 97216

# PNSFA 2019 Conference Registration Form

Please provide the following information to register for the conference and optional activities. (For additional registrations, please make copies of this form)

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
Company: \_\_\_\_\_ Position Title: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_  
City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_  
Business Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Member, additional member, and nonmember registration fees include:** all seminar sessions and materials, continental breakfast for the Thursday seminar session, buffet breakfast for the Friday session, breaks, Wednesday night reception, and Thursday dinner.

**Companion registration fees include:** Wednesday night reception and Thursday dinner (no seminar sessions).

## General Conference Registration

by September 3, 2019      after September 3, 2019  
Early Bird Registration      Regular Registration

Please select your registration choice(s):

☐ Member Registration ..... \$495 ..... \$520 ..... \$ \_\_\_\_\_

☐ Additional Company Member Registration ..... \$445 ..... \$470 ..... \$ \_\_\_\_\_

First Full Registrant's Name \_\_\_\_\_

☐ Nonmember Registration ..... \$595 ..... \$620 ..... \$ \_\_\_\_\_

☐ Companion Registration ..... \$125 ..... \$150 ..... \$ \_\_\_\_\_

Companion's First and Last Name (only if registering for conference): \_\_\_\_\_

## Optional Activity

### Golf Tournament (scramble)

# of players: \_\_\_\_\_ @ \$165 = \$ \_\_\_\_\_

Player name: \_\_\_\_\_ Player name: \_\_\_\_\_

Handicap or last three golf scores \_\_\_\_\_ Handicap or last three golf scores \_\_\_\_\_

☐ Please keep the above players on the same team

### The Local Pour - A Beer, Cider and Spirits Odyssey

# of participants # \_\_\_\_\_ @ \$99 = \$ \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

**Total Fees Enclosed = \$ \_\_\_\_\_**

### Special Needs

If you or your companion have any special requirements (e.g. vegetarian or other special dietary entree, handicap access, etc.) please let us know:

### Cancellation Policy

Cancellations received on or before September 3, 2019 will receive a full refund less a \$50 administrative fee. Cancellations received after September 3, 2019 will receive a 50% refund of all fees. Cancellations received on or after September 9, 2019, and no shows will not receive a refund.

## Payment

**Credit Card Policy:** Due to credit card security policies, we cannot accept registration forms with credit card payment information via email. Please fax or mail in your registration form or register online at [www.pnsfa.org](http://www.pnsfa.org).

Payments are payable to PNSFA in U.S. funds by check, Visa, Mastercard, American Express or Discover. If you wish to pay by credit card, please provide the following information: ☐ Visa ☐ Mastercard ☐ American Express ☐ Discover

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name of Cardholder: \_\_\_\_\_ Amount Authorized: \_\_\_\_\_ CVV#: \_\_\_\_\_

Signature: \_\_\_\_\_

Credit Card Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**Please mail or fax this registration form with payment to:**

PNSFA • 147 SE 102nd Ave. • Portland, OR 97216 or Fax 503.253.9172 • Questions? Contact PNSFA at 503.253.9030

Registrant agrees to grant PNSFA and Update Management the right to photograph or video Registrant during participation in the event. Registrant understands that any photographs or recordings may be used by PNSFA and Update Management for marketing and promotional purposes, at their sole judgment and discretion, without compensation or credit to Registrant.

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## Sponsorship Opportunities

*Sponsorships are a way of supporting the organization, marketing your company and helping to cover part of the costs of the actual event, with the balance being paid by PNSFA. All sponsors will receive a sign and official recognition at the event. Please note that we will sell multiple sponsorships per event where applicable, and there can be more than one sponsor per event.*

### My company would like to purchase the following sponsorship(s):

- ☐ Wednesday Reception Drink Tickets..... \$400
- ☐ Wednesday Reception ..... \$500
- ☐ Thursday Morning Continental Breakfast ..... \$350
- ☐ Thursday Reception Drink Tickets..... \$400
- ☐ Thursday Group Dinner ..... \$500
- ☐ Friday Closing Buffet Breakfast ..... \$400
- ☐ Speaker Sponsor ..... \$300
- ☐ Golf Prizes ..... \$100
- ☐ Golf Box Lunches..... \$350
- ☐ General Conference..... \$150

Company \_\_\_\_\_ Contact \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Business Phone \_\_\_\_\_ Email \_\_\_\_\_

Method of payment: ☐ Check payable to PNSFA ☐ Credit Card (Visa, MasterCard, Discover or American Express)

*Due to credit card security policies, we cannot accept payment forms via email with credit card information.*

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_ Amount Authorized \$ \_\_\_\_\_

Name on Card \_\_\_\_\_ Signature \_\_\_\_\_ CVV# \_\_\_\_\_

Card Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Please complete this form and return it with payment to:

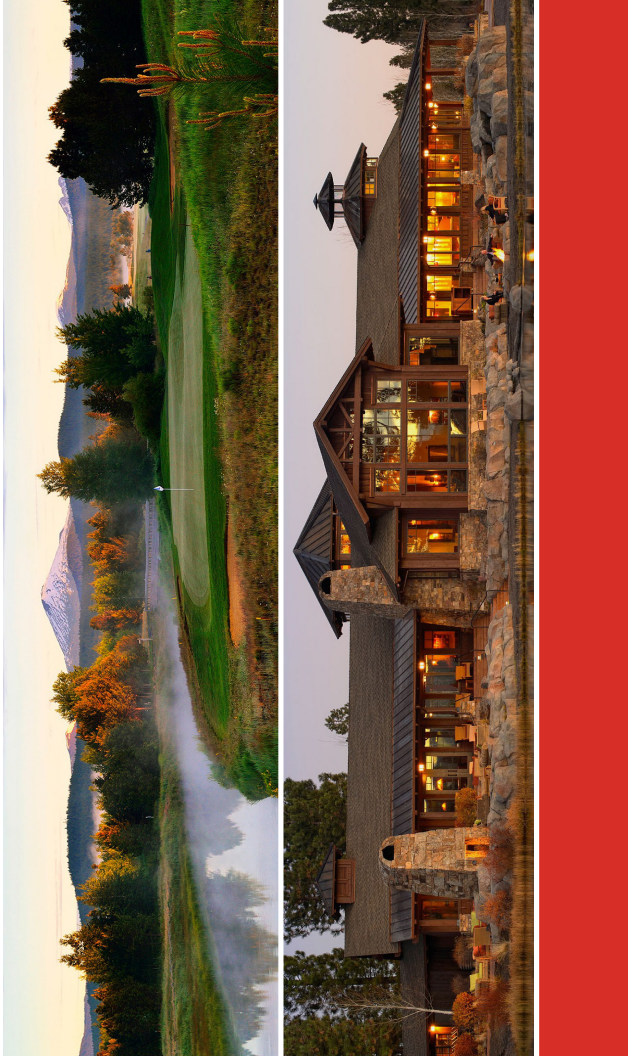
**PNSFA, 147 SE 102nd Avenue, Portland, OR 97216 or FAX: 503.253.9172**

Questions? Call the PNSFA office at 503.253.9030 or email at [info@pnsfa.org](mailto:info@pnsfa.org)



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