

# CENTURY WEST ENGINEERING

## 50<sup>TH</sup> ANNIVERSARY PROMOTIONAL CAMPAIGN

### OBJECTIVES

- Increase brand awareness among clients and competitors
- Thank our clients for their faith in our services

### PLAN

- Reinvigorate brand with a modern color palette and template
- Develop 50<sup>th</sup> anniversary logo for use throughout the year
- Advertise in select industry publications
- Celebrate anniversary on website and through social media
- Host five client and colleague appreciation events throughout Pacific Northwest
- Thank employees through branded gifts

### AUDIENCE

- Our clients and employees
- The broader Pacific Northwest A/E/C Market

### RESULTS

- Hosted 300+ industry professionals at appreciation events
- Tripled LinkedIn followers
- Signed contracts with 10 new clients
- 16% revenue growth
- Hired seven new employees including several seasoned engineers

### Conference Banners

### Holiday Card (and interior message)



**THANK YOU** for contributing to our continued success! We look forward to working with you for another 50 years!

### DJC Oregon - Engineering A-List

JANUARY 2019



Aviation



On-Call Consulting



Recreational Facilities



Stormwater



Transportation



Wastewater



Water

Founded in 1969, Century West is celebrating 50 years of providing engineering services to clients in the Pacific Northwest. With offices in Oregon, Washington, and Idaho, we are better positioned than ever to deliver responsive, "client-first" customer service on aviation and municipal engineering projects.

**THANK YOU** to our clients and staff for our continued success. We look forward to working with you for another 50 years!

### Event RSVP Page



As a THANK YOU to our clients, Century West is hosting a series of 50th Anniversary celebrations throughout the Pacific Northwest. Come and enjoy food, drinks, and great conversation with our staff and your colleagues. Please choose the event you will attend below and follow the instructions in the RSVP link.

If you have any questions about our 50th Anniversary celebrations or how to RSVP, please contact Kaitley Parpart at kparpart@centurywest.com.



### Event Invite Postcard



We are proud to announce our 50<sup>th</sup> anniversary!

As a thank you to our clients for our continued success, we invite you to visit the Museum of Flight on us! We will have access to museum exhibits, and we will be hosting drinks and appetizers in the South View Lounge.

*please join us*  
**THURSDAY, OCTOBER 10TH @ 4:00 PM**

The Museum of Flight  
9404 E. Marginal Way South  
Seattle, WA 98108

*RSVP*  
please visit [www.centurywest.com/50th-anniversary-events/](http://www.centurywest.com/50th-anniversary-events/)



### Spokane Journal of Business

NOVEMBER 2019

Century West is celebrating 50 years of providing aviation and municipal engineering services to Pacific Northwest clients. **THANK YOU** to our clients and staff for our continued success.

**CONTACT US**  
509.838.3810 | [www.centurywest.com](http://www.centurywest.com)



# The Value of Inclusive Teams

## AN AWARENESS CAMPAIGN

CATEGORY  
Internal Marketing

MARKETING OBJECTIVE  
Enhance GeoEngineers' competitiveness by building internal support for inclusive contracting principles.

TARGET AUDIENCE  
GeoEngineers' project leaders – Principals, Associates and Project Managers

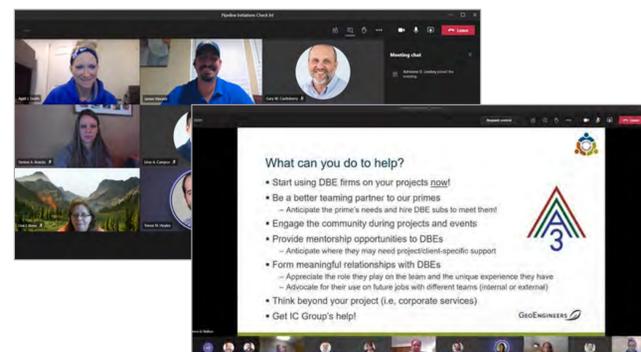


### AWARENESS CAMPAIGN APPROACH

-  **Research best practices** – interviewed owners and teaming partners
-  **Develop tools/resources** – to make finding and hiring certified firms easier for technical staff
-  **Get the message across** – internal newsletter, presentations to groups, recruiting technical champions, company business plan
-  **Create conversations** – staff at all levels are informed and talking about Inclusive Contracting
-  **Mentor** – help our partner certified firms be more successful
-  **Take it further** – Inclusive Contracting Champion Award; 2021 Inclusive Contracting Company Challenge; incorporated in a larger corporate social responsibility focus

### GETTING THE MESSAGE ACROSS

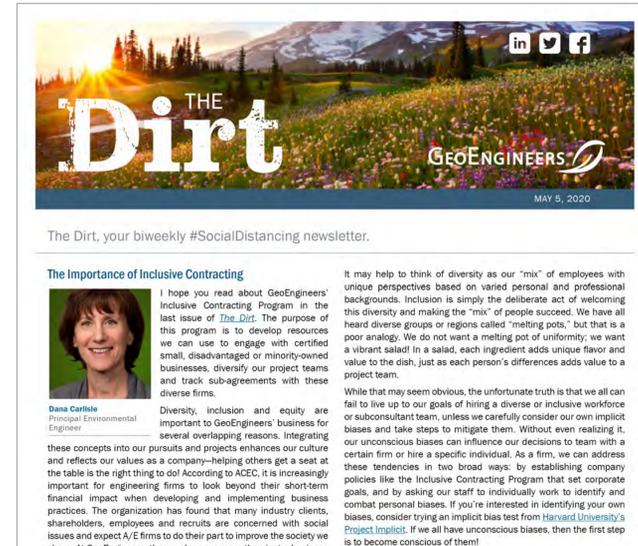
#### Presented to staff at all levels



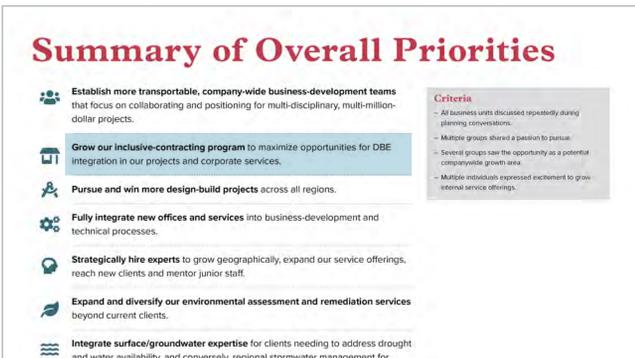
#### Recruited technical staff advocates



#### Produced articles for company newsletter



#### Communicated as a core principle in firm's 2020 Business Plan



### AWARENESS CAMPAIGN RESULTS



**More Inclusive Contracting advocates** – technical staff are advocating for certified firms



**Collecting success stories** – hearing about staff's success in practicing Inclusive Contracting principles on projects



**Being more competitive** – being invited on project teams (e.g., for Seattle DOT), winning more contracts (e.g., Sound Transit), and scoring highly on DBE proposal sections (e.g., City of Portland, WSDOT)

# KPFF Earthquake Preparedness Kit

**FIRM:** KPFF

**CATEGORY:** Branding

**MARKETING OBJECTIVES:** The main aim of KPFF's earthquake preparedness kit was to remind clients of KPFF's leadership in performance based design, exhibited by showcasing the firm's technical expertise in the specialty and the relevancy of the service to today's A/E/C industry. KPFF also wanted the kit to be an amusing client touchpoint that would generate discussions for future partnerships. While no directly measurable results are expected, the initiative's hope is for partnership strengthening and brand awareness.

**TARGET AUDIENCE:** KPFF principals identified 90 key clients, primarily architects, as recipients of the earthquake preparedness kit. Kits were sent by courier or hand delivered, determined by client location and availability of principals to meet in person with recipients.

**RESULTS:** The earthquake preparedness kits served in generating a great touchpoint between KPFF's structural engineers and the clients who received them. KPFF's marketers received feedback from the firm's principals that the kits were roundly enjoyed by recipients and generated discussions, and that something similar to the kits would be worthwhile to implement again in the future. Overall, KPFF's marketing staff and leadership team feel that the results met the kit's branding and outreach goals.



**Branded Crate**

**Eastside Distilling Spirits Set**

**Portland Syrups Mixer Set**

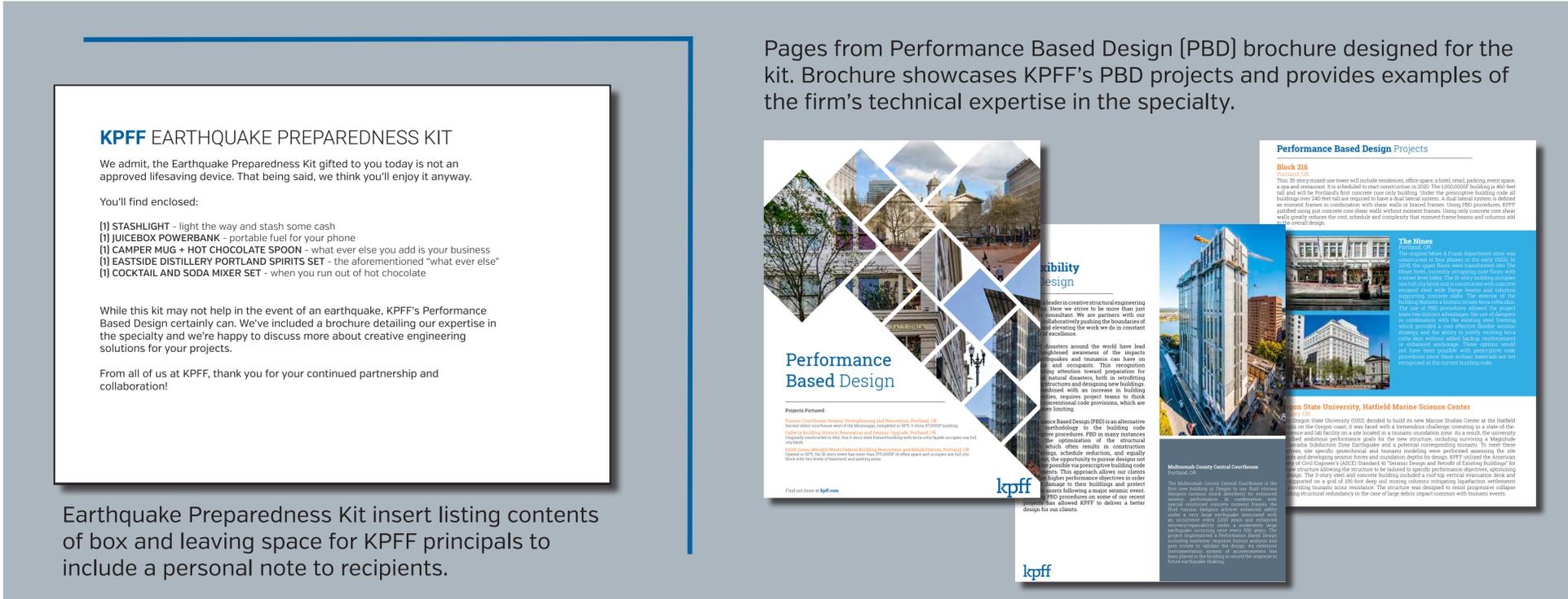
**Hot Chocolate Spoon**

**Brochure**

**Branded "Juicebox" Powerbank**

**Branded Insulated Mug**

**Branded "Stashlight"**



**KPFF EARTHQUAKE PREPAREDNESS KIT**

We admit, the Earthquake Preparedness Kit gifted to you today is not an approved lifesaving device. That being said, we think you'll enjoy it anyway.

You'll find enclosed:

- (1) STASHLIGHT - light the way and stash some cash
- (1) JUICEBOX POWERBANK - portable fuel for your phone
- (1) CAMPER MUG + HOT CHOCOLATE SPOON - what ever else you add is your business
- (1) EASTSIDE DISTILLERY PORTLAND SPIRITS SET - the aforementioned "what ever else"
- (1) COCKTAIL AND SODA MIXER SET - when you run out of hot chocolate

While this kit may not help in the event of an earthquake, KPFF's Performance Based Design certainly can. We've included a brochure detailing our expertise in the specialty and we're happy to discuss more about creative engineering solutions for your projects.

From all of us at KPFF, thank you for your continued partnership and collaboration!

Earthquake Preparedness Kit insert listing contents of box and leaving space for KPFF principals to include a personal note to recipients.

Pages from Performance Based Design [PBD] brochure designed for the kit. Brochure showcases KPFF's PBD projects and provides examples of the firm's technical expertise in the specialty.



**Creative Brief**

In response to the rapidly growing and ongoing pandemic, and being considered an essential business in Oregon, Lorentz Bruun Construction has made it a priority to protect our employees and partners. We are proud that, since the outbreak of the COVID-19, those efforts have been incredibly effective and well received. We took a proactive approach towards the COVID-19 crisis and began making and executing plans even before the first confirmed case was reported in Oregon. We believe that these early actions are responsible for the continued good health of our team.

**Building a new web page** – Highlighting key up to date information on the virus and allowing an easy download to our materials for our employees, trade partners, and clients. <https://bit.ly/LBCCoronavirusSafety>

**Branded signage** – Each job site was supplied with adequate banners, stickers, PPE and other signage that were branded to keep our materials consistent with the LBC brand.

**Resources** – The team built the LBC 2020 COVID-19 policy that was graphically designed to distributed to clients as well as to create a return to work research piece that was digitally delivered to clients as they contemplated their return to the office.

**Weekly internal newsletter** – The marketing team built a newsletter template that tracks the latest COVID-19 news that is sent out to all of our employees on Friday morning.

**Swag / the fun stuff** – We realized that COVID-19 was not the right opportunity to utilize swag to market our team so the only swag we purchase were neck gaiters that we distributed to our job sites, employees, and clients. To keep our clients engaged as they worked from home and tried to keep their kids occupied, we also created a coloring book and puzzle that highlighted some of our projects.

**Awards** – LBC was awarded the 2020 DJC Hard Hat Safety Awards for our dedication to keeping our employees safe during this pandemic.

# Coronavirus Safety Campaign

## A Rapid Response to a Global Pandemic

**Resources Web Page**

**The Fun Stuff**

**Signage and Printed Materials**

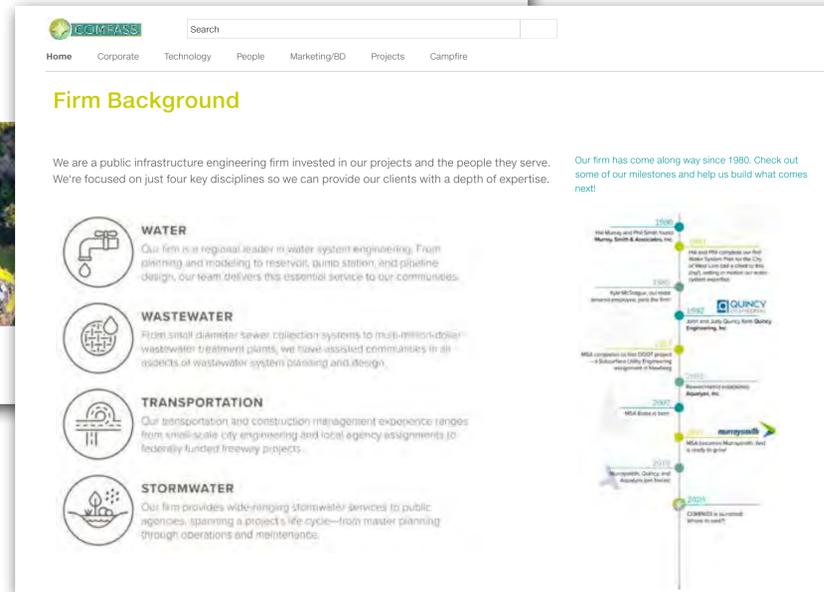
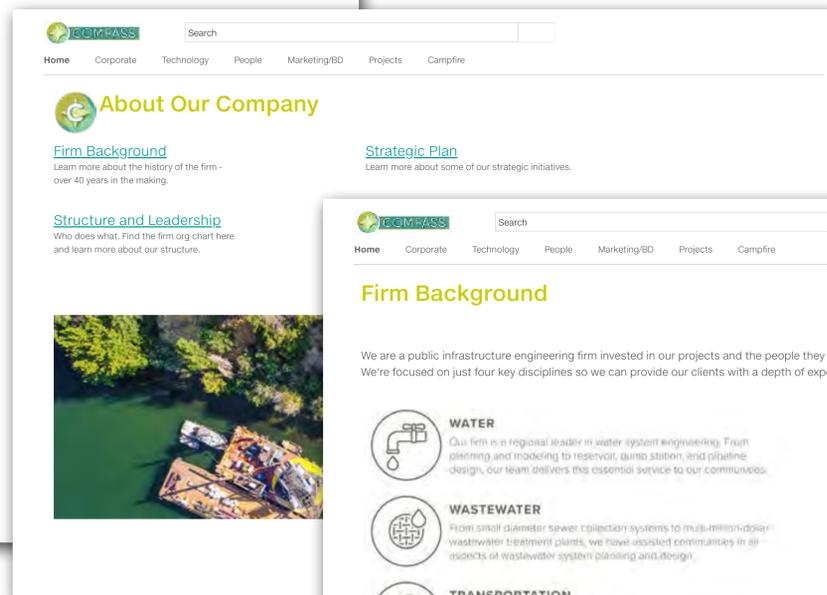
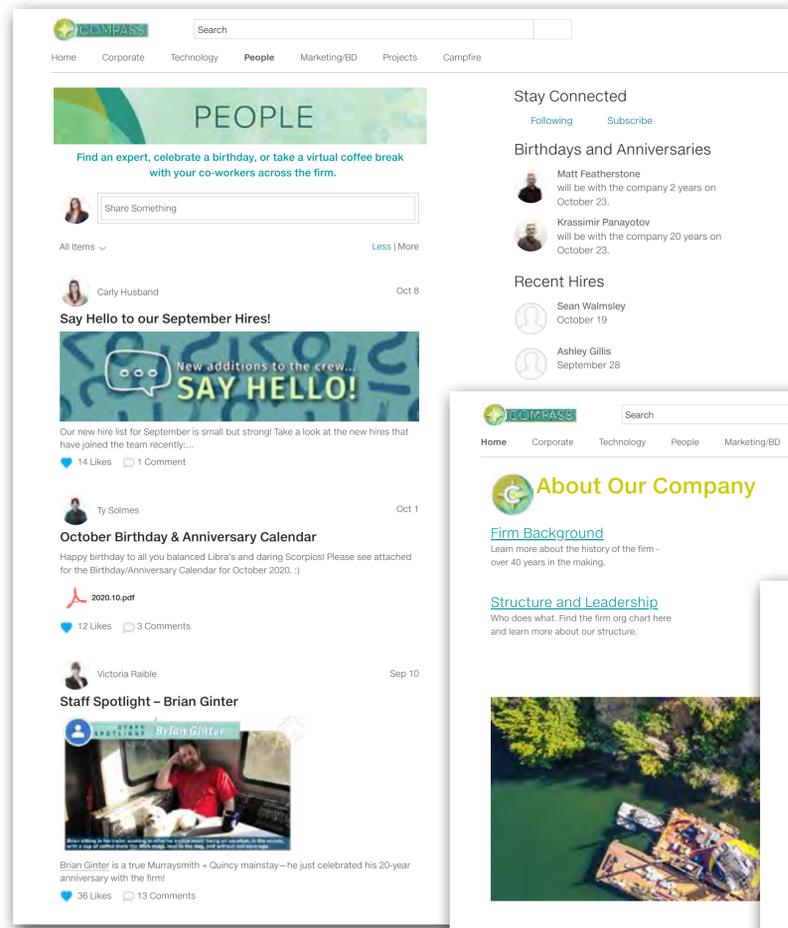
**Weekly Newsletter**

**Resources**



# WELCOME TO COMPASS

NORTH | SOUTH | EAST | WEST



**WORK** With COMPASS, we can spend less time slogging & searching, and more time making things happen – wherever you are!

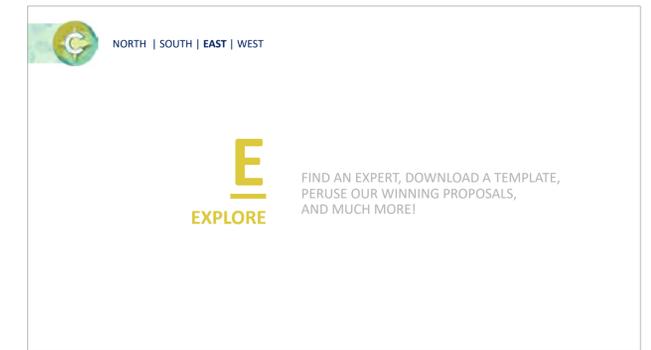
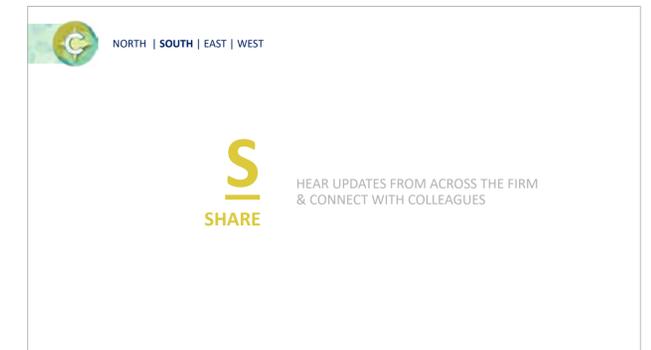


LOGO MARK



VIEWS OF COMPASS

PAGES FROM OUR COMPASS FIELD GUIDE



Colors, icons, & logo were made specifically for COMPASS.

The identity is unique to the growing, blended firm's intranet.

CLICK TO WATCH OUR



COMPASS LAUNCH VIDEO!

SUBMISSION TITLE **COMPASS** FIRM **MURRAYSMITH** CATEGORY **INTERNAL MARKETING**  
 MARKETING OBJECTIVE(S) **MAINTAINING CONNECTION, BUILDING COMMUNITY REMOTELY.**  
 TARGET AUDIENCE **INTERNAL STAFF** RESULTS **STAFF ENGAGEMENT, CONNECTIVITY**



# Campaigning for Healthy Occupants: the Healthy Building Survey

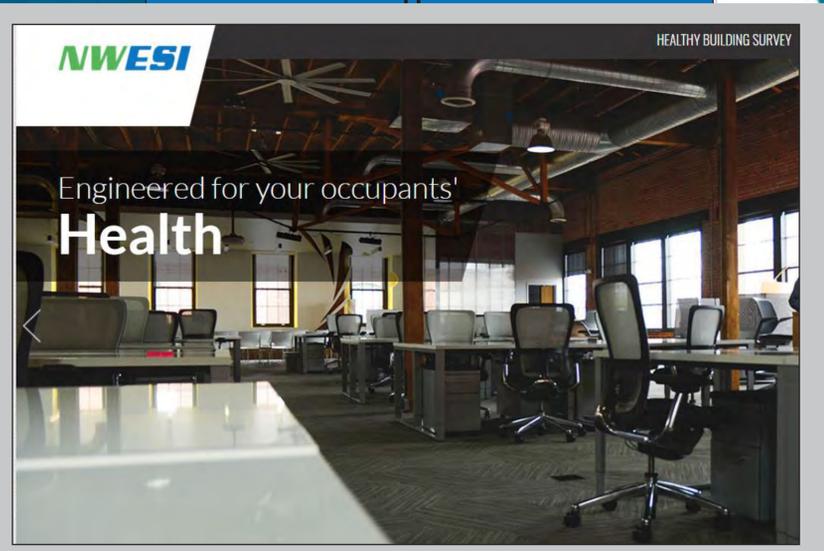
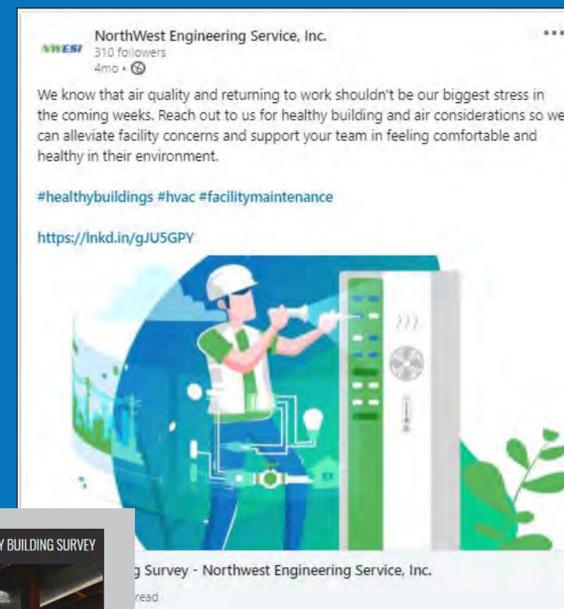
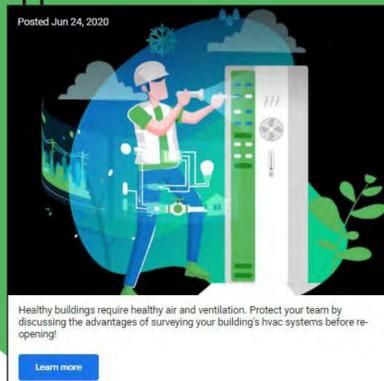
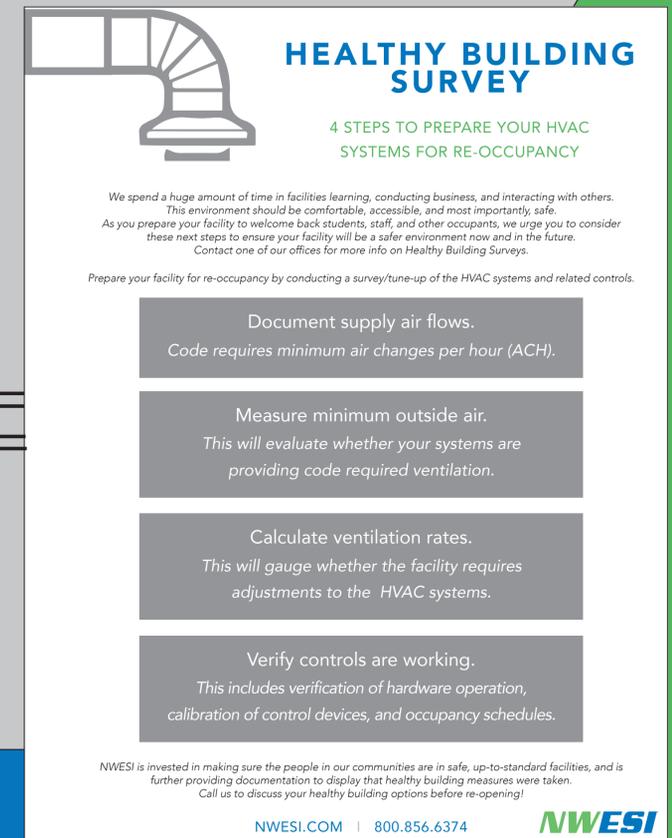
**Firm:** NorthWest Engineering Service, Inc.

**Category:** Print Collateral

**Objectives:** Expand service offerings • Gain new clients • Increase knowledge and visibility of service • Increase online engagement

**Audience:** Facility Owners and Managers, Property managers, Developers or Program Administrators.

**Results:** Contract work with 15+ facilities • New clients • Expanded relationships with existing and potential clients • Profits exceeded goals and eliminated losses due to COVID-19.



## CASE STUDY: UNNAMED HEALTHCARE FACILITY HEALTHY BUILDINGS SURVEY

### ABOUT

**Why:** After recent health concerns surrounding the COVID-19 pandemic, this facility wanted to ensure their systems were operational and safe to supplement their re-opening health measures. This airflow survey was conducted to confirm the facility's HVAC systems were providing proper ventilation, and to identify any performance deficiencies for later resolution.

**Industry:** Healthcare

**Location:** Oregon



### CHALLENGES

While executing the scope of work on this facility we ran into obstacles ranging from lack of identified system standards, to outdated systems drawings and unincorporated control points.

- 1) No recognized ASHRAE standard for this type of facility.
- 2) Manual overrides to the system were required to test outside air dampers due to absent setpoints in controls.
- 3) Original HVAC systems drawings were unavailable.
- 4) Areas of improperly functioning equipment.

### APPROACH

Our approach in this project was to understand the facility's current operations, establish testing standards and controls, and identify which areas were underperforming. This required us to work with the controls vendor and establish setpoints for OSA (outside air) dampers that would fulfill testing requirements despite the lack of any nationally recognized standard for this facility type. Further, we undertook deeper investigations into the original mechanical drawings and supply air sources to correctly identify which zones were served by which system.

### VALUE

Safety assurance for the office staff and customers • Actionable items for facility optimization and improvements



# NWESI: Communicating our Values

**Firm:** NorthWest Engineering Service, Inc.

**Category:** Branding

**Objectives:** Update and unify company aesthetic across offices • Expand brand visibility • Communicate values • Create new opportunities for engagement.

**Audience:** Owners, Facility Managers, Partners, Career seekers and general audiences across the Pacific Northwest, all industries.

**Results:** Met goals for branding update • Completed culture videos • Evergreen content created • Employee's supported change.

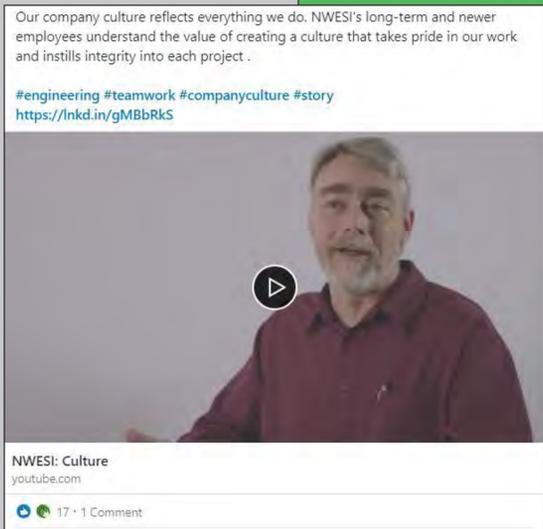
*Before*



*After*



Teamwork



**Jewel Bergeron**  
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Tigard, OR 97224  
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**INTEGRITY • TEAMWORK • PROFESSIONALISM • QUALITY**



Facing the Pandemic as an Employee-Owned Company  
Blog, June 2020



Quality



Commissioning  
Testing, Adjusting & Balancing (TAB)  
Facility Assessments & Troubleshooting  
Energy Studies & Power Monitoring  
Cleanroom Performance Testing  
Thermographic Imaging  
Building Envelope Testing  
Technical Project Management

YOUR BEST OPTION FOR INDEPENDENT 3RD PARTY TESTING AND VERIFICATION

Integrity



Professionalism



Updates across administrative and official reports, website, online platforms, and professional organizations.



# PAVILION CONSTRUCTION'S 100 PROJECTS STRONG CAMPAIGN

**SUBMISSION TITLE** | Pavilion Construction's 100 Projects Strong Campaign

**FIRM** | Pavilion Construction

**CATEGORY** | Digital Marketing

**MARKETING OBJECTIVE** | To take Pavilion clients, employees, partners, and communities on a trip down memory lane through our 100 projects as a company

**TARGET AUDIENCE** | Pavilion Construction employees, spouses/families, clients, partners, and communities

**RESULTS** | LinkedIn: 7,281 impressions (1,456 avg/day), 18.56% avg daily engagement rate

Facebook: 3,068 total organic reach (avg 614/day), 251 total clicks/actions (avg 50.2/day)

Email Blast: 50-70% open-rate per day. Sent to 286 recipients through CRM email marketing system

## Monday | Notable Projects



## Tuesday | People/Employee Spotlight



## Wednesday | To the Ground We Cover/Regionality



## Thursday | It's About Who You Know / Partners



## Friday | To the Next 100!



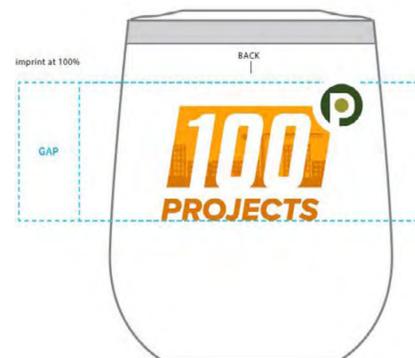
As an integrated marketing campaign, we also created:

-100 Projects logo for email signatures, collateral

-100 Projects wine tumblers

-100 Projects collateral cover/social media headers

\*Kept logo on signatures/collateral for 3 months as a continued celebration



Email Signatures adopted by entire company:

PavilionConstruction.com



**SUBMISSION TITLE** A Virtual Ground Breaking: Fountain Place Apartments

**FIRM** Lorentz Bruun Construction (LBC) and Peter Meijer Architect, PC (PMA)

**CATEGORY** Digital Marketing

**MARKETING OBJECTIVES**



**Fountain Place Apartments**

A redevelopment that celebrates our community heritage.

To learn more, please visit: [www.fountainplaceapartmentspdx.com](http://www.fountainplaceapartmentspdx.com)



The Fountain Place Apartments redevelopment focuses on livability, how to extend the operational life of the building while maintaining fiscal responsibility, operational sustainability, while integrating economic equity across project team members.

Coordinating with Monica Foucher, Public Relations Associate Director, Home Forward, the City of Portland mayor's office, project leaders and stakeholders, Angie Cole (LBC) and Kate Kearney (PMA) seamlessly worked together to produce and launch a robust digital marketing campaign that integrated search engine optimization, email marketing, and a social media strategy to showcase the virtual groundbreaking for the redevelopment of Fountain Place Apartments.

**RESULTS** The key results were our engagement rate of almost 70% and further building our relationship and rapport with our client, Home Forward.

“This year has been extremely stressful for folks. We appreciate Lorentz Bruun Construction and Peter Meijer Architect for spearheading this Virtual ground-breaking,” says Home Forward’s Executive Director, Michael Buonocore. “We are looking forward to safely moving forward with these important renovations that will ensure we continue to house some of Portland’s most vulnerable neighbors for generations to come.”

**WEBSITE** <https://www.fountainplaceapartmentspdx.com/>

**DIGITAL PROGRAM** <https://online.flowpaper.com/7756074a/Fountain-PlaceProgram/#page=1>



**A redevelopment that revives a historic building by providing critical infrastructure for current residents and new arrivals.**

Home Forward creates hope, access, and potential by providing affordable housing to residents for over seven (7) decades. Fountain Place Apartments is a historic property owned by Home Forward and managed under contract with Pinehurst Management. There are 74 total units, with studio, one- and two-bedroom homes. The unit mix is 5 at 40%, 5 at 50% and the rest restricted at 60% area median income (AMI).

The building occupies a quarter-block lot in downtown Portland, Oregon, at the corner of SW Salmon Street and SW 10th Avenue. Redevelopment of Fountain Place continues Home Forward's mission of providing accessible housing, while demonstrating a commitment to investing in their historic and existing properties.

[Learn more about Home Forward](#)



City of Portland, Mayor Ted Wheeler

Mayor Wheeler discusses the importance of redeveloping existing and historic affordable housing properties.



Home Forward Executive Director, Michael Buonocore

Michael leads Home Forward with a commitment to racial and social justice, diligent public stewardship and strategic innovation.



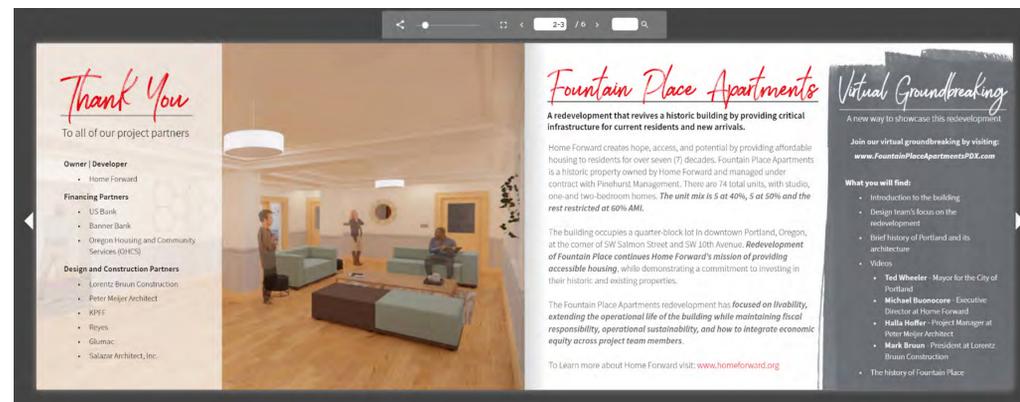
President of Lorentz Bruun Construction, Mark Bruun

Mark discusses the construction process for redeveloping Fountain Place, and LBC's additional safety measures during COVID-19.



Project Manager, Halla Hoffer, AIA, Assoc. DBIA

Hear from Halla Hoffer, AIA, Assoc. DBIA, about the history of the building and what critical life safety improvements are being made.



# Internal SIEA Newsletter

**FIRM**  
Scott | Edwards Architecture

**CATEGORY**  
Internal Marketing

**MARKETING OBJECTIVE(S)**  
The Vertical was produced to keep all staff informed and feeling connected to the firm, while also fueling our culture.

**TARGET AUDIENCE**  
SIEA's staff of 80.

**RESULTS**  
Each release of The Vertical helps staff feel connected to the firm, especially during these times when all are working from home. The newsletter also helps remind and inform staff of the exciting work the firm has ahead.

SIEA

THE VERTICAL



Newsletter SEPTEMBER-OCTOBER 2020

EDUCATION

### SEALab TECHNOLOGY & GRAPHIC COMMUNICATION TECHNIQUES

RECAP April 21, 2020

#### PROCREATE

Shared by Brian Campbell, Procreate is a software built to use on your iPad and mostly used for drawing and painting, but has been a great tool to use when you can't scan things in from home. Brian used it to draw a structural detail and review it with the structural engineer for one of his projects. The software allows you to record your drawings and share them as a timelapse - so cool!

#### MORPHOLIO TRACE

A software designed more for architects, Jesse Graden shared how he has been using Morpholio Trace for, well, trace paper. You can import any image or PDF (including entire drawings sets) and add multiple layers of trace paper over the top for sketching out ideas. You can also set the drawing's scale and use a scaled ruler that resizes as you zoom in and out of the drawing. You can drop in stencils (like people and trees... or import your own). Good for hand-drawn markups and conceptualizing. Also has some interesting tools that use maps, 3D models, and even augmented reality. Timelapse available. iPad only with tiered subscriptions: free (which limits tools and number of files) up to \$20 per year.

#### AUTODESK SKETCHBOOK

Also shared by Jesse, you can create layered drawings by sketching, adding shadows, importing materials, adding color, etc. Straightforward yet powerful (and totally free!), works with typical layers & pens/brushes similar to Photoshop. Works very well on iPad. Exports PSD files! Has desktop version as well (also free). Does not have scale tools, but is very good for high-quality drawings. Also has timelapse function.

#### SKETCHUP

Carlos shared how he has been using Sketchup in tandem with a free Trimble account in order to share 3D models with others using only a link, no download required.

#### SMARTSHEETS

Dave Mojica shared how he has been using Smartsheets on the Tigard Triangle project, and now has the entire project team using it with him! The software is a great task tracking tool for projects. You can build the tasks within a project schedule to highlight impending due dates and make them relative to completion of other tasks. You can assign tasks to your team and consultants, which can help hold you and your entire team accountable.

© Sarah Cantline is always looking for projects and topics to reach out if you have an idea! From now on we will be doing a better job at archiving SEALab and all content will be stored here: 0-102\_Committees/SEA Lab. If anyone has photos of past events feel free to upload.

### BRIAN'S STUDIO UPDATES

#### CONCEPTUAL DESIGN

- Project 8 Sacramento Winery
- Easton Multifamily Housing, Bend
- Riverpoint Medical
- SE Powell ASC & MOB

#### PERMITTING

- Smith Block Courtyard
- Smith Block TI - Boulder Care

#### STARTING CA

- Canby Arch
- Gro Headquarters

#### COMPLETING

- Metropolitan Group Headquarters at Ballfour Building
- Pacific Plaza
- Metro East Web Academy



PEOPLE

### NEW SEA ARRIVALS



Eric and wife Lindsey welcomed baby Nora!

### NEW EMPLOYEE SPOTLIGHT



#### ALEXI MEUWISSEN

Alexi is a Portland-native and has concluded that there is nowhere else she would rather live (all part of growing up). When she isn't chasing around her two sons, Beckham (5) and Aiden (2), she enjoys trying out new recipes, being outdoors, traveling, and wine tasting.

With a father in commercial construction, Alexi never thought she would work in this industry - she always appreciated it, but it wasn't for her. Graduating during a recovering recession in 2011 from PSU, with degrees in Marketing and Advertising, she was forced to lean on Dad's connections and landed at Anstrom Moisan Architects. After 14 months, she decided to take on the first marketing role at Bremk Construction to help build their brand presence and grow their diverse portfolio of work. After 7.5 years at Bremk and learning to love this industry (again, so grown up now), Alexi luckily was able to join her favorite Architecture firm in town to further grow her professional career and strategically advance SIEA's brand, reputation, and work.

Alexi has also been an active member of SMPS (Society for Marketing Professional Services) for nearly 10 years, and served as Chapter President in 2017-2018.

### HAPPY ANNIVERSARY!

#### SEPTEMBER

- Brian Mares 10 years
- Roseva Sao 7 years
- Scott Grigg 4 years
- Amy Criggs 3 years
- Dave Mojica 2 years

#### OCTOBER

- Jesse Graden 12 years
- Cameron Cruise 5 years

### HAPPY BIRTHDAY!

#### SEPTEMBER

- Bob Carbaugh 1st
- Brian Mares 2nd
- Ryan Yoshida 3rd
- Hayley Purdy 5th
- Phil Yama 9th
- Karina DuPorte 10th
- Brian Hoeft 15th
- Trent Jorgensen 23rd

#### OCTOBER

- Susan Balogh 2nd
- Cameron Cruise 4th
- Bryan Higgins 5th
- Gillian Stoneback 5th
- Tom Byrne 6th
- Chris Rymal 21st
- Malya Pladiszewicz 22nd
- Peter Grimm 23rd
- Megan Schmitz 27th
- Nathan Jurkett 28th

COMMUNITY

### 50 YEARS OF EARTH DAY!



Thank you for sharing your photos and contributing to Earth Day!

### THROW BACK THURSDAY



Throw back Thursdays have been amazing! Here are some of Marketing's favorites.

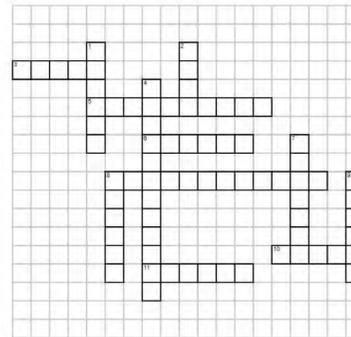
### SEA-U CROSSWORD

#### ACROSS

- Type of frame used to span large distances.
- Refers to the process of lowering a water table or preventing an excavation from filling with groundwater.
- An important asset to many at SIEA that should always be full.
- SIEA's office location in 1997.
- Building code requires interior finishes to meet \_\_\_\_\_ spread index minimums.
- Covered in OSSC Chapter 10.

#### DOWN

- Rigid connections are often \_\_\_\_\_
- \_\_\_\_\_ inches of solid reinforced concrete gives you a 2-hour rating.
- Running event that SIEA attends in August.
- Food safe wood finish.
- Last Throwback Thursday theme.
- Be Agile. Be Dogged.



### LISA'S STUDIO UPDATES

#### AWARDED FUNDED (BEGIN DESIGN):

- Sabin CDC: Harvey Rice Heritage
- Bienestar: Nueva Esperanza
- BRIDGE: Aloha Housing

#### FF&E

- The Mary Ann
- Viewfinder
- Rockwood 10

#### PERMIT

- Centennial Place
- Hillside Master Plan, Land use approval

#### CONSTRUCTION DOCUMENTS

- Oregon Humane Society

#### CONSTRUCTION ADMINISTRATION

- The Mary Ann
- Viewfinder
- Hillside Manor Renovation
- One Community Health



### RICK'S STUDIO UPDATES

#### STARTING SD

- Westgate, Bend
- Bandon Residence, Bandon
- Long Beach Residence, Long Beach
- Domrot Residence, Pacific City
- Underwood Orchard Residence, Underwood

#### STARTING CD

- Lewis River Residence, Vancouver
- Fire Island Residence, Fire Island, NY
- Spavins 2, Washington County
- Lone Feather Vineyard Residence, McMinnville

#### STARTING CA

- Willamette Vineyard Residence, Newberg
- Bonny Slope Residence, Washington county
- Herber/Balance Residence, Washington

#### COMPLETING

- Booker/Welty, Manzanita
- Five Peaks Lookout, Wine County

