



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of North Carolina

The latest news & upcoming events
for engineering excellence in
North Carolina

What's in this month's newsletter?

- Executive Director Message
- Business Practices Event - Greensboro
- Member Event with the Board - Wilmington
- ACEC/NC Pitch Fore The PAC
- Toyota pledges more money for battery production
- ACEC requests flexibility with DoD contracts
- Featured Member Spotlight: Client Savvy.

Upcoming Events:

September

9.15.22

Virtual Wine Tasting
Fundraiser for State
PAC

[Read More](#)

9.20.22

Business Practices
Event

[Read More](#)

9.27.22

Joint Business
Practices & B&I
Committee Meeting

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A message from Executive Director James Smith

Dear ACEC/NC Member,

To kick off September, I thought I would take us back to simpler times when Sesame Street gave us a word to frame the conversation. For this month, that word is **EVENTS**.

This month's slate of events is full of great opportunities for networking and engaging with professionals across our organization and throughout the state.

[Read the rest of Jim's Letter Here.](#)



9.28.22 - 9.29.22
Member Reception
with NC
Congressional
Delegation
[Read More](#)

October

10.6.22
Member Event with
the Board -
Wilmington
[Read More](#)

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ACEC/NC
news!**



BUSINESS PRACTICES EVENT
**Leading Growth
and Preventing Workplace
Burnout Post-Pandemic**
DATE: Tuesday, September 20th
TIME: 10:30am to 2:00pm
LOCATION: Greensboro Marriott -
304 North Greene Street


ACEC
AMERICAN COUNCIL OF ENGINEERING COMPANIES
of North Carolina

We are pleased to introduce **Peter C. Atherton**,
**author of "Reversing Burnout" and President and
Founder of ActionsProve, LLC.**

Please join us at the Expo to learn about how to
reverse and mitigate burnout and disengagement,
and how this plays into engaging top talent and
growth!

[Listen to Peter Atherton introduce himself here!](#)

[Click Here to Learn More!](#)

**Member Event with the Board
Wilmington, NC**

You are invited to join the Board of Directors for an
evening of networking and fun.

[Click Here for Details!](#)

Pitch Fore The PAC!

Ever been bowling? Well, at Drive Shack, you play in a "bay" rather than a lane, and from that bay, you hit micro-chipped golf balls into giant targets in the outfield to score points. No golf experience needed!

More information can be [found here.](#)

Toyota pledges up to \$5.6 billion for EV battery production, ramps up investment in NC plant

Automotive giant Toyota said Wednesday it would invest an extra \$2.5 billion in a U.S. facility that will manufacture batteries for both hybrid and electric battery vehicles.

Toyota Battery Manufacturing North Carolina is set to start operations in 2025, with the firm stating that total investment in the plan will now amount to \$3.8 billion.

[Click Here](#) to read more from CNBC.



ACEC requests for flexibility for DoD contracts

The American Council of Engineering Companies wrote the Department of Defense's Office of Defense, Pricing and Contracting (DPC) urging them to incorporate FAR 52.216-4 into new and existing contracts. The FAR provides a framework for procurement and contracting policies that reflect market conditions and the negotiation of fair and reasonable rates. During these challenging times, it is imperative that the Department's policies are consistent with those expectations and utilize other provisions to provide additional relief.



In response to earlier guidance issued to contracting officers, ACEC urged the Department to use every tool provided in the FAR. We appreciate the Department's recognition that its industry partners are facing significant headwinds – particularly through the recent guidance memo to contracting officers to help manage risk of inflation that is impacting current and future contracts. The reality is inflation has historically been on a 2 – 3% annual trajectory, and most escalation clauses for government work in recent years were typically in this range.

With the inclusion of FAR 52.216-4, contractors would be enabled to work with their contracting officers when they have experienced salary increases and propose and negotiate a price adjustment and contract modification. By fully utilizing the flexibilities that already exist within the FAR that align contract terms with current economic conditions, this would ensure that the Department of Defense and other agencies have access to the qualified and experienced engineering services they need. This is particularly critical now, as the nation's demand for engineering services will increase significantly with the implementation of the Infrastructure Investment and Jobs Act (IIJA).

See our letter [HERE](#).

Featured Member Spotlight

Founded in 2004, The Raleigh-based Client Savvy designs, implements, and measures Client Experience Management (CX) and Employee Experience (EX) programs for engineering firms.

Client Savvy's patented core platform, The Client Feedback Tool, has helped over 550 firms in 20 time zones. 85% of Client Savvy's client base are engineering firms, and 88% of them are in the top quartile for business outcomes in the AEC industry. Client Savvy has designed industry-specific products and was first to market regarding Closed Loop Customer Feedback (or Voice of Client), CX, and EX Management in AEC.



Client Savvy is the first to Credential Client Experience Professionals in Professional Service Markets (**CXMP**) as well as the first to Have an award specifically dedicated to Client Experience (**CXA**). They also are the only company with dedicated conference specific to CX and EX in professional Services called **CXPS**!

With a team of 25 employees, Client Savvy is outcome focused seeking to be an extension of its client's business rather than just a vendor. No two client solutions are the same, rather they are built upon Client Savvy's mission to revolutionize the industry and shift AE firms' buyer's perceptions from seeing them as a commoditized service provider to Solution Enablers and Experienced led service organizations.

Client Savvy has been featured in multiple publications and have been recognized by groups including ACEC, SMPS, Zweig, PSMJ, and ROG as a thought leader in Client and Employee Experience for the AEC industry. They are also considered the thought leaders in Customer Feedback, CX, and EX across the AEC industry.

For more information email answers@clientsavvy.com or visit www.clientsavvy.com

[Click here to read more ACEC/NC & member news!](#)

ACEC/NC is the premier organization that represents the business interests of the engineering industry in our state. ACEC/NC's mission is to promote the business interests of engineering companies by providing legislative advocacy and business services.

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