

AIE Annual General Meeting 17 October 2019 | Montreux, Switzerland



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1. Welcome by the President

Welcome to Switzerland!

Welcome to AIE's first Annual General Meeting (no longer Council of Delegates)!

This is our last AGM as AIE: next year, we will have a new name!

All documents, which are the basis for today's AGM, have been made available to you in English, French and German.



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2. Verification of registration of delegates



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3. Nomination of scrutinisers



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4. Approval of the agenda

ANNUAL GENERAL MEETING I AGENDA

17 October 2019 | Montreux, Switzerland | 15:30 – 17:30

1. Welcome by the President	G. Constantin EIT.Swiss
2. Verification of registration of delegates	G. Constantin EIT.Swiss
3. Nomination of scrutinizers	G. Constantin EIT.Swiss
4. Approval of the agenda AGM 19-01	G. Constantin EIT.Swiss
5. Approval of 2018 AGM minutes AGM 19-02	G. Constantin EIT.Swiss
6. Report from Management Committee	G. Constantin EIT.Swiss M. Bailey ECA A. Delepouille FFIE
7. Assessment of 2019 achievements AGM 19-03	G. Concas AIE
7a. Report from Task Forces & Working Groups I. Policy II. Technical III. Value Chain IV. BIM V. Budget	A. Delepouille FFIE E. Tianen STUL M. Bailey ECA J. Martinsson IN G. Constantin EIT.Swiss
8. Setting of 2020 Objectives AGM 19-03	G. Concas AIE
9. Presentation of Management Committee financial oversight practices & of 2018 audited accounts and balance sheet AGM 19-04 , AGM 19-06	M. Bailey ECA G. Gran NELFO
10. Approval of the accounts and discharge of the Board	G. Gran NELFO
11. Presentation of forecast December 2019 and of 2020 draft budget AGM 19-05 , AGM 19-06	G. Gran NELFO
12. Approval of the 2020 budget	G. Gran NELFO
13. Welcome to external guests	G. Constantin EIT.Swiss
14. Presentation of AIE's new name and next rebranding steps	G. Concas AIE
15. Next year's AGM	G. Concas AIE
16. Any other business, group picture	All members

5. Approval of 2018 CoD minutes



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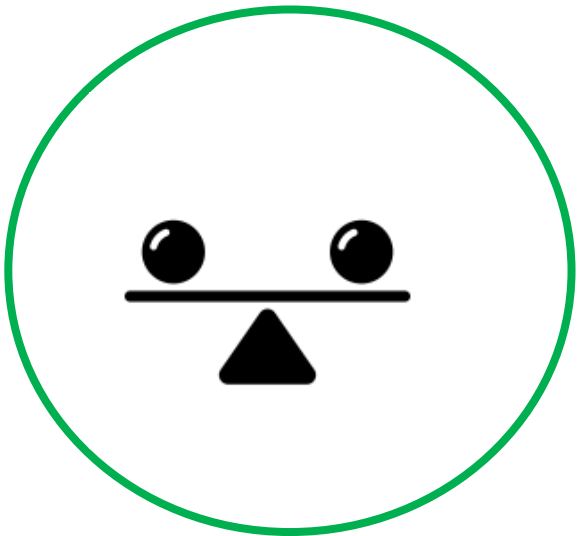
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6. Report from Management Committee

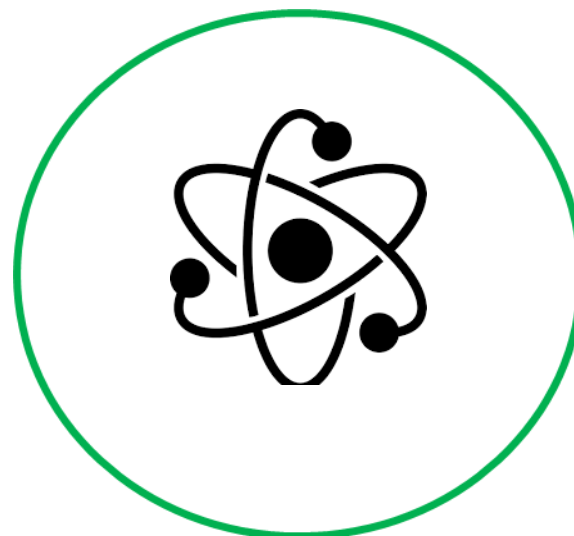
September 2018 – October 2019:



Stability



Lower income



Dynamism



Strong cooperation



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7. 2019 achievements



Rebranding



More, and more deliverable-orientated working groups



More and improved member services



Improved communications



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Examples of new and improved member services:


Provision of policy information to members via webinars....



FREE Webinar: Powering Europe's future: EU Commission long-term vision for the power sector in Europe

18 January 2019 | 9:30 - 10:15 CET

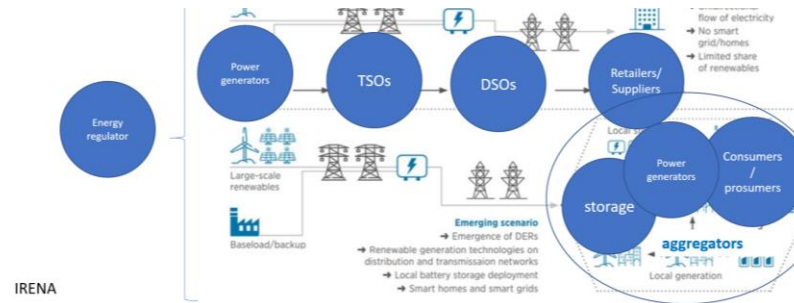
On 28 November 2018, the EU Commission presented its strategic long-term vision for a prosperous, **#EU2050**



The Smart Readiness Indicator Views from Finland
Joint AIE & STUL webinar
12 June 2019

- Giorgia Concas, AIE
- Alexandre Zaitsev, STUL
- Eerika Janhunen, Aalto University
- Laura Remes, Aalto University

Webinar for members on electricity market design 29 May 2019



IRENA

Emerging scenario:
→ Emergence of DERs
→ Renewable generation technologies on distribution and transmission networks
→ Local battery storage deployment
→ Smart homes and smart grids



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... and via regular, highly-relevant policy updates.

Creation of more networking and policy influence opportunities.



EU Update

Documents related to implementation of revised Energy Performance of Buildings Directive (EPBD)

The transposition deadline of the EPBD II, 10 March 2020, is approaching.

In my last update from 20 June, I informed you about the [EU Commission Recommendation on building renovation](#), providing suggestions to national administrations mainly in regard to the establishment of Long-Term Renovation Strategies (LTRS) to achieve a highly decarbonized building stock by 2050. I remind you that the Recommendation touches upon the building safety aspect and contains a key paragraph on page L127/50, based on [suggestions from AIE, FISUEL and ECI](#), recommending regular inspections of electrical installations.

I would now like to draw your attention to the [EU Commission Recommendation on building modernization](#). This is the second and last Recommendation and focuses particularly on the installation of [self-regulating devices](#) and [Building Automation and Control Systems \(BACS\)](#).

As a reminder, Member States must require the installation of self-regulating devices in all new buildings and in existing buildings when heat generators are replaced, where technically and economically feasible.

Moreover, Member States must require the installation of BACS in all non-residential buildings in which the effective rated output of heating, air-co, combined heating and ventilation and combined air-co and ventilation is more than 290 KW, by 31 December 2025, where technically and economically feasible.

Important points contained in this Recommendation:

- In new buildings, the installation of self-regulating devices and BACS is virtually always technically and economically feasible, and in existing buildings, cases of technical and economic infeasibility are rare or infrequent; the text highlights that public administrations must define clear feasibility conditions, i.e. this is not up to the discretion of single building owners/managers;
- Cases in which it makes sense to install self-regulating devices at heated zone level, as opposed to room level, are specific and limited: the text mentions some examples and requires Member State authorities to provide justifications for their choices;
- Installed BACS must have certain capabilities and functions, and the Commission suggests national authorities to refer to standards, such as EN 15232; proper installation requirements are best defined by standards EN 16046-1:2017 and TR 16046-2 according to the Commission.

The EU BACS association ([EU BACS](#)) has recently issued a paper which largely repeats and agrees with the content of the EU Commission Recommendation on building modernization. A point of disagreement from the industry with the EU executive body relates to two suggested methods to define the economic feasibility of self-regulating devices and BACS installation. EU BACS think it is appropriate to look at the pay-back time of these devices and NOT to consider the cost of these devices in relation to the total costs of the (replaced) heat generators.



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Rebranding



More, and more deliverable-orientated working groups



More and improved member services



Improved communications



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Improved communications:

Events, campaigns...



SUSTAINABLE ENERGY WEEK SHAPING EUROPE'S ENERGY FUTURE #EUSEW19

How will digitalisation transform the energy system?
Wednesday, 19 June 2019, 9:00 – 10:30

The session is organised by the **Coalition for Energy Savings in co-operation with Fraunhofer ISI, International Energy Agency, European Energy Retailers, SolarPower Europe**

Agenda

The conference is moderated by **Andrea Voigt**, Director General of EPEE and member of the steering committee of The Coalition for Energy Savings

9:00 Welcome by **Adrian Joyce**, Secretary General of EuroACE and Chairman of The Coalition for Energy Savings

9:10 Prof. **Wolfgang Eichhammer**, Head of the Competence Center Energy Policy and Energy Markets, Fraunhofer ISI:
[Impact of New societal trends on energy demand, focus on digitalisation \(2050 Energy Savings Scenarios\)](#)

9:25 **Kathleen Gaffney**, Senior Programme Manager, International Energy Agency:
[Modernising Energy Efficiency through Digitalisation](#)

9:40 Stakeholder panel

- **Stefan Scheuer**, Secretary General, The Coalition for Energy Savings
- **Walburga Hemetsberger**, CEO, SolarPower Europe
- **Michele Governatori**, President, European Energy Retailers, EER
- **Frauke Thies**, Executive Director, smartEn
- **Giorgia Concas**, Secretary General, AIE

10:20 Wrapping up by **Adrian Joyce**



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Newsletter, social media presence...

AIE Newsletter


October 2019

Fair Access To Data Will Unlock Electrical Contractors' Full Potential In The Digitalization Of Electricity




We have seized the opportunity offered by a recent informal European Commission consultation on the digitalization of the energy sector to think about how digitalization impacts electrical contractors and about what is needed to allow our professionals to fully contribute to the positive outcomes of the digitalization of the energy sector.

[Read More](#)



Electrical Safety & Energy Transition: Preparing Buildings For A Safe Energy Transition

[Read More](#)




AIE Is Rebranding! Join Us To Discover Our New Identity And The Priorities Of Our Sector

[Read More](#)

AIE Newsletter


September 2019

From installer to integrator: are electrical contractors ready for the future?




I was invited this week to take part in and speak at the Smart Building Alliance's conference on "Smart Buildings for Smart Cities". The two sessions where I spoke centered on the change in the profession of electrician and we discussed how there will be a shift from "installer to integrator". But what does that mean?

[Read More](#)



AIE bolsters its stance on decarbonisation and becomes a Core Member of the Electrification


[Read More](#)



Conference Preview: the opportunities and challenges in the Electrical Contracting Sector

[Read More](#)


The voice of Europe's electrical contractors



Georgia Concas
@AIEGeorgia
Secretary General of @AIEContractors giving a voice to electrical contractors across Europe | Views are my own #energyefficiency #safety #SMEs #emobility
Brussels, Belgium | aie.eu | Joined May 2018
533 Following 241 Followers

Tweets Tweet

Georgia Concas @AIEContractors is ret about our sector and policy makers to power reception on 20 Nov



European Association for Electrical Contractors
@AIEContractors · Follows you
AIE is the voice of electrical contractors all over Europe to power high-quality and safe electrical installations.
Belgium, Brussels | aie.eu | Joined March 2015
1,134 Following 620 Followers
Followed by Walburga Hemetsberger, and 147 others you follow

Tweets Tweets & replies Media Likes

European Association for Electrical Contractors @AIEContractors · Mar 5
Today AIE released their key policy asks for 2019-2024 - from #digitalisation to the #energytransition, electrical contractors have the tools the #EU needs to build the path towards reaching its key objectives. Read more: bit.ly/2iRrFTn

AIE RELEASES KEY POLICY ASKS FOR NEXT EU LEGISLATIVE PERIOD

7. 2019 achievements



Visibility and outreach, through participation in stakeholders / lobby groups

Small Is Beautiful

A collection of logos for various energy and environmental organizations, including AIE, Bioenergy Europe, COGEN EUROPE, EBA, EBL, EREC, EHPA, energycities, EREF, EUREC, EUROHEAT & POWER, Ocean Energy Europe, REScoop.EU, smartEn, Solar Heat Europe, SolarPower Europe, sme United, UIPI, and Wind Europe.

European Electromobility Platform

A collection of logos for various companies and organizations in the electromobility sector, including ABB, AEDIVE, AIE, allego, ALSTOM, AVERE, AVERE FRANCE, BELLONA EUROPA, Blue.Solutions, CER, CHADEMO, -chargepoint+, Danfoss, ECF, ECOS, EIM, enel, entsoe, eurelectric, EUROBAT, EURO CITIES, European Copper Institute, MOTUS, POLIS, RENAULT NISSAN, SIEMENS, smartEn, SolarPower Europe, TESLA, 3M, TRANSPORT & ENVIRONMENT, UFE, UTP EUROPE, unife, and WATTENFALL.

Electrification Alliance

A collection of logos for organizations in the Electrification Alliance, including AIE, AVERE, eurelectric, European Climate Foundation, European Copper Institute, ehpa, smartEn, SolarPower Europe, and Wind Europe.



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Rebranding



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More and improved member services



Improved communications



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7a. Reports from Task Force & Working Group Chairmen

Alexis Delepoulle	 <ul style="list-style-type: none">• Policy WG
Esa Tiainen	 <ul style="list-style-type: none">• Technical WG
Johan Martinsson	 <ul style="list-style-type: none">• BIM WG
Martin Bailey	 <ul style="list-style-type: none">• Value Chain WG
Gerard Constantin	 <ul style="list-style-type: none">• Budget TF



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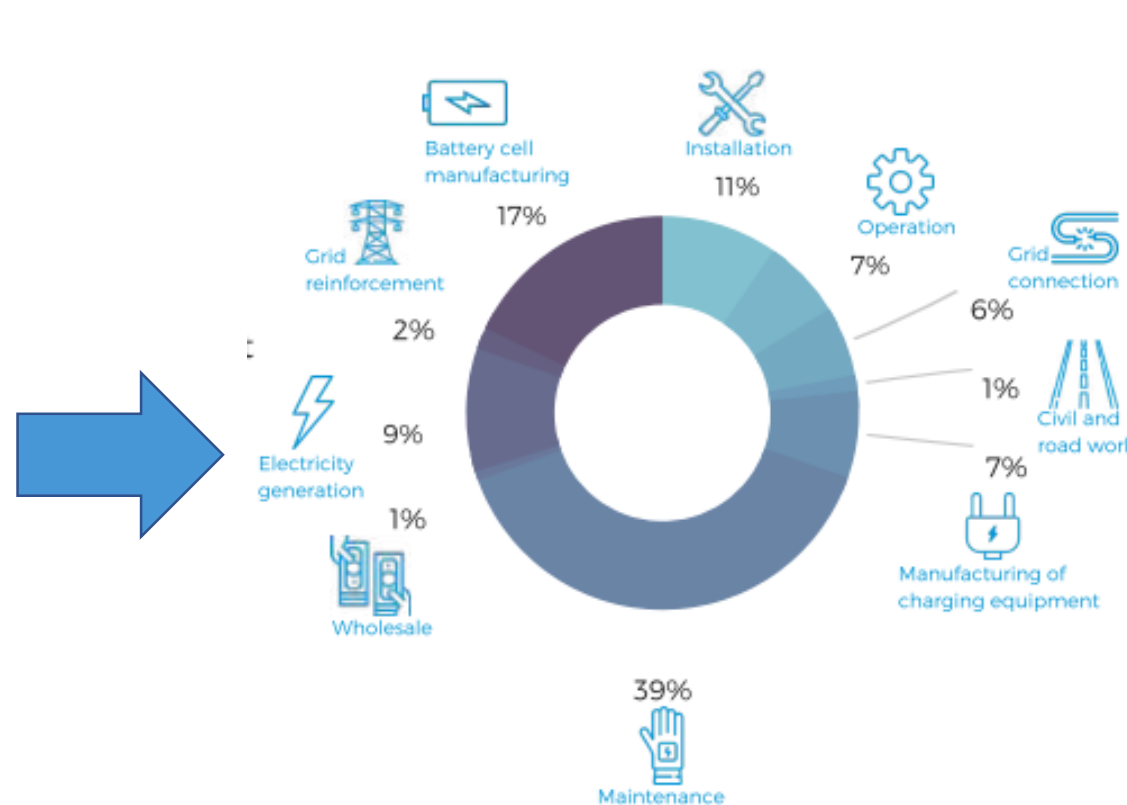
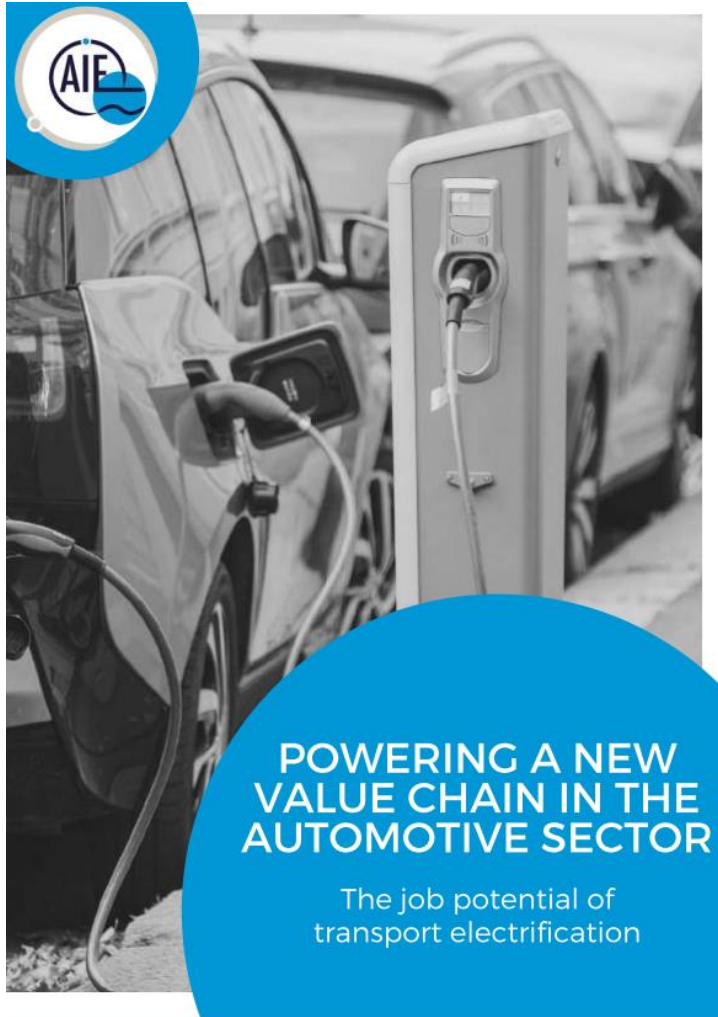
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I. Policy WG

First-ever AIE report, positioning AIE in the electromobility policy debate, highlighting the key role of our sector in electromobility deployment



60% of the 200,000 new jobs to be created by electromobility in Europe by 2030 will be downstream

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I. Policy WG

AIE priorities for new EU Commission and Parliament, underpinning our more specific advocacy work in the next years



1 ADVANCE THE CLEAN AND DECENTRALISED ELECTRIFICATION OF OUR ECONOMY

2 STEP-UP EFFORTS TO MAKE BUILDINGS GREEN, SAFE AND HEALTHY

3 MAXIMISE BENEFITS OF BUILDING SECTOR DIGITALISATION

4 SUPPORT DELIVERY OF EMERGING TECHNOLOGIES BY BEST-IN-CLASS CONTRACTORS AND THROUGH APPROPRIATE STANDARDS



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I. Policy WG

Words from our position paper on electric fire safety have been picked up by the EU Commission in their recommendation for implementation of the revised EU Energy Performance of Buildings Directive

ECI, FISUEL and AIE recommendations on the EPBD guidance for Member States on Fire Safety

The European Copper Institute (ECI), the International Federation for the Safety of Electricity Users (FISUEL) and the European Electrical Contractors Association (AIE) welcome the European Commission's effort to draft a guidance document on the Energy Performance of Buildings Directive with regards to the transposition of the provisions on fire safety.

ECI, FISUEL and AIE advocate for the prevention of fires from electrical origin, since degraded electrical installations or faulty electrical appliances make up 25% of all residential fires in Europe. In this context, they would like to propose 5 recommendations to consider when drafting the guidance.

[1] Develop awareness on electrical safety

An electrical fire safety awareness campaign should be setup to improve knowledge on the risks of old electrical installations and appliances and to promote the use of qualified and skilled contractors.

Making occupants aware of the risks of old installations and appliances is one of the most efficient ways of improving electrical safety awareness among citizens, in particular in view of the fact that 'do-it-yourself' work making small modifications on the electrical installation is increasing.

More information: <https://www.efpa.org/epw/index.html>

[2] Encourage regular inspections

Initial inspections of new buildings and safety checks at regular intervals are paramount to prevent incidents. Periodic inspections should take place to check the electrical installations with a limited validity, as recommended by HD 60364-6. The inspection documents should be made available when the property changes tenant or owner.

Despite a clear recommendation by CENELEC on periodic inspection, only a minority of EU countries have a system for periodic inspection of electrical installations in place. As a result, installations continue to contain features that are considered to be unsafe according to the latest standards. The FEEDS report concludes that periodic inspections, verifying whether electrical safety standards are effectively applied, result in a reduction of the number of fires.

More information: FEEDS report - "Residential electrical safety - How to ensure progress", <http://www.leonardo-energy.org/resources/1136>

EN

Official Journal of the European Union

16.5.2019

Safety is an area of national competence and the relevant national regulations should be applied in view of the building use (e.g. residential, non-residential, school, hospital), the occupants (e.g. vulnerable occupants such as children, persons with disabilities, or seniors) and building typology (e.g. low-rise, high-rise) ⁽¹⁹⁾.

The trigger points (see Section 2.3.1.2. above) may also be opportune moments for assessing safety aspects in a building and conversely, safety upgrades may be good moments to address energy efficiency performance.

Less expensive housing tends to be older with obsolete electrical installations, making energy-poor consumers particularly vulnerable ⁽²⁰⁾. Measures such as regular inspections (in particular before a renovation) and upgrades to bring electrical installations up to safety standards can dramatically improve electrical safety. The safety inspection of electrical and gas installations and appliances is also to be encouraged.

European standards ('eurocodes') provide a comprehensive, up-to-date tool for structurally designing buildings and executing other civil engineering works with a view to seismic safety ⁽²¹⁾ and structural fire design ⁽²²⁾.

Member States are expected to apply the common methods developed under EU legislation to assess and classify construction products' reaction to fire performance ⁽²³⁾, resistance to fire ⁽²⁴⁾ and performance when used in rooves ⁽²⁵⁾, keeping in mind fire-spread and safe escape.

Member States can encourage the installation of appropriate ventilation and sprinkler systems, and the safe and correct installation of equipment that could have a fire-safety impact, such as photovoltaic (PV) panels and recharging points for electric vehicles.

Fire-prevention measures and policies such as fire-safety inspections, awareness-raising through home visits and mitigating measures such as the installation of smoke detectors can also play an important role.

Member States and interested stakeholders may benefit from the work of the Fire Information Exchange Platform (FIEP) ⁽²⁶⁾, which the Commission set up to facilitate the exchange of information between competent national authorities and other stakeholders so that they can benefit from lessons learned and best practices on fire safety. This should enhance regulatory authorities' ability to fulfil their tasks in full knowledge of the



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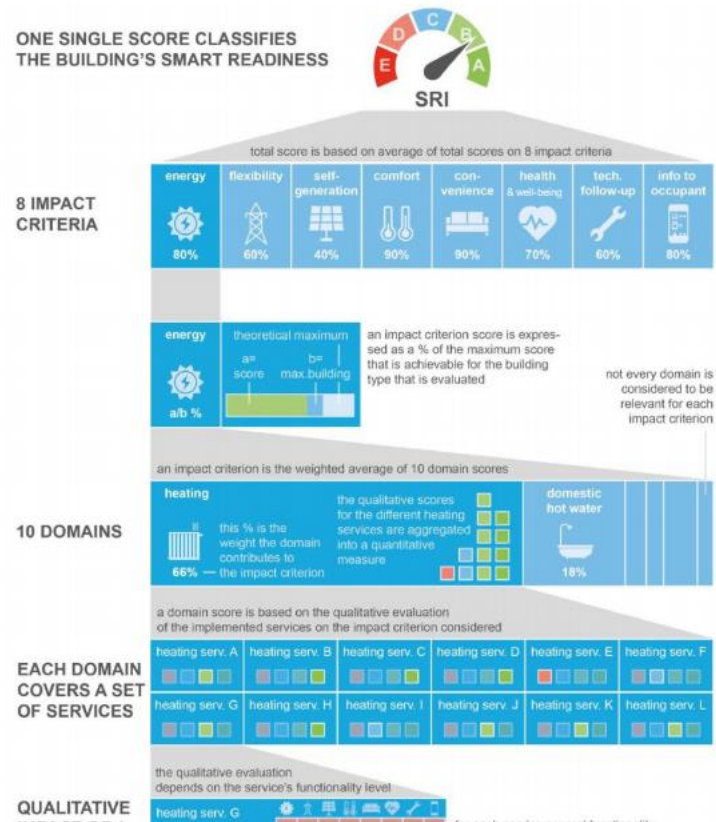
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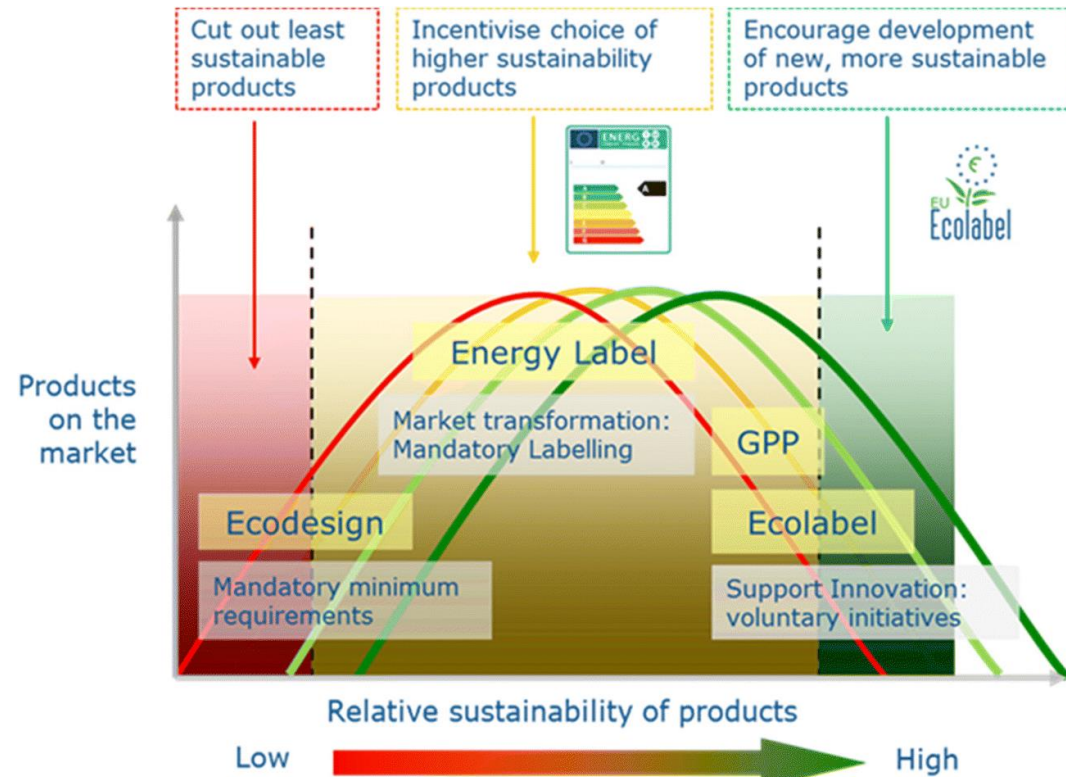
I. Policy WG

Other positions:

Smart Readiness Indicator



the future of EU product policy



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I. Policy WG

AIE is now positioning the sector in the debate about energy digitalization, and more specifically, about access to data

Electrical contractors are critical for the digitalization of electricity In Europe

- 1. Our professionals must have fair access to the non-sensitive energy-related data produced by the multiple devices they deal with, particularly to offer high-quality operation and maintenance services.**
- 2. Our sector needs political and financial support to equip its professionals with the skills and competences required to carry out these new digital tasks.**
- 3. Policy makers should pay attention to the role played by electrical contractors in the cybersecurity area.**



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I. Policy WG

We are also starting raising policy makers' awareness about the need for support to human capital in our sector

BRUKSOMRÅDE: Regeringen

Brist på installatörer hotar klimatmålet

DEBATT, VISA ALLA +
12 juni 2019

Nettoutsläppen av växthusgaser i Sverige ska vara noll år 2045. Tyvärr hotar bristen på elektriker, vvs-montörer och andra installatörer möjligheten att nå klimatmålet, visar en ny rapport som presenterades i riksdagen idag.



FÖRUTSÄTTNINGARNA FÖR ATT KLARA KLIMATOMSTÄLLNINGEN I SVERIGE BYGGER I MYCKET HÖG GRAD PÅ KRAFTIGT MINSKADE UTSLÄPP FRÅN INDUSTRI OCH FRÅN INRIKES TRANSPORTER. DE...



#Skills4Climate


Addressing both climate and jobs at the same time

Conference call with members about potential communications campaign
2 October 2019 | 9:00 – 10:00 AM



INVITATION TO REBRAND LAUNCH

Discover AIE's new identity



Dear MEP,

I would like to invite you to an evening reception to celebrate AIE's new identity.

AIE is the **European Association of Electrical Contractors**. Electrical contracting businesses in Europe employ over **1 million local, skilled professionals**, who design, install, operate and maintain all types of electrical devices, machines and systems, both in buildings and infrastructure.

As **electricity is the fuel of choice in the decarbonisation** of our economy, our companies have become critical in this challenge, as they increasingly deliver the technologies and solutions needed for the energy transition.

For us at AIE, it is essential to reflect the renewed ambition of our sector by **modernising our identity**.

Come join us to celebrate our new look and learn more about our sector and what our businesses need from policy makers to power the energy transition!

November 2019
20

START: 18:00
WHERE: rue de la Loi 42, 1040 Brussels

REGISTER

This event will be preceded by the conference "Electric Safety & Energy Transition: Preparing Buildings for a Safe Energy Transition". Click [here](#) for more information.



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II. Technical WG

Positions on technical regulations

- Ecodesign & other “product policy measures”
 - Solar PV
 - Air-to-air heat pumps & local space heaters
- Low Voltage Directive



The European Association of Electrical Contractors

AIE position on the common energy labelling for air-to-air heat pumps and local space heaters

AIE, the European Association of Electrical Contractors, represents over 100.000 electro-technical businesses and over 1.000.000 professionals.

AIE welcomes the opportunity to provide feedback and its members' expertise ahead of the Commission's stakeholder meeting on the potential merger of energy labelling for air-to-air heat pumps and local space heaters.

While AIE and its members support initiatives helping consumers to make environmentally conscious choices, we believe that it **would not be advisable** to offer a common energy label for both air-to-air heat pumps ≤ 12 kW and local space heaters ≤ 50 kW.

A common label could be misleading for consumers

An energy label covering both heating systems will have a strong bias towards heat pumps as they are inherently more efficient to a degree that local space heaters will never be able to match, no matter how much R&D. With a combined label, all heat pumps will be in the top brackets of the label while all local space heater will be in the bottom. In this scenario, the label will only provide information on which system is the most efficient without providing clear information about which specific heat pump or local space heater the consumer should buy.

Heat pumps and local space heaters are not interchangeable, both in terms of consumer preference (as mentioned in the discussion paper) and purpose and should be ranked separately. Indeed, the impetus behind this discussion builds on the premise that these two systems serve the same purpose. However, they show differences that will impact consumer choice before even considering and independent of energy efficiency:

- Air-to-air heat pumps are a secondary heating system in buildings and are used to complement a primary heating system, which can be, among others, a local space heater. While both supplying heating, these two systems can address different consumer needs and are not necessarily interchangeable in the solutions they offer.
- Local space heaters are intended to be used for heating while air-to-air heat pumps are also intended for cooling, showing stark differences in their purpose.

Key contribution to first European conference on electrical safety

Electrical Safety & Energy Transition *Preparing buildings for a safe energy transition*

WEDNESDAY 20/11 14:00-15:15

Roundtable part 1

Key measures to minimise electric safety risks:

Since fire safety remains an area of national competence, preventive and protective measures differ extensively in EU countries. The first part of session III will focus on different inspection regimes in European countries: installers associations from France, Spain, Italy, UK and Sweden will present the respective country regimes, sharing best practices and outlining the remaining challenges to ensure electric safety.



- Inspection regimes in different countries
- Installers' competences / qualifications
- Grenfell report
- Revised Energy Performance of Buildings Directive

Moderator



Giorgia Concas
Secretary General of the European Association of Electrical Contractors, (AIE)

Panelists



Marc Maslowski, Member of the Board of Directors, Fisuel



Claudio Conta, Secretary General, Italian electrical engineering and electronic industry, (ANIE)



Fredrik Byström Sjödin, Technical expert- electrical safety and installations the Swedish Plumbing and Electrical Industry



Luke Osborne, Energy & Emerging Technologies Solutions Advisor, UK Electrical Contractors' Association (ECA)



Matti Salakari, Policy Advisor, Insurance Europe

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II. Technical WG

Authoring and co-authoring technical guidebooks

https://docs.google.com/document/d/1kvLxqC17-c7F941uVcQeuy0_WOQtH9p-HCMb7HVtkMY/edit

NEW GENERATION ELECTRICAL INSTALLATIONS
REMOTE POWERING: "POWER OVER ETHERNET"

Technical Reference Manual

Legal notice

...

Introduction

The future of electrical installations and of our business is powered by Power over Ethernet. This change is inevitable.

On the one hand, PoE meets our customers' evolving expectations in terms of electrical installation characteristics.

On the other hand, PoE is in line with regulatory objectives with regards to lower consumption, greater energy efficiency, more direct use of electricity produced from renewable energy and increased building management.

Moreover, PoE allows us, designers, installers and integrators, to establish and maintain a long-term, service-based relationship with our customers.

In the context of growing digitalisation and increasing share of direct current technologies, we are convinced that we need to adapt our working practises and adopt PoE. If we do not embrace this technology now, we will miss a tremendous opportunity, stupidly restricting the scope of our activities.

Power over Ethernet (PoE) is now an increasingly important technology with several applications.

This document contains some rules for the design, installation, maintenance and marketing of electrical installations with PoE.

It is primarily addressed to installers who are looking forward to reaping the benefits of PoE and need basic information about it.



This chapter is to assist in the application of the established utility-scale best practices, detailed in the previous chapters of the document, to distributed solar projects. All best practices mentioned in these Guidelines could be theoretically applied to even the smallest solar system for its benefit, however this is not practical in nature due to a different set of stakeholders and financial implications. This chapter attempts to avoid different best practices between residential and commercial rooftop projects, and rather when a higher level of accuracy and care is economically feasible it should be the adopted approach.

Primary consideration must be made to provide the highest possible care in the most cost-efficient manner to deliver the lowest levelised cost of electricity (LCOE) to distributed Asset Owners – typically home or business owners or public entities.

The key factors that impact changes to application of the utility best practices are:

- Different set of stakeholders: Asset owners are not solar professionals.
- Different economics: Additional monitoring hardware (temperature / irradiance) on top of inverter accounts for a greater percentage of the total investment. Costs of physical site inspections and call-outs are proportionally higher compared to savings.
- Higher incidence of uncertainty: greater shade, lower data accuracy, less visual inspection.

As in utility-scale best practices, jurisdiction-specific national requirement such as administrative and reporting requirements linked to support schemes, environment, health & safety requirements, building codes etc., must always be complied with in distributed solar O&M, too.

14.1. Stakeholders

The active O&M stakeholders in a distributed solar system have historically been limited to the system owner and the retailer/installer with very rare direct involvement by suppliers, third party engineers/advisors and lenders. The installer will typically make use of third-party software providers to provide the monitoring and basic alerting services.

The installer must not take advantage of their position of strength and should honestly and accurately provide all information to system owners. In particular, it must be clear what the impact is if yield predictions are not achieved and the requirements for O&M must include planned electrical inspections and corrective maintenance.

The installer should not state that solar systems are self-cleaning and do not require any maintenance.

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SolarPower Europe | BEST PRACTICE GUIDELINES | 81

Sharing of technical guidebooks, on solar and other technologies

Exchange of information on many technical areas, including standards

Name ↑	Modified ↓
Belgium note d'information technique NITE_002_PV-v01c.pdf	2019-05-29 10:47 am by William Stinissen
Belgium spécification technique ST...mes-photovoltaiques v201810.pdf	2019-05-29 10:44 am by William Stinissen
draft French standard for storage installations.pdf	2019-06-11 2:50 pm
ECA guide to solar PV systems.pdf	2019-09-20 4:26 pm by Luke Osborne
Finnish solar guide.pdf	2018-06-18 4:08 pm
IET CoP Solar PV_Section 18 Operation and Maintenance.pdf	2019-04-17 1:41 pm
SolarPower Europe solar operation and maintenance guidelines.pdf	2019-04-17 1:32 pm
Swedish solar handbook.pdf	2019-04-17 1:31 pm
UK recommendations on solar and fire.pdf	2019-04-17 1:41 pm



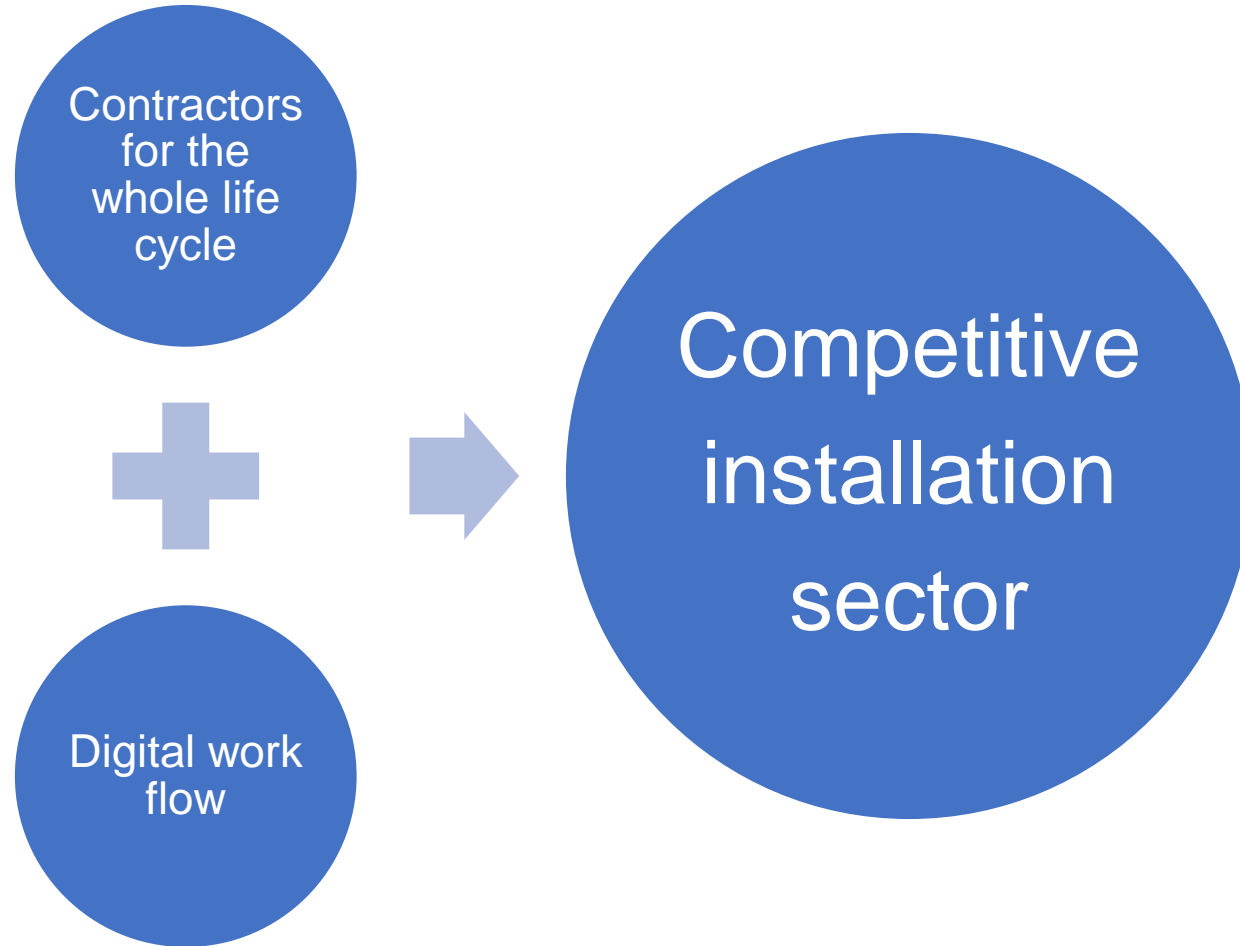
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III. BIM WG



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III. BIM WG

	Data level	Objects & System level
European associations work	<ul style="list-style-type: none"> • Acknowledge ETIM and BSDD standards as two preferred standards • Formulate expectations of ETIM (Norway) • Specify requirements for quality of data (input from NL) • Meet other standard representatives as VDI (Clemens) • Support Building Smart Data Dictionary (BSDD) as part of Building Smart and IFC to enable better interoperability between BIM Modelling softwares • Talk with European wholesaler and manufacturer organizations about data quality 	<ul style="list-style-type: none"> • Support IFC & OpenBIM • Understand how we can create common library for different BIM modelling softwares (learn from national initiatives)
National associations work	<ul style="list-style-type: none"> • Join national BIM initiatives • Set data standard, preferable on ETIM or VDI • Make technical building contractors understand the value of data and the change that digitalization will trigger along the value chain • Explain how to move from products to services 	<ul style="list-style-type: none"> • Join national BIM initiatives • Create common generic library for different BIM modelling softwares and embrace/adopt them • Form frontrunner groups • Engage technical building contractors in national work
Technical building contractors work		<p>Put pressure on suppliers so that they:</p> <ul style="list-style-type: none"> • Provide data to be used in generic objects • Develop applications (ex. configurators) to be used in a BIM environment • Stop creating object libraries • Invest in BIM data and applications
Suppliers work	<ul style="list-style-type: none"> • Provide reliable data 	<ul style="list-style-type: none"> • Provide data to be used in generic objects • Develop applications (ex. configurators) to be used in a BIM environment • Stop creating object libraries • Invest in BIM data and applications

IV. Value Chain WG

A new WG established last year to expand Karl-Heinz' activities
Focus on three work streams:

Public information on European electrical contracting sector

Data -> Website, factsheet, report

Target group: policy makers, industry, our sector

Internal analysis on how to optimise the electrical contracting sector in the value chain

Target group: AIE member associations -> our sector

Stakeholder map for AIE collaboration

Target group: AIE and member associations



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IV. Value Chain WG



the European electrical contracting sector

200 BILLION EUR ANNUAL TURNOVER

15% of overall construction sector turnover



300 THOUSAND COMPANIES



60% of which employ 1 to 5 professionals
Average number of employees per company is 6

1.8 MILLION EMPLOYEES

1 in every 134 professionals is employed by electrical contractors, equating to 1% of the active population



HIGHLY-VALUED JOBS



Skilled, local and stable jobs, key to meeting climate and energy goals



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IV. Value Chain WG

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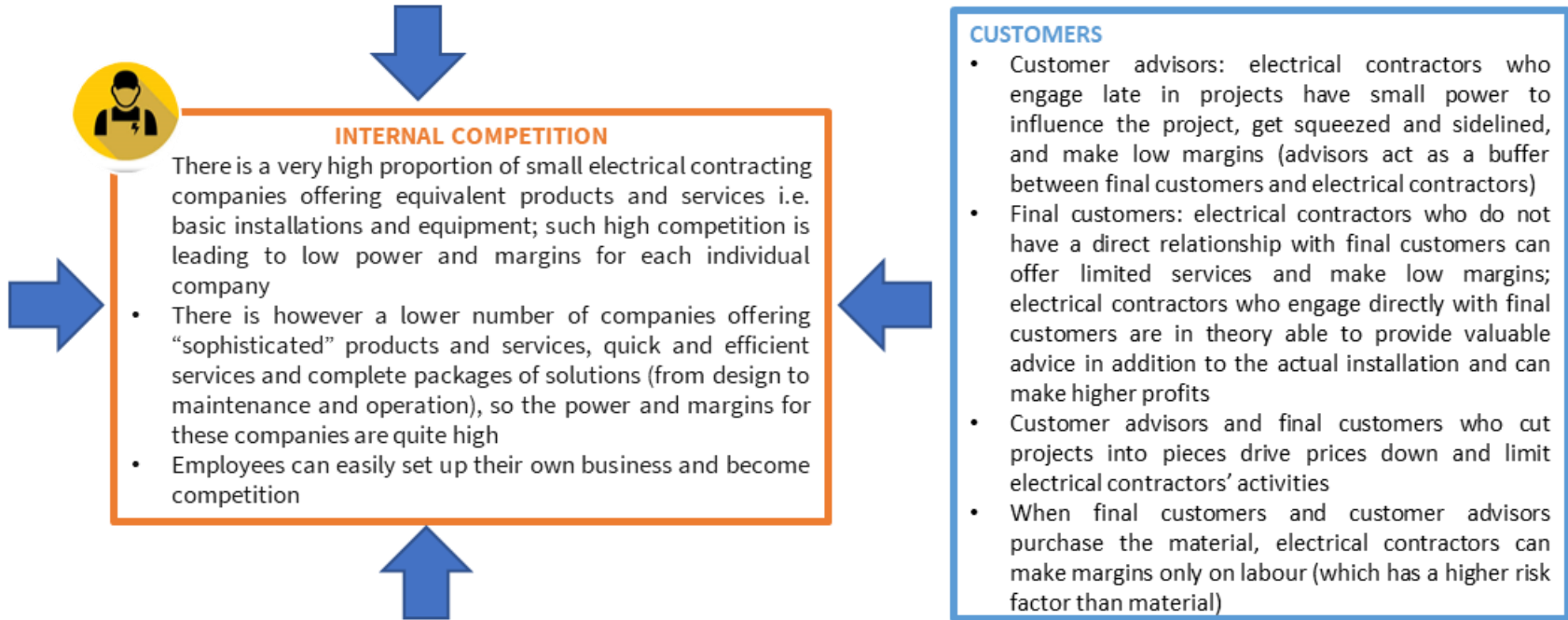
IV. Value Chain WG

NEW ENTRANTS

- Large (multinational) companies, manufacturers (e.g. Schneider), product distributors and retailers (e.g. Sonepar, IKEA), e-commerce companies (e.g. Ebay), electricity retailers or electrical distribution grid operators (e.g. Engie or Enedis), can easily enter the design, installation and servicing/maintenance market thanks to their strong brand reputation, economy of scale and use of digital tools
- Barriers to entry, which are our strengths, are the needs for very strong local roots/ties and expertise, which large manufacturers, product distributors and retailers and e-commerce companies do not have, but which electricity retailers and electrical distribution grid operators do have
- It is easy to set up an installation business (incl. for non-trained professionals), increasing competition on the market

SUPPLIERS

- Manufacturers, distributors or advisors (e.g. architects, QSs) can deal directly with final customers and supply them with products
- In some countries, distributors and manufacturers are offering a design and supply of materials service
- Manufacturers and distributors are increasingly providing prefabricated assemblies, reducing on-site installation
- There are a lot of suppliers (distributors/wholesalers) offering the same types of products; the growth of e-commerce companies is leading to an increase in electrical product offers; so, in theory, installers should be able to buy products at decreasing cost
- It may however be difficult for installers to pick and choose the most competitive suppliers, as the latter may implement strategies hampering supplier switching



CUSTOMERS

- Customer advisors: electrical contractors who engage late in projects have small power to influence the project, get squeezed and sidelined, and make low margins (advisors act as a buffer between final customers and electrical contractors)
- Final customers: electrical contractors who do not have a direct relationship with final customers can offer limited services and make low margins; electrical contractors who engage directly with final customers are in theory able to provide valuable advice in addition to the actual installation and can make higher profits
- Customer advisors and final customers who cut projects into pieces drive prices down and limit electrical contractors’ activities
- When final customers and customer advisors purchase the material, electrical contractors can make margins only on labour (which has a higher risk factor than material)

SUBSTITUTES

- Electrical contractors’ design activities can be carried out by general contractors and engineers and by manufacturers (e.g. Tesla powerwall) and distributors (e.g. Sonepar)
- Off-site manufacture replaces/reduces on-site installation
- For some products, the installation can be carried out by the final customer (Do-It-Yourself kits, plug-and-play)
- Installation of specific products (e.g. fire and alarm systems, control systems) can be carried out by specialized companies
- Maintenance and servicing can be carried out by specialized companies and by manufacturers (e.g. when products are connected)

IV. Value Chain WG

A new WG established last year to expand Karl-Heinz' activities
Focus on three work streams:

Public information on European electrical contracting sector

Data -> Website, factsheet, report

Target group: policy makers, industry, our sector

Internal analysis on how to optimise the electrical contracting sector in the value chain

Target group: AIE member associations -> our sector

Stakeholder map for AIE collaboration

Target group: AIE and member associations



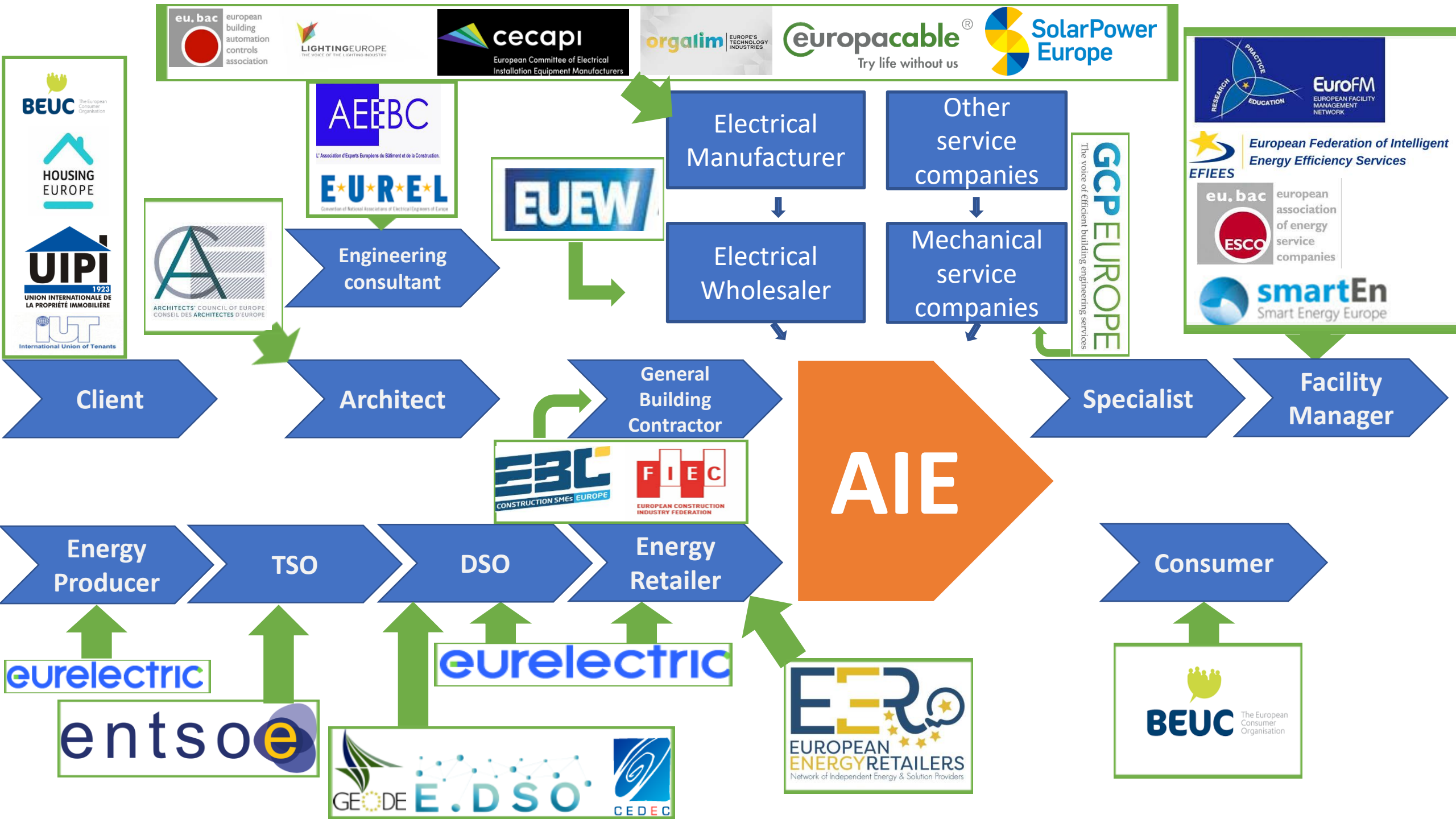
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eu.bac european building automation controls association
 LIGHTING EUROPE THE VOICE OF THE LIGHTING INDUSTRY
 cecapi European Committee of Electrical Installation Equipment Manufacturers
 orgalim EUROPE'S TECHNOLOGY INDUSTRIES
 europacable® Try life without us
 SolarPower Europe

BEUC The European Consumer Organisation
 HOUSING EUROPE
 UIPI 1923 UNION INTERNATIONALE DE LA PROPRIÉTÉ IMMOBILIÈRE
 IUT International Union of Tenants

AEEBC L'Association d'Experts Européens du Bâtiment et de la Construction.
 EUREL Convention of National Associations of Electrical Engineers of Europe

EUEW

Electrical Manufacturer

Other service companies

GCEP EUROPE The voice of efficient building engineering services

EuroFM EUROPEAN FACILITY MANAGEMENT NETWORK

EFIEES European Federation of Intelligent Energy Efficiency Services

eu.bac european association of energy service companies
 ESCO

smartEn Smart Energy Europe

ARCHITECTS' COUNCIL OF EUROPE
 CONSEIL DES ARCHITECTES D'EUROPE

Engineering consultant

Electrical Wholesaler

Mechanical service companies

Client

Architect

General Building Contractor

Specialist

Facility Manager

AIE

Energy Producer

TSO

DSO

Energy Retailer

Consumer

eurelectric

entsoe

GEODE E.DSO CEDEC

EBC CONSTRUCTION SMEs EUROPE
 FIEC EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

EERO EUROPEAN ENERGY RETAILERS Network of Independent Energy & Solution Providers

BEUC The European Consumer Organisation

V. Budget TF

Established last year to work on reform of membership fee system

Proposal for new system was adopted last March

Task Force can be considered as dissolved

Association (country)	Old system		Transition		New system			
	2018 fee, based on n.inhabitants (EUR) (rounded, excl VAT), some discounts apply	2018 fee, based on n.inhabitants (EUR) (rounded, with VAT)	2019 transition fee (EUR, excl VAT)	2019 transition fee (EUR, with VAT)	2020 fee, based on represented turnover + fixed country contribution (EUR) (excl VAT)	2020 fee, based on represented turnover (EUR) (with VAT)	membership category, represented turnover range (billion EUR/year)	represented turnover (billion EUR)
FFIE-SERCE (FR)	22.000**	27.000	22.500	27.000	23.000 + 2.000	30.250	XL, > 15	31.1 (TBC)
ZVEH (DE)	22.500**	27.000	22.500	27.000	23.000 + 2.000	30.250		21.3
ECA (England, Northern Ireland and Wales)	22.000	n/a	19.000	n/a	16.000 + 2.000	n/a	L, 6 > x ≤ 15	6.9
EIT.Suisse (CH)	9.500	n/a	10.250	n/a	11.000 + 2.000	n/a	M, 3 > x ≤ 6	6
Techniek Netherland (NL)	11.500	n/a	11.500	n/a	11.000 + 2.000	n/a		5.4
Techlink (BE)	10.000	n/a	10.500	n/a	11.000 + 2.000	n/a		5-6 (TBC)
WKO-E (AT)	8.500**	10.000	10.500	n/a	11.000 + 2.000	n/a		5.2
NELFO (NO)	9.000	n/a	10.000	n/a	11.000 + 2.000	n/a		4.8
IN (SE)	10.000	n/a	10.500	n/a	11.000 + 2.000	n/a		4.1
STUL (FI)	9.000	n/a	10.000	n/a	11.000 + 2.000	n/a		4.3
TEKNIQ (DK)	9.000	n/a	8.000	n/a	7.000 + 2.000	n/a	S, 1 > x ≤ 3	3
SELECT (Scotland)	9.000	n/a	8.000	n/a	7.000 + 2.000	n/a		1.3
APEL (Luxembourg)	6.500**	8.000	5.000	5.500	4.000 + 2.000	7.200	XS, 0 > x ≤ 1	0.4 (TBC)
total	158.500	158.500*	158.250	158.250*	183.000	183.000*		

* VAT in Belgium is 21%; AIE collects VAT and transfers it to Belgian public administration

** These are discounted fees. The original, budgeted fees are the fees in next column to the right, with VAT included

7. 2019 achievements



Rebranding



More, and more deliverable-orientated working groups



More and improved member services



Improved communications



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7. 2019 achievements

Objectives	By the end of 2019
Membership and budget	
Membership reform results	<ul style="list-style-type: none"> At least 1 new member association Possible for corporates to be involved in AIE activities
Sponsorship	20,000 EUR for CoD and rebranding event on top of KNX sponsorship (5,000)
EU projects	1 project with small profit margin
Overall budget	Deficit of no more than 20,000 EUR
Visibility and influence	
Campaigns	Participation (leading role) in at least 1 campaign
Events participation	Sec gen to speak in at least 3 events
Policy updates and newsletters	Monthly
Extra-services for members	1-2 info-sessions/webinars/small events
Value Chain Working Group	1 tangible deliverable, e.g. report
Energy and Technical Working Groups	1-2 tangible deliverables from each of them
Rebranding	Completed successfully
Media and social media	At least 3 media mentions, 3 press releases, 350 followers on Twitter



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8. 2020 objectives



Grow and sharpen policy and regulatory influence

Leverage on (technical) knowledge from members



Continue and ramp up efforts to raise policy makers' awareness about importance of our sector

Capitalise on new modern and attractive visual identity

8. 2020 objectives

Objectives by 2020 AGM	
Membership and budget	
Membership	At least 1 new member association
Overall budget	Deficit of no more than 10,000 EUR
Visibility and influence	
Events	<ul style="list-style-type: none"> • Speaking slots in at least 3 events • 1 own conference + at least 2 own workshops
Policy updates and newsletters	Monthly
Working Groups	1-2 tangible deliverable per WG , e.g. report
Media and social media	3 media mentions, 1000 followers on Twitter (association + sec gen accounts)
Political communications campaign	Participate, possibly with leading role, in 1 new campaign
Policy/legislation	<ul style="list-style-type: none"> • Meet face-to-face or facilitate meetings with at least 5 policy makers • Clearly influence at least 1 EU political dossier
Value for members	
Extra member services	1-2 info-sessions/webinars
Members' awareness about AIE's value	Present AIE to board members of at least 8 AIE member associations or involve board members from at least 8 AIE member associations in AIE activities (e.g. interview articles for AIE newsletter)



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9. Financial governance

1. Secretariat sends financial transactions overview to Management Committee every months
2. Every quarter, Management Committee signs them off
3. 2018 books were audited by external auditor; this will be the rule going forward



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9. 2018 audited results and balance sheet

A few general pieces of information before we dive into the numbers

AIE is a small association with:

- 1.5 – 2 FTE
- Annual budget of less than 200,000 EUR
- A few expense items and income streams, mainly:

Expenses:

1. Fixed costs (staff, IT support, insurances...)
2. Travel and meeting costs, especially AGM
3. Communication costs, mainly email and website
4. Membership in other EU organisations

Income:

1. Membership from 14 full members the main income source
2. KNX sponsorship
3. EU co-funded project has ended and did not yield profit margin.



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9. 2018 audited results and balance sheet

BUDGET 2018		End of the year results: 31 Dec			
	BUDGET 2018	Result 31 Dec 2018		BUDGET 2018	Result 31 Dec 2018
European Association of Electrical Contractors					
1. Rent, insurance, phone, internet	€ 11.500,00	€ 1.692,22	Contributions (full + associate)	€ 170.006,01	€ 170.006,01
Accountancy	€ 3.800,00	€ 2.500,00	*Full members:		
Politico	€ 7.500,00	€ 0,00	1. Austria	€ 9.619,27	€ 9.619,27
2. Staff expenses	€ 118.000,00	€ 37.238,91	2. Belgium	€ 10.241,34	€ 10.241,34
3. Office Expenses + catering	€ 3.300,00	€ 0,00	3. Denmark	€ 8.909,35	€ 8.909,35
4. Amortisation of equipment	€ 3.600,00	€ 3.582,00	4. England	€ 21.804,18	€ 21.804,18
5. AIE representation at EU meetings	€ 900,00	€ 0,00	5. Finland	€ 8.857,12	€ 8.857,12
6. General Secretary travel expenses	€ 3.000,00	€ 1.680,06	6. France FFIE	€ 13.591,23	€ 13.591,23
7. Council of Delegates meetings + GS expenses	€ 3.500,00	€ 5.199,75	7. France SERCE	€ 13.591,23	€ 13.591,23
Simultaneous translation	€ 6.000,00	€ 3.897,39	8. Germany	€ 27.065,64	€ 27.065,64
8. AIE Meetings- travels	€ 3.000,00	€ 785,35	9. Luxemburg	€ 7.691,34	€ 7.691,34
AIE Meetings- catering	€ 1.500,00	€ 1.235,43	10. Norway	€ 8.793,01	€ 8.793,01
9. Translation expenses	€ 1.000,00	€ 1.677,65	11. Scotland	€ 8.831,00	€ 8.831,00
10. Contributions, conferences and training	€ 1.000,00	€ 908,10	12. Sweden	€ 9.894,69	€ 9.894,69
11. Website & IT	€ 3.000,00	€ 935,00	13. Switzerland	€ 9.531,42	€ 9.531,42
12. Promotion and communication	€ 1.000,00	€ 70,18	14. The Netherlands	€ 11.585,19	€ 11.585,19
13. Eur. Comp. of Young Electricians (Euroskills)	€ 5.000,00	€ 2.989,64	*Associate members:		
14. Miscellaneous	€ 500,00	€ 1.144,31	Italy	€ 0,00	€ 0,00
15. Impair losses of members (Italy and Spain)	€ 0,00	€ 0,00	Spain	€ 0,00	€ 0,00
16. Bank charges	€ 200,00	€ 349,81	Hungary	?	€ 0,00
17. Taxes	€ 450,00	€ 0,00	Slovenia	?	€ 0,00
18. European Projects	€ 11.591,14	€ 11.032,87	Portugal	€ 0,00	€ 0,00
19. Provision for activities	€ 20.000,00	€ 0,00	15. Sponsorship	€ 10.000,00	€ 5.000,00
20. Discount on membership fees (AT, FRx2, DE, LU)		€ 12.000,00	16. Capital gains & interests	€ 400,00	€ 11.068,57
21. SPE staff		€ 119.200,00	17. Regularisation	€ 0,00	€ 0,00
22. SPE other services		€ 5.800,00	18. European project	€ 11.591,14	€ 10.818,40
TOTAL	€ 209.341,14	€ 213.868,67	19. Reimbursement costs	€ 0,00	€ 0,00
			TOTAL	€ 191.997,15	€ 196.887,98
			RESULT	-€ 17.343,99	-€ 15.980,63

BALANCE SHEET ON DECEMBER 31st 2018			
European Association of Electrical Contractors			
ASSETS		LIABILITIES	
FIXED ASSETS	€ 3.581,60	STOCKHOLDERS' EQUITY	€ 291.499,53
Intangible assets		Accumulated profits	€ 308.480,22
Film (Being an Electrician)	€ 12.524,71		
Depreciations	€ -12.524,71	Result 2017	€ -16.980,69
Website	€ 25.155,90		
Depreciations	€ -21.574,30		
Tangible assets			
Office supplies	€ 15.004,89		
Depreciations	€ -15.004,89		
CURRENT ASSETS	€ 313.229,54	DEBTS	€ 25.311,61
Trade debtors	€ 28.090,14	Suppliers	
VAT	€ 28.090,14	Suppliers	
Doubtful debtors	€ 24.384,75	Invoice to be received	€ 12.493,16
Impairment losses clients (ASSISTAL & FEI)	€ -24.384,75		
Treasury	€ 95.207,14	Deferred charges and accrued income	
Shares	€ 0,00	VAT	€ 12.818,45
Rental guarantee (088-2517311-59)	€ 0,00	deferred charge	
Savings (088-2322579-06)	€ 95.207,14	Accrual Holiday pay vacation	€ 0,00
Portfolio Van Lanschot	€ 0,00	European project Smartel	
Cash at bank	€ 189.932,26		
Bank account (068-2337263-75)	€ 189.932,26		
TOTAL ASSETS	€ 316.811,14	TOTAL LIABILITIES	€ 316.811,14
TOTAL BALANCE SHEET	€ 316.811,14		€ 316.811,14

9. Audited accounts & balance sheet

- AIE closed the year 2018 with a **deficit of around 17,000 EUR as expected**
- **Main discrepancies** between forecasts and actuals:
 1. Since March 2018, separate fixed costs (e.g. staff, rent...) have been covered by a **package of services** provided by SolarPower Europe
 2. We applied **discounts worth 12,000 EUR to some membership fees** to avoid fee increase due to VAT
 3. We closed accounts with an investment company and gained around **11,000 EUR interests**
- We **used the provisions** agreed upon at CoD 2017 to cover transition costs from old system to service contract (1 month overlap between Evelyne/Carla and SolarPower Europe + some furniture, etc) and to cover reduced membership fee income (see point 2)
- Reserves at the end of 2018 amounted to around 291,000 EUR.



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9. Audited accounts & balance sheet

Partners

INDEPENDENT AUDITOR'S REPORT

The European Association of Electrical Contractors

To the

Opinion

In our opinion, subject to the remarks above, the financial statements referred to above (balance sheet total EUR 317.001,98, loss of the year EUR 16.980,69) present fairly, in all material respects, the assets and liabilities arising from the accounting system,, and the financial position of The European Association of Electrical Contractors as at December 31, 2018, which basis has been applied in the same way as the previous year.

In accordance with the mission of the auditor, we have audited the financial statements for the year 2018.

In accordance with the mission of the auditor, we have audited the financial statements of The European Association of Electrical Contractors for the year ending December 31, 2018, and the income statement, and the balance sheet, and the financial position of the Association have been prepared by management in accordance with the applicable regulations in Belgium.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the applicable regulation and lawful dispositions in Belgium, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.


Other Matters

Our responsibility is to include in our report mention and supplementary information following which are not likely to change the range of the above certificate of the financial statements:

- without prejudice to definite aspects of minor importance, accountancy is kept in accordance with the applicable regulation and lawful dispositions in Belgium;
- at the date of our report the financial statements to be published were not yet reported following the legal Belgian scheme; therefore our report is based on the internal balance sheet.
- we do not have to signal you of operation or decision taken in violation of the statutes.

Brussels, 25 January 2019

CDP De Wulf & C^o scrl
legally represented by



Vincent De Wulf
Partner

CDP
Partners

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10. Approval of the accounts and discharge of the Board



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11. Forecast December 2019 and 2020 budget

	2019 budget - adopted in Stockholm in Sept 2018	2019 forecast - as of Sept 2019	2020 budget - to be adopted in Montreux in Oct 2019	
Expenses				
1	SPE Services	154.000	154.000	160.000
	SPE Additional Services	10.000	0	0
2	Website and email hosting	1.200	1.200	1.200
3	AIF and AIF board insurances	2.500	100	2.500
4	External audit	2.500	2.500	2.500
5	Bank and other charges	700	700	700
6	Travel	6.000	6.000	6.000
7	Hosting of meetings	1.500	1.500	1.500
8	Brussels conferences and training	2.000	1.000	1.000
9	Participation in AGM+conference	3.500	3.500	20.000
	AGM interpretation	6.000	6.000	6.000
	AGM documents translation	2.000	2.000	2.000
10	Website amortisation (old and new)	6.600	6.600	3.000
11	Re-branding (visual identity and event)	15.000	15.000	0
12	Events/campaigns in Brussels			3.000
13	Promotion and communication	1.000	1.000	1.000
14	Euroskills and/or other memberships	6.000	2.000	2.000
15	EU projects	5.000	0	0
Total	225.500	203.100	212.400	
Income				
1	Contribution from current members (14)	155.000	158.000	183.000
2	Contribution from new members or associated corporates	5.000	5.000	5.000
3	Capital gains and interest	400	400	400
4	KNX sponsorship	5.000	4.100	5.000
5	Sponsorship / extra-contributions	30.000	10.000	15.000
6	EU projects	7.000	0	0
Total	202.400	177.500	208.400	
Result	-23.100	-25.600	-4.000	

11. Forecast December 2019

- End-of-the year results are more or less in line with expectations: around 26,000 planned vs 23,000 EUR expected.
- Main expenses and income streams:
 1. Contract with SolarPower Europe (154,000 EUR), rebranding (18,000 EUR), AGM participation (11,500 EUR)
 2. Membership fee income: 158,000 EUR; fees are middle way between fees applied in old system and fees from new system
 3. No EU project, contrary to plans
 4. Ambitious sponsorship objective will be missed
 5. Limited income is compensated by reduced costs (e.g. not buying extra-services from SolarPower Europe, lowered cost for membership in EU organisations, postponement of signing an insurance).



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11. Proposed 2020 budget

1. We want to keep budget deficit below 10,000 EUR
2. New membership fee system will generate higher income than in 2019 and 2018: 183,000 vs 158,000 EUR
3. We would like to set modest new membership and sponsorship targets, hoping that our improving reputation will help attract new supporters
4. We won't pay rebranding costs, except for the new website amortisation
5. We will do our outmost efforts to cover the costs for the AGM in Brussels: we suggest to cap organisational costs at 28,000 EUR and to collect 15,000 EUR entrance fees from you.



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11. Proposed 2020 budget / membership fees

Association (country)	Old system		Transition		New system			
	2018 fee, based on n.inhabitants (EUR) (rounded, excl VAT), some discounts apply	2018 fee, based on n.inhabitants (EUR) (rounded, with VAT)	2019 transition fee (EUR, excl VAT)	2019 transition fee (EUR, with VAT)	2020 fee, based on represented turnover + fixed country contribution (EUR) (excl VAT)	2020 fee, based on represented turnover (EUR) (with VAT)	membership category, represented turnover range (billion EUR/year)	represented turnover (billion EUR)
FFIE-SERCE (FR)	22.000**	27.000	22.500	27.000	23.000 + 2.000	30.250	XL, > 15	31.1 (TBC)
ZVEH (DE)	22.500**	27.000	22.500	27.000	23.000 + 2.000	30.250		21.3
ECA (England, Northern Ireland and Wales)	22.000	n/a	19.000	n/a	16.000 + 2.000	n/a	L, 6 > x ≤ 15	6.9
EIT.Suisse (CH)	9.500	n/a	10.250	n/a	11.000 + 2.000	n/a	M, 3 > x ≤ 6	6
Techniek Netherland (NL)	11.500	n/a	11.500	n/a	11.000 + 2.000	n/a		5.4
Techlink (BE)	10.000	n/a	10.500	n/a	11.000 + 2.000	n/a		5-6 (TBC)
WKO-E (AT)	8.500**	10.000	10.500	n/a	11.000 + 2.000	n/a		5.2
NELFO (NO)	9.000	n/a	10.000	n/a	11.000 + 2.000	n/a		4.8
IN (SE)	10.000	n/a	10.500	n/a	11.000 + 2.000	n/a		4.1
STUL (FI)	9.000	n/a	10.000	n/a	11.000 + 2.000	n/a		4.3
TEKNIQ (DK)	9.000	n/a	8.000	n/a	7.000 + 2.000	n/a	S, 1 > x ≤ 3	3
SELECT (Scotland)	9.000	n/a	8.000	n/a	7.000 + 2.000	n/a		1.3
APEL (Luxembourg)	6.500**	8.000	5.000	5.500	4.000 + 2.000	7.200	XS, 0 > x ≤ 1	0.4 (TBC)
total	158.500	158.500*	158.250	158.250*	183.000	183.000*		

* VAT in Belgium is 21%; AIE collects VAT and transfers it to Belgian public administration

** These are discounted fees. The original, budgeted fees are the fees in next column to the right, with VAT included

11. Proposed 2020 budget / membership fees

2020 fee, based on represented turnover + fixed country contribution (EUR) (excl VAT)	2020 fee, based on represented turnover (EUR) (with VAT)	membership category, represented turnover range (billion EUR/year)	represented turnover (billion EUR)
23.000 + 2.000	30.250	XL, > 15	31.1 (TBC)
23.000 + 2.000	30.250		21.3
16.000 + 2.000	n/a	L, 6 > x ≤ 15	6.9
11.000 + 2.000	n/a	M, 3 > x ≤ 6	6
11.000 + 2.000	n/a		5.4
11.000 + 2.000	n/a		5-6 (TBC)
11.000 + 2.000	n/a		5.2
11.000 + 2.000	n/a		4.8
11.000 + 2.000	n/a		4.1
11.000 + 2.000	n/a		4.3
7.000 + 2.000	n/a	S, 1 > x ≤ 3	3
7.000 + 2.000	n/a		1.3
4.000 + 2.000	7.200	XS, 0 > x ≤ 1	0.4 (TBC)
183.000	183.000*		

* VAT in Belgium is 21%; AIE collects VAT and transfers it to Belgian public administration

12. Approval of 2020 budget



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13. Welcome to external guests



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14. New name and next rebranding steps



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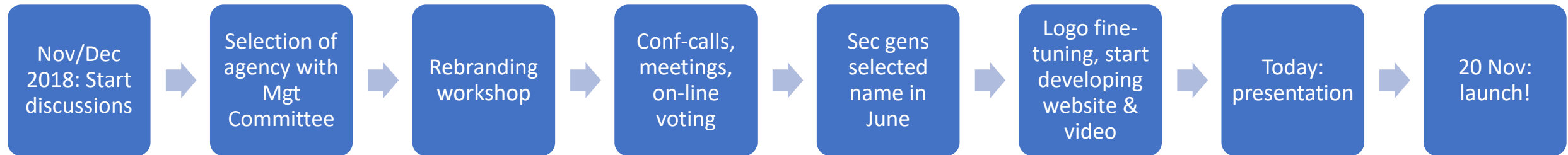
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14. New name

The process:



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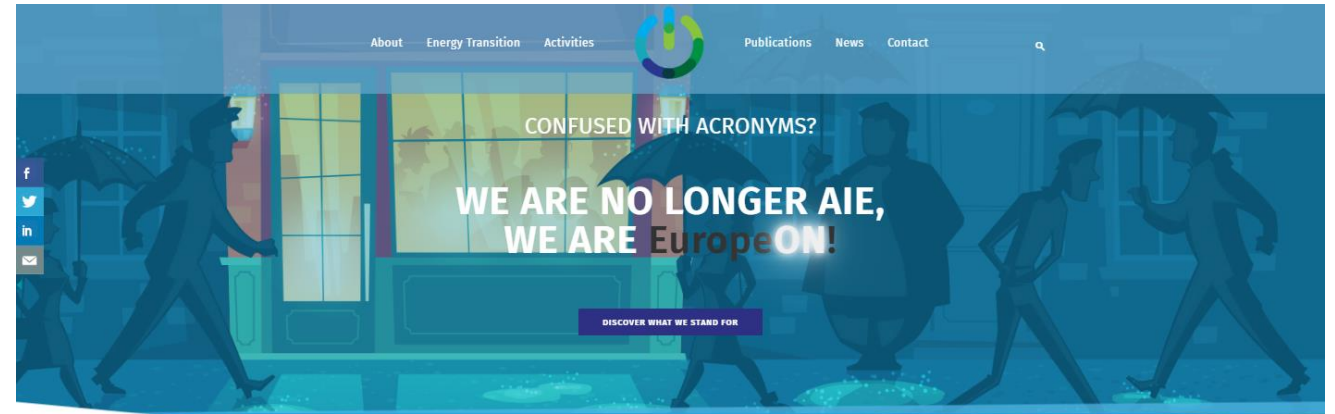
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14. New name

Our new name and website:



Electrical Contractors in Europe

234+ NUMBER OF EMPLOYEES	9+ COMPANIES	102+ TURNOVER TODAY
------------------------------------	------------------------	-------------------------------



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14. New name

Rebrand launch event:

INVITATION TO REBRAND LAUNCH
Discover AIE's new identity



Dear MEP,

I would like to invite you to an evening reception to celebrate AIE's new identity.

AIE is the **European Association of Electrical Contractors**. Electrical contracting businesses in Europe employ over **1 million local, skilled professionals**, who design, install, operate and maintain all types of electrical devices, machines and systems, both in buildings and infrastructure.

As **electricity is the fuel of choice in the decarbonisation** of our economy, our companies have become critical in this challenge, as they increasingly deliver the technologies and solutions needed for the energy transition.

For us at AIE, it is essential to reflect the renewed ambition of our sector by **modernising our identity**.

Come join us to celebrate our new look and learn more about our sector and what our businesses need from policy makers to

November 2019
20

START: 18:00
WHERE: rue de la Loi 42,
1040 Brussels

REGISTER

This event will be preceded by the conference "Electric Safety & Energy Transition: Preparing Buildings for a Safe Energy Transition". Click [here](#) for more



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15. Next year's AGM



Brussels, 28 October 2020

Compact, policy focused programme

Completely organised by AIE

Same city and date as GCP Europe's AGM



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