



AIE Council of Delegates

21 September 2018 | Stockholm



The European Association for Electrical Contractors

www.aie.eu

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1

Welcome by the President



Thomas Carlsson, IN-S



The European Association for Electrical Contractors

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3 Verification of the registration of delegates



Thomas Carlsson, IN-S



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Registration of delegates: art. 12.01 of AIE statutes

12.01 – Council of Delegates

Each member country is represented at meetings of the Council of Delegates by one delegate with the right of vote. This delegate may be accompanied by other representatives of his or her association. All participants will be authorised to participate in the debates. The delegate of each full member, having the right of vote, shall lay at the secretariat, before each meeting, a written mandate from his/her member country.

5 Nomination of scrutinisers



Thomas Carlsson, IN-S



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2 Approval of the agenda

CD 18-01



Thomas Carlsson, IN-S



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Agenda

1. Welcome by the President	T. Carlsson Installatörsföretagen
2. Approval of the agenda CD 18-01	T. Carlsson Installatörsföretagen
3. Verification of the registration of delegates	T. Carlsson Installatörsföretagen
4. Appointment of Secretary General	T. Carlsson Installatörsföretagen
5. Nomination of scrutinisers	T. Carlsson Installatörsföretagen
6. Approval of the minutes of Council of Delegates 2017 CD 18-02	T. Carlsson Installatörsföretagen
7. Report from the Management Committee	T. Carlsson Installatörsföretagen G. Constantin VSEI/USIE M. Bailey ECA
8. Assessment of AIE's 2015-2018 Strategic Roadmap CD 18-03	G. Concas AIE
9. Report from Task Forces and Working Groups <ul style="list-style-type: none"> a. Technical Task Force b. Energy Task Force c. Value Chain Task Force <ul style="list-style-type: none"> o BIM Working Group 	T. Hanssen NELFO A. Delepouille FFIE K.H. Bertram ZVEH Johan Martinsson Installatörsföretagen
10. Presentation of the 2017 financial report <ul style="list-style-type: none"> a. Profits and losses accounts 2017 CD 18-04 b. Balance Sheet 2017 CD 18-05 c. Explanatory note CD 18-06 	G. Gunnar NELFO
11. Report of the auditors CD 18-07	K. Van Dingenen Techlink P. Rifaux FFIE
12. Approval of the accounts and discharge of the Policy Coordination Committee members	T. Carlsson Installatörsföretagen
COFFEE BREAK	
13. Update on the financial situation 30 July 2018 and forecast 31 December 2018 CD 18-08 CD 18-09	G. Gunnar NELFO

14. Presentation of AIE's 2019-2021 Strategic Plan CD 18-03	G. Concas AIE
15. Presentation of the draft budget 2019, 2020 and 2021 CD 18-10	G. Concas AIE
16. Approval of the budget 2019	T. Carlsson Installatörsföretagen
17. Creation of Budget Task Force	T. Carlsson Installatörsföretagen
18. Announcement of the use of external auditors for 2019	G. Concas AIE
19. Elections of AIE officers CD 18-11	T. Carlsson Installatörsföretagen
20. Any other business	G. Concas AIE
21. Next Council of Delegates in: September 2019: Switzerland September 2020: Germany Belgium September 2021: Luxembourg	G. Concas AIE

EXTRAORDINARY GENERAL ASSEMBLY | AGENDA

21 September 2018 | Stockholm, Sweden | 10:00 – 12:00

- | | |
|--|---------------------------|
| 1. Verification of presence quorum | G. Constantin VSEI/USIE |
| 2. Proposal of modification to AIE statutes CD 18-12 | G. Concas AIE |
| 3. Vote on the proposed modifications | G. Constantin VSEI/USIE |

6 Approval of the minutes of CoD 2017 CD 18-02



Thomas Carlsson, IN-S



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2017 CoD minutes, prepared by Evelyne



CD 18-02

COUNCIL OF DELEGATES Minutes | 22 September 2017 – Vienna, Austria

1. Welcome by the President

Thomas Carlsson welcomes all delegates and especially the colleagues of USA and South-Africa to the Council of Delegates in Vienna. Additionally he thanks the organisation of WKO, VHZL and its team for the nice dinner on Thursday and warm hosting within the beautiful city that is Vienna.

2. Approval of the agenda

After these welcome words, President Thomas Carlsson asks whether there are items to be picked up which are not on the agenda and adds an item himself in n°18 'Any other business'. The PCC group would like approval of the Council to have some extra provision for this year, according to information received yesterday that Evelyne Schellekens is leaving AIE and on decisions to be taken. Hereafter, the agenda CD 17-01 is approved.

3. Verification of the registration of delegates

Before starting the meeting, the President then asks the number of registered member associations present at the meeting who thus have the voting right. The Netherlands are missing so this means that out of 13 full members, 12 members (12 full votes) are present.

4. Nomination of scrutinizers

The President asks for volunteers to scrutinize the voting. Christian Atzmüller (BEAK) and Jan Siezing (EIO/Installatörsföretagen) both raise their hand and are approved by the delegates as scrutinizers. The President thanks them for their availability.

5. Approval of the minutes of last Council of Delegates 2016

The President goes through the minutes of the Council of Delegates 2016 page by page and asks whether this is a correct record of the meeting. As there are no remarks or comments, the minutes CD/16-12 are approved.

6. Report of the President

Mr. Thomas Carlsson had prepared some issues for his report on the fee model (contributions) and the value of being a member and a possible cost reduction to work together with another organisation. But seen the information given yesterday at the Strategic Forum, the decision was taken to firstly work within a special work group to see what would work for the future or which possible cooperation can be made. It would be too soon now to talk about cost reduction without knowing how we will proceed. So Mr Thomas Carlsson decides to come back to the members later on, when the working group has done its job. He adds that Sweden, even as a small country, is happy to be member of AIE and stating that they get good value for very little money. He insists on raising the budget in the future for this secretariat, if AIE wants to be able to continue the good work and he hopes that everyone can understand this point of view.

4

Appointment of Secretary General



Thomas Carlsson, IN-S



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Appointment of Secretary General: art. 15.01 of AIE statutes

15.01 – The Council of Delegates shall have power to appoint a Secretary General of The Association at such remuneration and upon such conditions as it thinks fit and may remove and replace any person so appointed.

Introduction to the new AIE team



Giorgia Concas, Secretary General



Alyssa Pek, Communications Advisor

and expertise from larger association



7 Report from the Management Committee



Thomas Carlsson, IN-S Gérard Constantin, VSEI-CH Martin Bailey, ECA-UK



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2017-2018: big changes for AIE

2017 CoD:
Evelyne's and
Carla's decision
to leave

MC empowered
to find solution,
support from ad-
hoc task force

Decision to
outsource AIE
secretariat via
service contract

SolarPower
Europe selected
as service
provider, Giorgia
and Alyssa
selected as new
SG and CA

Content and
practical
handover

Announcements
to members and
to the outside
world, Giorgia
and Alyssa
started new
roles

2017-2018: big changes for AIE

New setting for the AIE secretariat:

- 1. Simplification:** 1 contract covering secretariat staff incl accountant, office space, IT equipment & support, staff and office insurances,...
- 2. Professionalism:** expertise & advice from a solid association on growing trend
- 3. Resource efficiency:** facilitated access to information & intelligence and to the Brussels and energy stakeholder networks

2017-2018: big changes for AIE

Already some improvements and results: communications



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© PDF_DIGITAL NEWSLETTER - 1st edition

- EYE CATCHER: AIE's Position papers EPBD and EED available soon
- EUROPEAN NEWS [Directives/Projects / Events]: AIE's position papers on EPBD and EED available now
- SECTOR RELATED NEWS & AIE ACTIVITIES
- FUTURE EVENTS

01_Eye catcher:

- AIE's Position papers on EPBD and EED available soon - Primary Energy conversion factor

On 30 November 2016, the European Commission adopted its Clean Energy for All Package, also called "Winter Package", including the revised Energy Efficiency Directive (EED) and Energy Performance of Buildings Directive (EPBD). With the package the Commission intends to accelerate building renovation rates, facilitate access to finance and create jobs in the building sector.

In December and January, the AIE Energy Task Force worked on its draft AIE position paper which should be endorsed in the next coming days. The AIE warmly welcomes the proposals in the *revision of the EPBD and highlights the need to speed-up renovation, to have consistency between roadmaps and the National energy efficiency action plans of each Member State, suggests other improvements regarding the provisions for the charging points for electric vehicles, time-scale for the implementation, proposes to include a new article on safety checks of the existing electrical systems in residential buildings and proposes its contribution to define the smartness indicator for buildings.*

Simultaneously the AIE has worked with the European stakeholders group on a common explanatory note of what the **primary energy conversion factor (PEF)** is, what the **problem/impact** of a 2.5 factor is and why the PEF should be lower than 2.5 or 2.0 (latest proposal of the Commission). This message is meant to be delivered to members of the European Parliament and national governments.

Both documents will be available soon.

02_European news [Directives / Projects / Events]

02-01: Emission trading system debate and vote of the European Parliament

The European Parliament's plenary meeting voted on Wednesday 15 February on the revision of the EU Emission Trading Scheme (ETS) for the period after 2020.

The main points:

The vote includes a number of important measures aimed at strengthening the EU ETS, such as doubling the intake rate of the Market Stability Reserve to 24% (2019-2022), cancelling 800 million



OUR PARTNERS



AIE Secretariat
The European Association for Electrical Contractors

1 rue d'Anvers 1071, Brussels, Belgium

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Editorial: The new EPBD – what is it and what does it mean for electrical contractors?

By Giorgio Concas, General Secretary

Editorial: Completing the road to Europe's energy transition

By Giorgio Concas, General Secretary

Editorial: Electricity Market piece of Europe's clean

By Giorgio Concas, General Secretary

Editorial: The EV Project Platform

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LE RENDEZ-VOUS SOLAIRE DE LA RETRÉE

Mercredi 5 et jeudi 6 septembre 2018 au CESE,
Palais de l'éna, siège du Conseil économique, social et environnemental à Paris

UNIVERSITÉ D'ÉTÉ de l'autoconsommation PHOTOVOLTAÏQUE

THURSDAY 18 OCTOBER 2018 - DAY 2
COPPER HALL

PROGRAMME

General Closing Session 15h30

Ouverture de l'Université d'été de l'autoconsommation LEROY, Président de l'ADEME, et Daniel BOUR, Pré

Hervé-Matthieu RICOUR, Directeur Général France E
Christèle WILLER, Vice-Présidente de la Région Gra
Agnès LANGEVINE, Vice-Présidente de la Région
l'association des Régions de France
Giorgia CONCAS, Déléguée Générale de l'Associat
Electrique
Christian BUCHEL, Directeur Clients et Territoires d'E
André JOFFRE, Conseiller stratégique de Tecsol

Speakers

- Franz Untertiller, Minister of the Environment, Climate and the Energy Sector, Baden-Württemberg, Germany
- François Bellot, Federal Minister of Transport, Belgium
- Alan T. Swartz, Member of Parliament, Ontario Government
- The European Association for Electrical Contractors (AIE)
- Introduction and Moderator: Julia Poliscanova, Manager, Clean Vehicles and Air Quality, Transport & Environment

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Assessment of AIE's 2015-2018 Strategic Roadmap

CD 18-03



Thomas Carlsson, IN-S

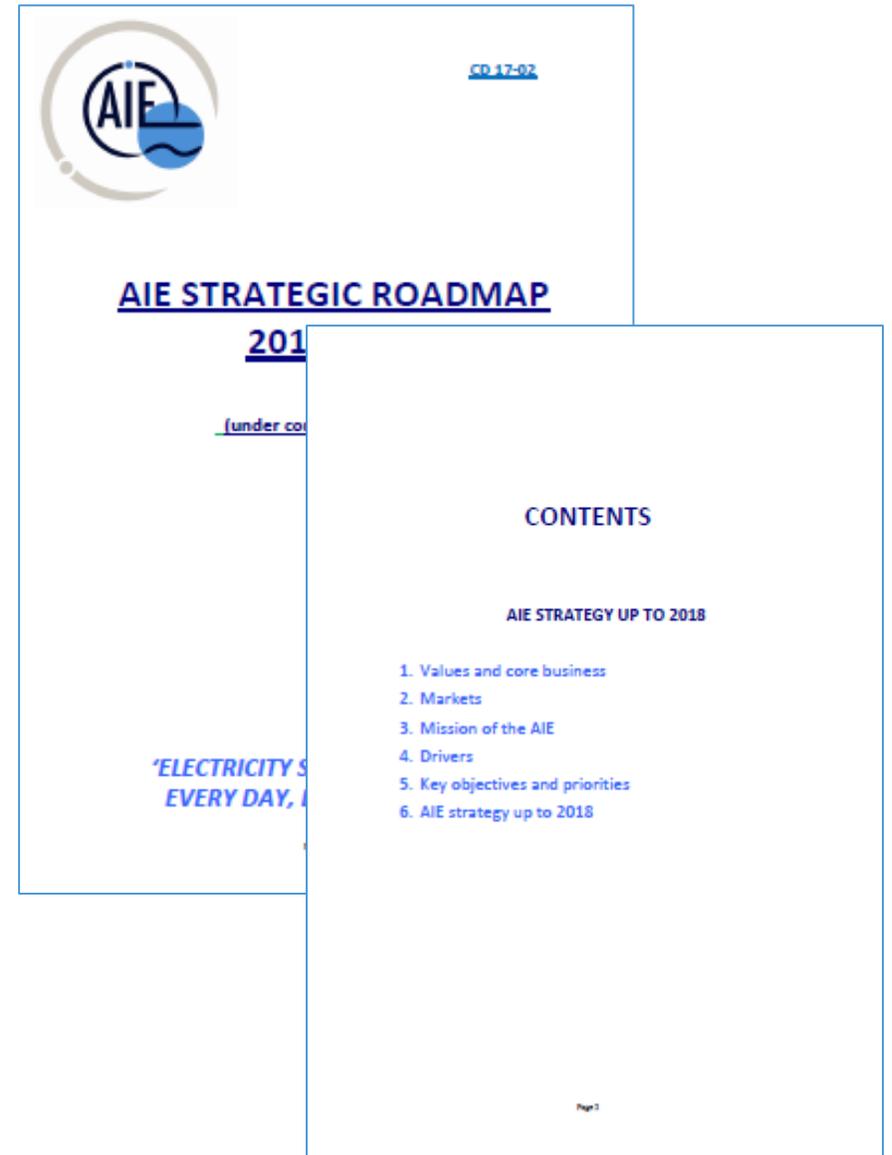
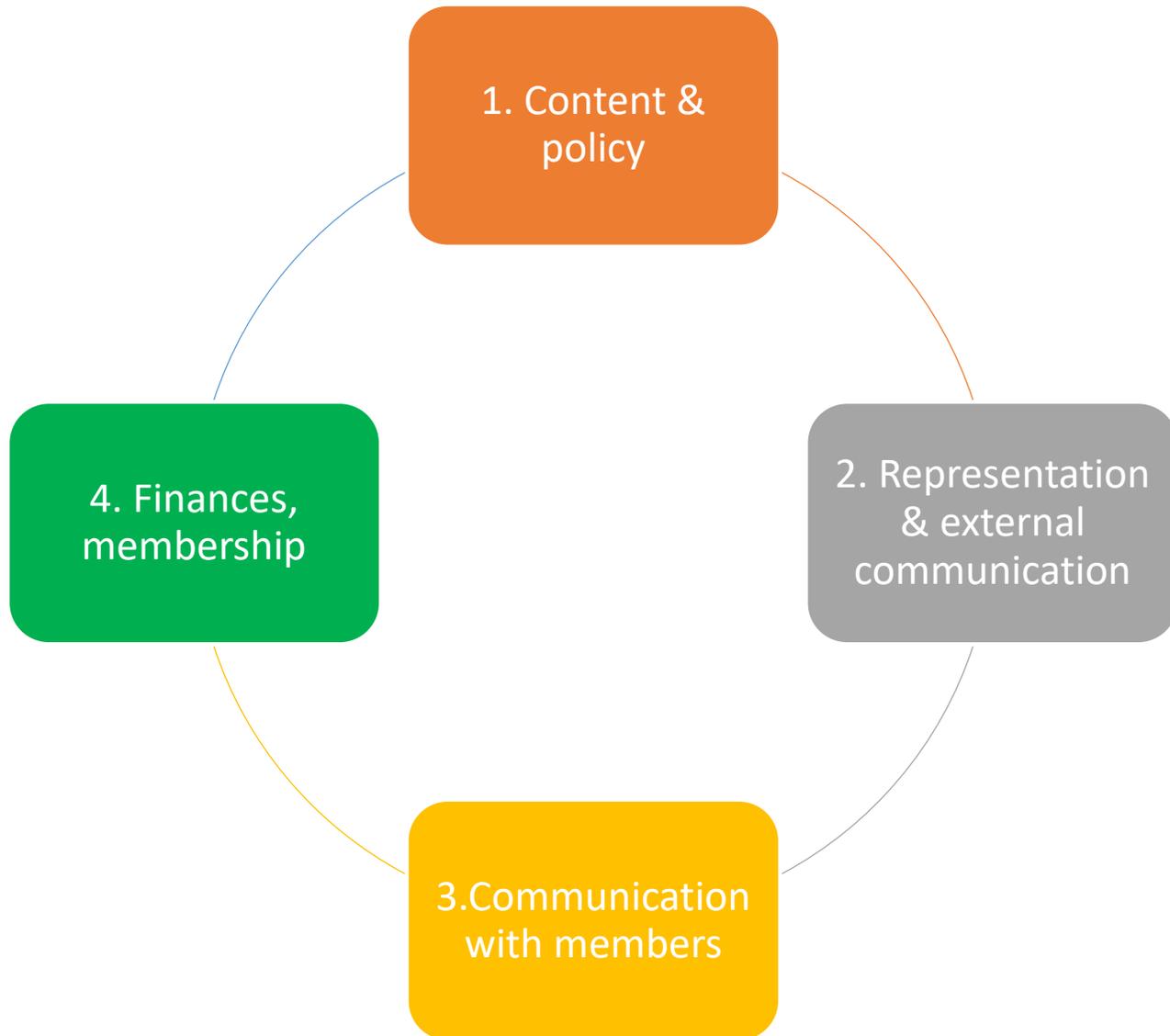


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Four focus areas



1. Content & policy



2. Representation & external communication



Electrical value chain 

Building value chain 

Electricity sector 

E-mobility sector  

Fire safety stakeholders  

Our own sector 



Newsletters



01_Eye catcher:

- AIE's Position papers on EPBD and conversion factor

On 30 November 2016, the European Commission "Winter Package", including the revised Energy Efficiency of Buildings Directive (EPBD). With the package, renovation rates, facilitate access to finance and create...

In December and January, the AIE Energy Task Force should be endorsed in the next coming days. The AIE EPBD and highlights the need to speed-up roadmaps and the National energy efficiency and others improvements regarding the provisions for time-scale for the implementation, proposes to include electrical systems in residential buildings and indicator for buildings.

Simultaneously the AIE has worked with the European note of what the primary energy conversion factor is and why the PEF should be lower than 2.5 or 2.0 meant to be delivered to members of the European...

Both documents will be available soon.

02_European news [Directives /

02-01: Emission trading system debate

The European Parliament's plenary meeting voted on the Emission Trading Scheme (ETS) for the period after 2020.

The main points:

The vote includes a number of important measures doubling the intake rate of the Market Stability Reserve...



Editorial: The new EPBD – what is it and what does it mean for electrical contractors ?

By: Giorgia Concas, General Secretary

A few weeks ago, the European Parliament and the Council began to put together the final pieces of the puzzle that is the Clean Energy Package by pushing through one of the key pillars of the package – the new Energy Performance of Buildings Directive (EPBD).

As buildings make up 40% of Europe's energy consumption, this directive will be essential to make buildings more energy efficient and fulfil Europe's decarbonisation goals. The EU has therefore applauded the relatively smooth adaptation of the directive as a major win to simultaneously boost the construction sector, protect the environment and ensure the well-being of consumers.

So, the question now remains – what does the EPBD actually mean for electrical contractors?

[Read More](#)

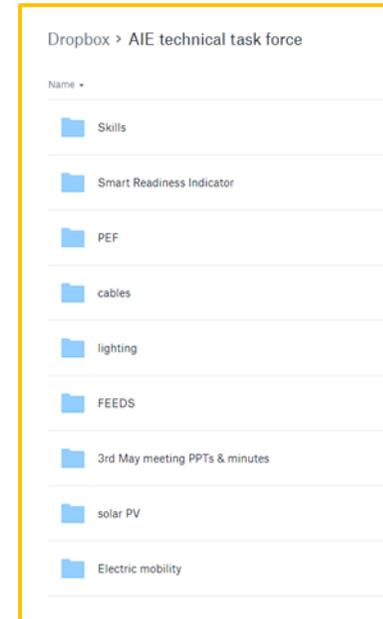
Highlight: Building the next generation of electrical contractors – an interview with AIE's Vice-President, Gérard Constantin

In a sector that is evolving at such a high speed with new technologies emerging everyday, it is essential that training keeps up with these developments in order to fuel the work force of today... as well as for the future. We sat down with



3. Communication with members

Website (members' area) & DropBox



Info-flashes -> policy updates

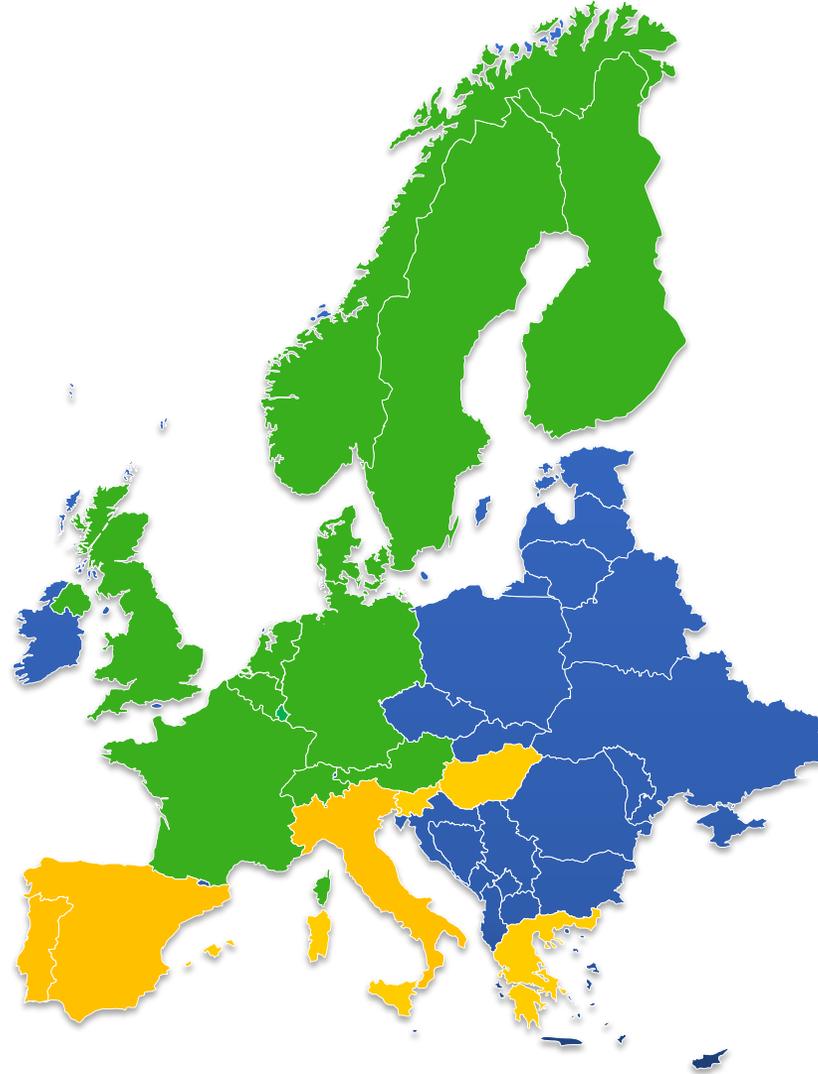


Task Force meetings & annual event



4. Finances, membership

Income and
membership
on
downward
trend



9 Report from Task Forces & Working Groups



Giorgia Concas, Secretary General

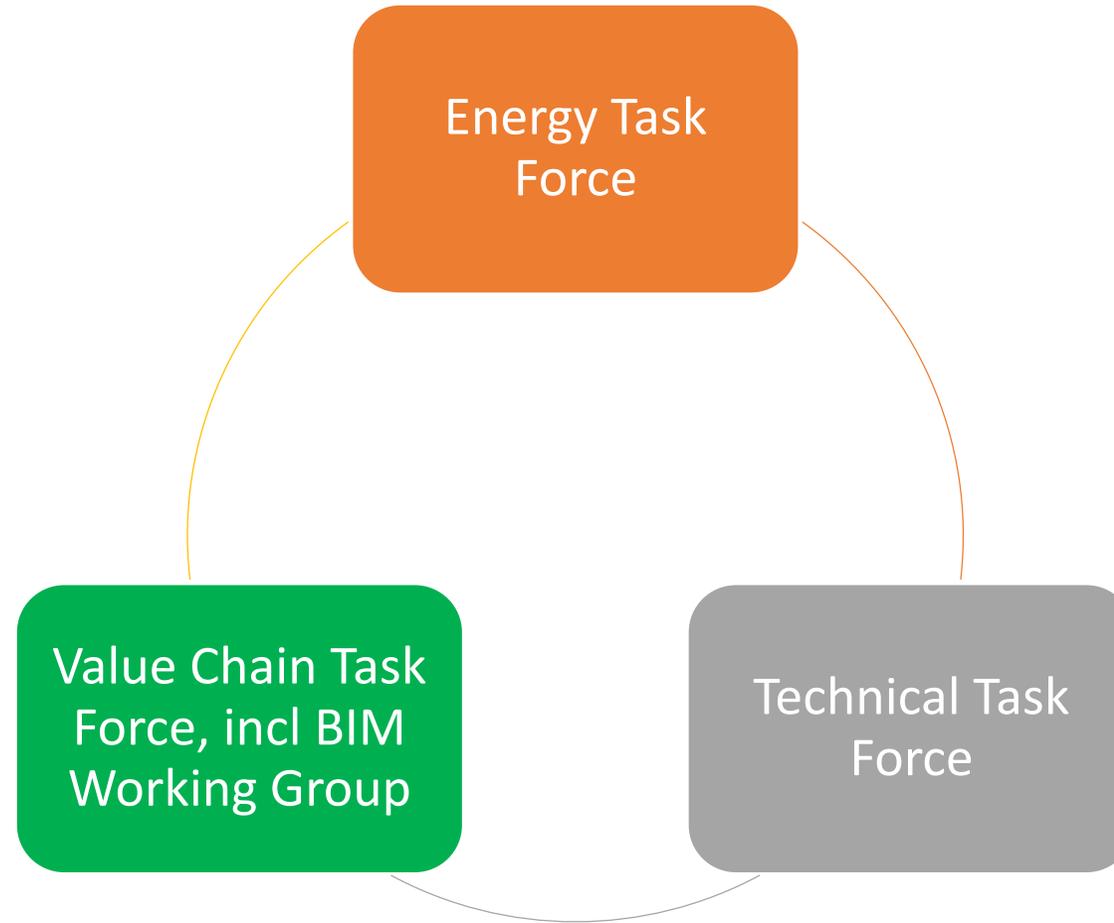


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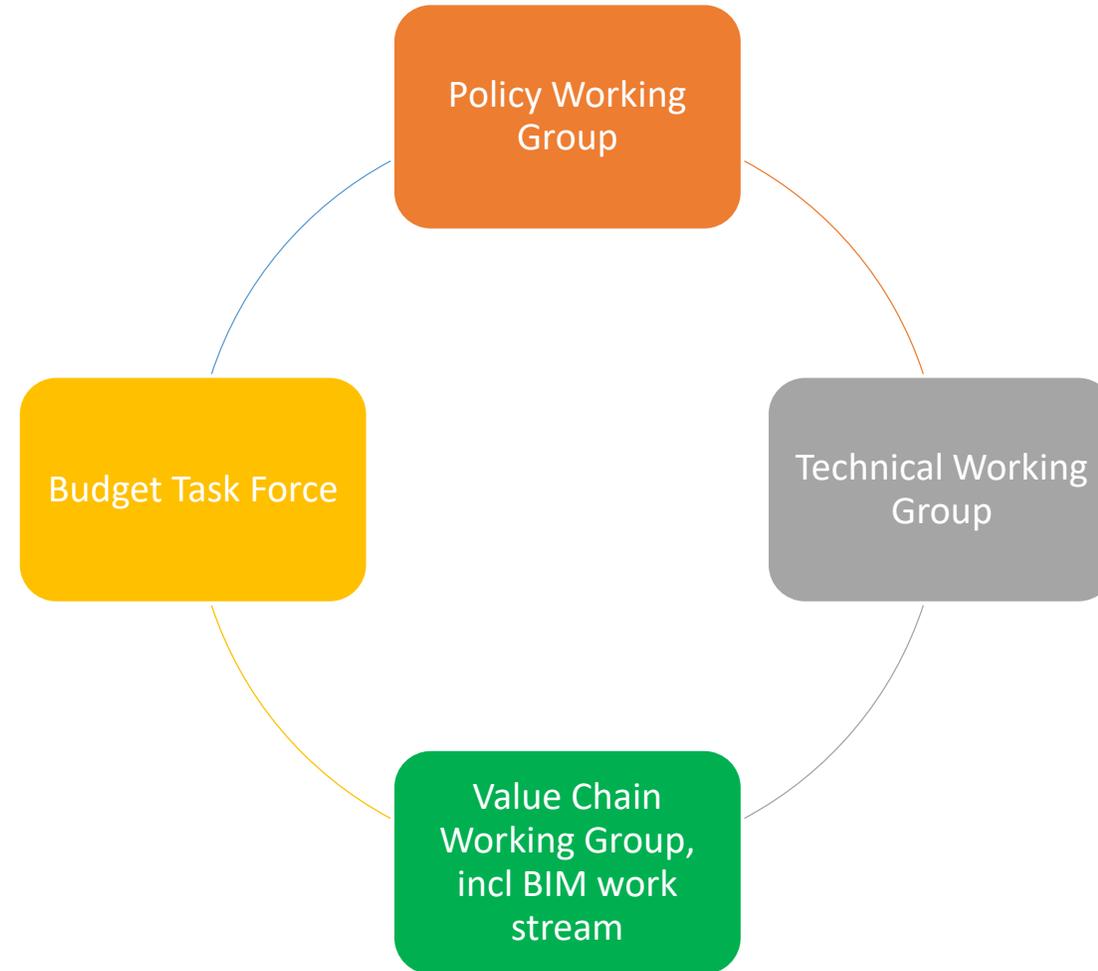
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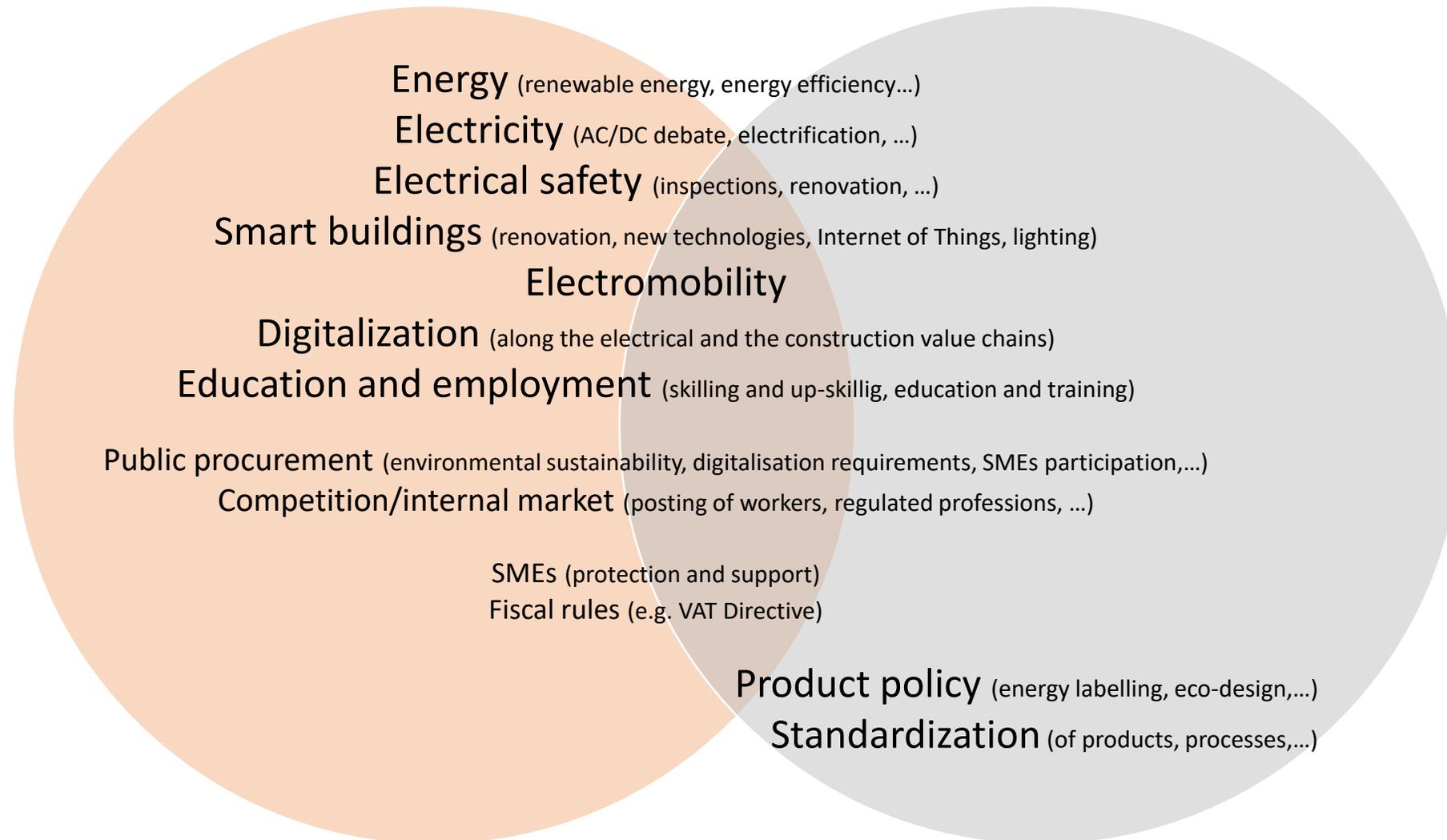
AIE Task Forces & Working Groups



AIE Task Forces & Working Groups, following recent PCC decisions



Scope of **Policy** & **Technical** Working Groups



Objectives of Policy & Technical Working Groups

Policy WG

1. Share information about EU and national policies/legislation
2. Support AIE positioning as important stakeholder in Brussels
3. Support definition and promotion of AIE position on relevant files

Technical WG

1. Share and improve technical knowledge (incl through site visits)
2. Support AIE on technical aspects of EU policies/legislation
3. Promote electrical contractors' interests in the field of standardisation (IEC, CENELEC)
4. Promote electrical safety and periodic verification

Report from Energy Task Force / Policy Working Group



Alexis Delepouille, FFIE-FR



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Energy Task Force activities 2017-2018

2017-2018: transition from old to new secretariat and from old to new chairman, regular conf-calls chairman / new secretariat



1 meeting in May 2018, external speaker from Eurelectric



2 papers on  electromobility ([transport electrification](#) + [electric vehicle infrastructure roll-out](#)), 1 paper on  [electrical fire safety](#) and 1 paper on  [Primary Energy Factor](#)



Support to 1 [Electrification](#) campaign, to 1 [Small Is Beautiful](#) campaign for EU regulation in favour of decentralized energy, and support to advocacy against  [solar trade barriers](#)



Intelligence sharing on  Energy Union legislation, incl on Smart Readiness Indicator and Primary Energy Factor, and information exchange on national regulatory frameworks for  solar self-consumption

Support to AIE membership application for  Electromobility Platform

2017

Sept

Launch of
Electrification
Campaign

Nov

Launch of
Small Is
Beautiful
Campaign

2018

Feb

Letter on PEF

Apr

Transport
electrification
paper

May

TF meeting

Solar trade
letter

July

Electromobility Platform
membership +
infrastructure paper

Sept

Fire Safety
paper

PEF: one of the greatest Energy Task Force achievements

A forward looking Primary Energy Factor for a greener European Future

What is the Primary Energy Factor and why does it exist?

- The Primary Energy Factor (PEF) connects primary and final energy. It indicates how much primary energy is used to generate a unit of electricity or a unit of useable thermal energy.
- It allows for comparison between the primary energy consumption of products with the same functionality (e.g. heating) using different energy carriers (particularly electricity vs. fossil fuels).
- Electricity is a final energy carrier, produced from different primary energy sources like fossil fuels (gas, coal), nuclear and renewables (hydro, wind, solar).
- Currently a PEF of 2.5 is used as a "conversion factor" to express electricity consumption/savings in primary energy consumption/savings, regardless of the type of energy source used to produce it (also when the electricity comes from renewables).



The current conversion factor implies that 1 unit of electricity requires an input of 2.5 units of primary energy. This assumes all power generation in the EU to have a 40% efficiency ($100 / 2.5 = 40$) – even non-dispatchable renewables from which energy is harnessed without the combustion of fuel. A PEF of 2.5 is too high and does not reflect the reality of power generation.

The need to update the PEF to 2.0

- The Commission has decided to review the PEF value and methodology in the Energy Efficiency Directive to better reflect the EU energy mix, in particular today's share of renewable energy in electricity generation and its strong increase in the near future.



2005
14.8% of the EU's electricity generated by RES

2017
30% of the EU's electricity generated by RES

2030
49% of the EU's electricity generated by RES



The current PEF for electricity is acting as a barrier for the decarbonisation of the heating sector. By 2030 the EU RES share in power generation is projected to be at least 49%. A value of 2.0, to be set for 2020 (when the EED will be implemented) is appropriate and justified by the [Fraunhofer Institute et. al.'s scientific methodology](#), prepared for the European Commission. The accelerated greening of the electricity mix justifies a frequent review of the value based on the aforementioned methodology, in order to reflect changes in reality.

The Primary Energy Factor (PEF) indicates how much primary energy is used to generate a unit of electricity or a unit of useable thermal energy

AIE has advocated for many years in favour of an EU review and update of the PEF value for electricity, considering the increasing renewable energy share in Europe's electricity generation



The EU Commission proposed recast Energy Efficiency Directive in 2016 contained 2.0 value



Lobbying organisations from the heating sector managed at the last minute before an EU Parliament vote in 2017 to amend the PEF and increase it to 2.5



In 2018 we obtained an agreement on a PEF value of 2.1

Report from Technical Task Force / Working Group



Terje Hanssen, NELFO-N



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Technical Task Force activities 2017-2018

2017-2018: transition from old to new secretariat, regular conf-calls chairman / new secretariat



- 1 site visit (Val Energies: smart building and grid project)
- 2 meetings (Oct 2017 and May 2018) with external speakers from CONSUEL (French inspection body for electrical installations), ByNubian (Belgian company focused on IoT) and Autarco (solar operation & maintenance company)
- 1 webinar on  solar operation & maintenance, 1 webinar on  battery storage



1 paper on  [electric vehicle infrastructure](#), 1 paper on  [electrical fire safety](#), 1 paper on [product policy measures for solar](#)



Intelligence and knowledge sharing on  standards, on  product policy measures (eco-design) and on  electrical fire safety (spec. AFDD)

2017

2018

Sept

Oct

May

July

Sept

TF meeting

TF meeting

Electromobility Platform
membership + infrastructure paper

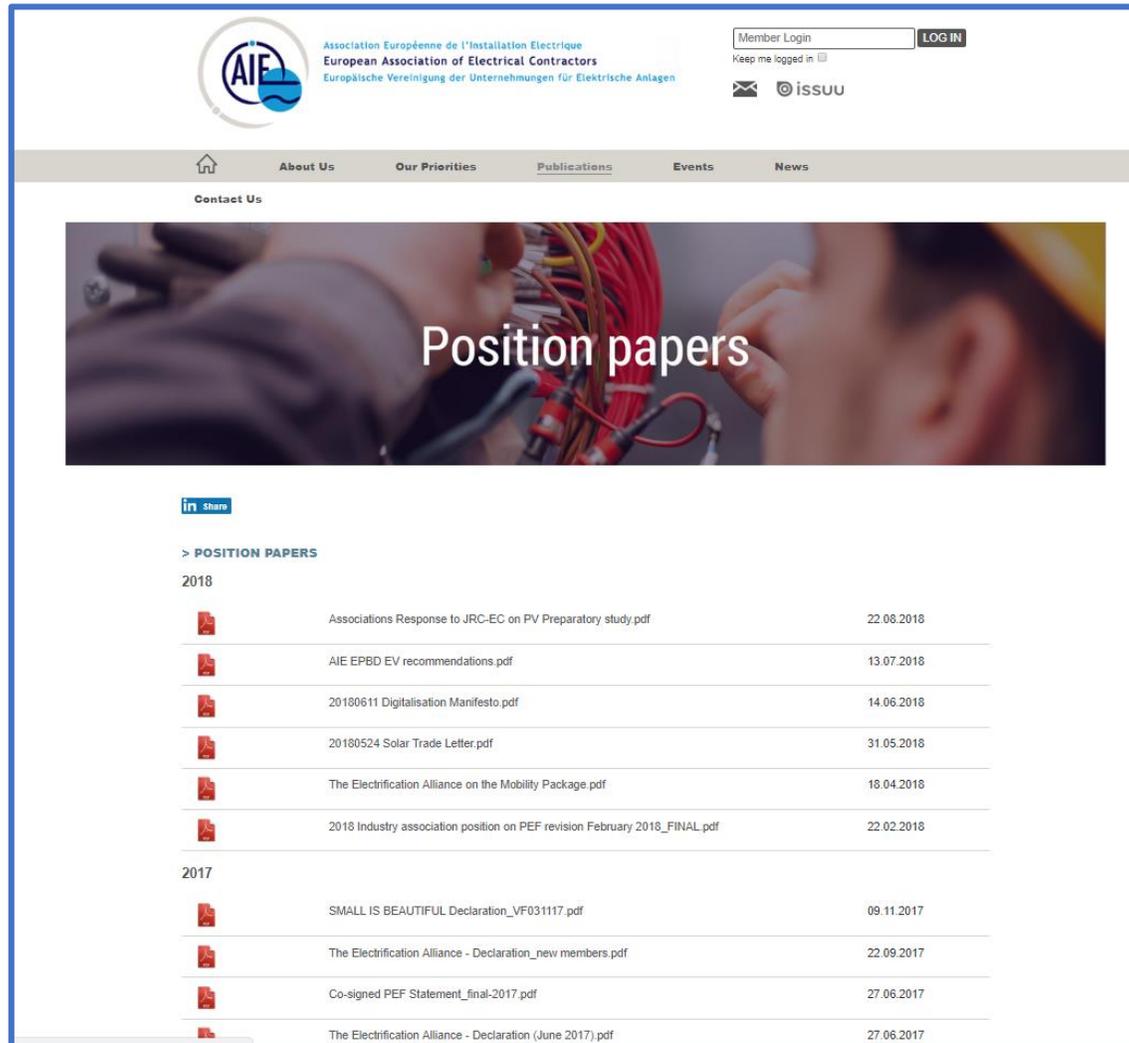
PV eco-design paper

Fire safety
paper

Webinars on
PV & storage

Where to find papers & other material from Policy and Technical WGs?

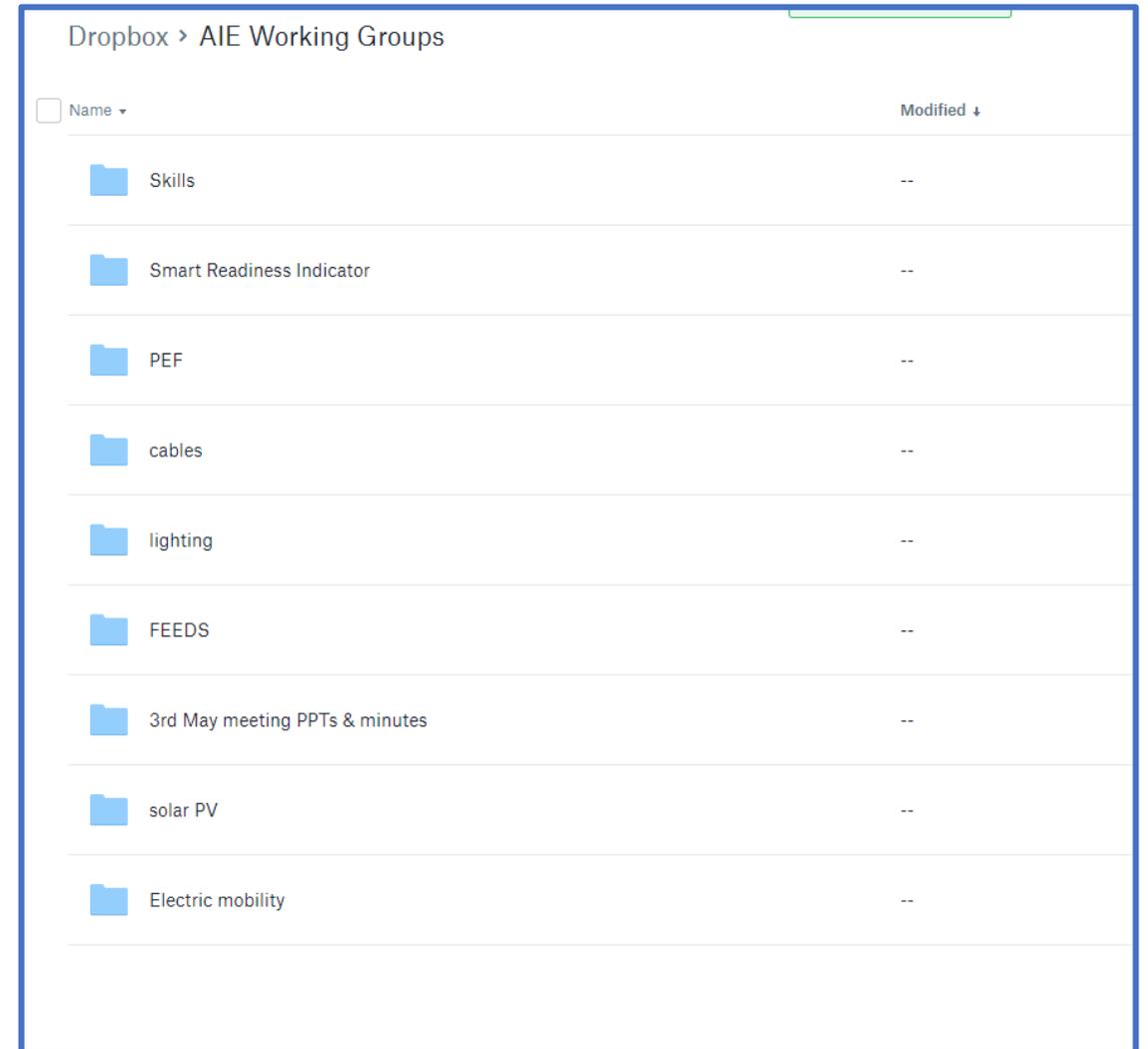
www.aie.eu/aie/page/Position_Papers



The screenshot shows the AIE website's 'Position Papers' page. At the top, there is a navigation bar with links for 'About Us', 'Our Priorities', 'Publications', 'Events', and 'News'. Below the navigation bar is a large banner image with the text 'Position papers' overlaid. Underneath the banner, there is a section titled '> POSITION PAPERS' with a sub-section for '2018'. This section contains a list of PDF documents with their titles and dates. Below the 2018 section, there is a sub-section for '2017' with a list of PDF documents.

Year	Document Title	Date
2018	Associations Response to JRC-EC on PV Preparatory study.pdf	22.08.2018
	AIE EPBD EV recommendations.pdf	13.07.2018
	20180611 Digitalisation Manifesto.pdf	14.06.2018
	20180524 Solar Trade Letter.pdf	31.05.2018
	The Electrification Alliance on the Mobility Package.pdf	18.04.2018
	2018 Industry association position on PEF revision February 2018_FINAL.pdf	22.02.2018
2017	SMALL IS BEAUTIFUL Declaration_VF031117.pdf	09.11.2017
	The Electrification Alliance - Declaration_new members.pdf	22.09.2017
	Co-signed PEF Statement_final-2017.pdf	27.06.2017
	The Electrification Alliance - Declaration (June 2017).pdf	27.06.2017

www.dropbox.com/home/AIE%20Working%20Groups



The screenshot shows the Dropbox interface for the 'AIE Working Groups' folder. It displays a list of sub-folders with their names and modification dates. The folders are: Skills, Smart Readiness Indicator, PEF, cables, lighting, FEEDS, 3rd May meeting PPTs & minutes, solar PV, and Electric mobility.

Name	Modified
Skills	--
Smart Readiness Indicator	--
PEF	--
cables	--
lighting	--
FEEDS	--
3rd May meeting PPTs & minutes	--
solar PV	--
Electric mobility	--

Report from Value Chain Task Force / Working Group



Karl-Heinz Bertram, ZVEH-DE



The European Association for Electrical Contractors

www.aie.eu

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Objectives & scope of the Value Chain Working Group

1. Collect and share information & intelligence from the electrical value chain
2. Support increase in AIE outreach & visibility via contacts with the electrical value chain

So far, Karl-Heinz Bertram own work; going forward, option to structure and broaden this Working Group

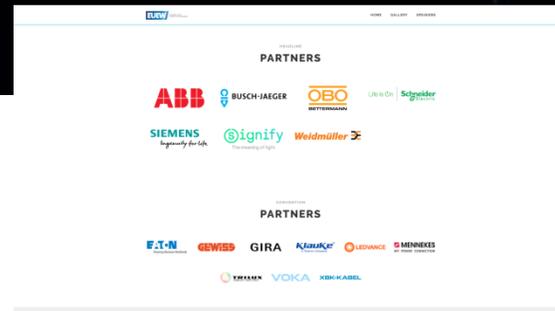
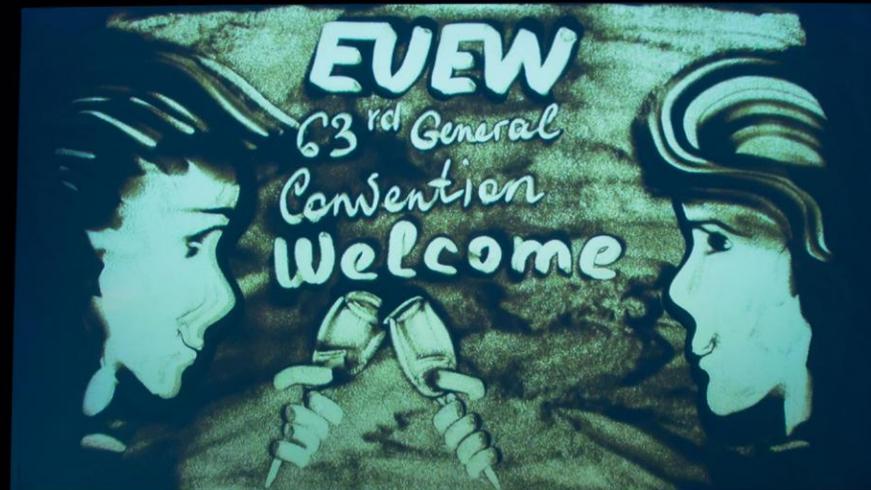
63rd EUEW Convention 2018 in Bonn



Ulrich Liedtke President, Würth



Hans Hanegreefs, Secretary General, EUEW



Some key aspects for electrical contractors

„It is our goal to make all products available online around the world.“



Ralf Kleber, Amazon Germany

- The Value Chain is forced to adapt. If they do not others will do. So in some field partners might become competitors.

- With E-Commerce the service and the margin model of the electrical contractor has to adapt, because of
 - more Information, esp. higher price transparency for the customer.
 - customer self procurement.



Online-Shops

- We need a digital value chain with total digital workflow for the electrical contractor.
- We need access to data and platforms to deliver the future services.
- Partners also might become competitors for the associations by delivering new services. So the associations have to develop their business model, too.



Wholesalers Info-App

Report from BIM work stream



Johan Martinsson, EIO-SE



The European Association for Electrical Contractors

www.aie.eu

[@AIEcontractors](https://twitter.com/AIEcontractors)

BIM work stream activities 2017-2018

Feeling within AIE & GCP Europe that electrical & mechanical contractors should more actively influence BIM adoption across Europe



2 meetings, in March 2018 (Brussels) and June 2018 (Stockholm)



Identification of:

- BIM benefits
- BIM challenges
- Working Group vision
- Working Group Chairman
- Tentative action points at EU and national level



Meeting yesterday: finalised action points, distributed tasks

Working Group material available on DropBox soon

10

Presentation of the 2017 financial report

CD 18-04 CD 18-05 CD 18-06



Gunnar Gran, NELFO-N



The European Association for Electrical Contractors

www.aie.eu

@AIEcontractors

Profits & losses accounts, balance sheet 2017

- As agreed, AIE cancelled all unpaid fees from former members
- In the absence of credits with non paying members, deficit would have been of 10-11,000 EUR
- Some accounting mistakes explain some mismatches between forecasts and results

FINANCIAL REPORT 2017										
	BUDGET 2016	EXPENSES 2016	REVISED BUDGET 2017	SITUATION 31.12.2017		BUDGET 2016	RECEIPTS 2016	OVERDUE 2016	BUDGET 2017	SITUATION 31.12.2017
European Association of Electrical Contractors										
1. Rent, insurance, phone, internet	€ 14,000.00	€ 7,685.77	€ 15,000.00	€ 9,445.13	Contributions (full + associate)	€ 169,995.00	€ 151,407.00	€ 17,588.00	€ 171,376.86	€ 161,560.69
Accountancy		€ 3,166.25		€ 4,537.50	1 *Full members:					
Politico		€ 3,763.10		€ 6,912.73	Austria	€ 8,602.00	€ 8,602.00	€ 0.00	€ 9,047.79	€ 9,047.79
2. Staff expenses	€ 122,000.00	€ 120,330.91	€ 115,000.00	€ 134,067.54	Belgium	€ 9,140.00	€ 9,140.00	€ 0.00	€ 9,677.54	€ 9,677.54
3. Office Expenses + catering	€ 3,200.00	€ 3,107.61	€ 3,000.00	€ 4,773.44	Denmark	€ 8,029.00	€ 8,029.00	€ 0.00	€ 8,361.64	€ 8,361.64
4. Amortisation of equipment	€ 1,500.00	€ 3,581.60	€ 3,500.00	€ 3,581.60	England	€ 18,651.00	€ 18,651.00	€ 0.00	€ 20,893.18	€ 20,893.18
5. AIE representation at EU meetings	€ 1,000.00	€ 859.82	€ 800.00	€ 672.43	Finland	€ 7,995.00	€ 7,995.00	€ 0.00	€ 8,319.35	€ 8,319.35
6. General Secretary travel expenses	€ 4,000.00	€ 2,307.54	€ 3,000.00	€ 1,149.03	France FFIE	€ 11,737.00	€ 11,737.00	€ 0.00	€ 13,078.55	€ 13,078.55
7. Council of Delegates meetings + GS expenses	€ 3,000.00	€ 3,221.13	€ 3,000.00	€ 2,548.33	France SERCE	€ 11,737.00	€ 11,737.00	€ 0.00	€ 13,078.55	€ 13,078.55
Simultaneous translation	€ 6,000.00	€ 0.00	€ 6,000.00		Germany	€ 22,990.00	€ 22,990.00	€ 0.00	€ 26,112.11	€ 26,112.11
8. AIE Meetings - travels	€ 4,000.00	€ 5,572.01	€ 2,000.00	€ 2,760.15	Luxemburg	€ 7,017.00	€ 7,017.00	€ 0.00	€ 7,165.59	€ 7,165.59
AIE Meetings - catering		€ 1,419.48	€ 1,500.00	€ 624.37	Norway	€ 7,925.00	€ 7,925.00	€ 0.00	€ 8,246.50	€ 8,246.50
9. Translation expenses	€ 1,500.00	€ 817.53	€ 1,000.00	€ 868.77	Scotland	€ 7,969.00	€ 7,969.00	€ 0.00	€ 8,284.10	€ 8,284.10
10. Contributions, conferences and training	€ 2,500.00	€ 755.25	€ 1,000.00	€ 1,482.00	Sweden	€ 8,829.00	€ 8,829.00	€ 0.00	€ 9,322.72	€ 9,322.72
11. Website & IT	€ 2,000.00	€ 4,047.26	€ 2,500.00		Switzerland	€ 8,528.00	€ 8,528.00	€ 0.00	€ 8,967.89	€ 8,967.89
12. Promotion and communication	€ 1,000.00	€ 510.51	€ 1,500.00	€ 1,292.35	The Netherlands	€ 10,258.00	€ 10,258.00	€ 0.00	€ 11,005.18	€ 11,005.18
13. Eur. Comp. of Young Electricians (Euroskills)	€ 3,000.00	€ 5,538.12	€ 3,300.00	€ 3,305.01	2 *Associate members:					
14. Miscellaneous	€ 500.00	€ 227.81	€ 500.00	€ 902.23	Italy	€ 9,505.00	€ 0.00	€ 9,505.00	€ 0.00	€ 0.00
15. Impair losses of members (Italy and Spain)	€ 0.00	€ 24,384.75	€ 24,384.75	€ 24,384.75	Spain	€ 8,083.00	€ 0.00	€ 8,083.00	€ 0.00	€ 0.00
16. Bank charges	€ 400.00	€ 152.03	€ 200.00	€ 235.07	Hungary	€ 1,000.00	€ 1,000.00	€ 0.00	€ 5,817.96	€ 0.00
17. Taxes	€ 400.00	€ 403.77	€ 450.00	€ 598.88	Slovenia	€ 1,000.00	€ 1,000.00	€ 0.00	€ 3,998.21	€ 0.00
18. European Projects	€ 0.00	€ 3,078.00	€ 11,582.40	€ 4,300.20	Portugal	€ 1,000.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
19. Provision for activities	€ 0.00	€ 0.00	€ 0.00		3 Sponsorship	€ 3,000.00	€ 3,000.00	€ 0.00	€ 5,000.00	€ 5,000.00
TOTAL	€ 170,000.00	€ 194,930.25	€ 199,217.15	€ 208,441.51	4 Capital gains & interests	€ 2,000.00	€ 250.82	€ 0.00	€ 300.00	€ 83.12
					5 Regularisation	€ 0.00	€ -0.23	€ 0.00	€ 0.00	€ 0.00
					6 European project	€ 0.00	€ 3,863.71	€ 0.00	€ 11,582.40	€ 6,954.69
					7 Reimbursement costs	€ 0.00	€ 1,520.11	€ 0.00	€ 0.00	€ 0.00
					SUBTOTAL	€ 174,995.00	€ 160,041.41	€ 17,588.00	€ 188,259.26	€ 173,598.50
					TOTAL	€ 170,000.00	€ 194,930.25		€ 199,217.15	€ 208,441.51
					RESULT	€ 4,995.00	€ -17,300.84	€ 17,558.00	€ -10,957.89	€ -34,843.01

Cash at bank € 3,541.81
Bank account (068-2337263-75) € 3,541.81

TOTAL ASSETS	€ 325,884.78	TOTAL LIABILITIES	€ 325,884.78
TOTAL BALANCE SHEET	€ 325,884.78		€ 325,884.78

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Report of the auditors CD 18-07



Kris Van Dingenen, Techlink-BE



Philippe Rifaux, FFIE-FR



The European Association for Electrical Contractors

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Report of the auditors



[CD 18-07](#)

RAPPORT DU AUDITEUR

EXERCICE 2017

Je soussigné, Monsieur Kris VAN DINGENEN, désigné par le Conseil des Délégués de l'AIE du 22 Septembre 2017 à Vienne comme auditeur, ai procédé le 26 juin 2018 à la mission qui m'a été confiée.

J'ai pris connaissance et vérifié les comptes de bilan et de résultat arrêtés au 31 décembre 2017.

J'ai contrôlé les inscriptions comptables d'une manière approfondie, vérifié la concordance entre les ordres de payment et les pièces justificatives, et obtenu de la part du Secrétaire Général de l'AIE les explications et informations demandées.

Par conséquent, je peux certifier que toutes les transactions ont été effectuées correctement et reflètent consciencieusement l'état du patrimoine, de la situation financière et des résultats de l'AIE.

Sur base de ce qui précède, je conclus ce rapport avec la mention explicite que je n'ai aucune réserve ni objection à formuler.

En foi de quoi, je demande au présent Conseil des Délégués de l'AIE d'approuver les comptes de bilan et de résultat au 31/12/2017 tels qu'ils ont été arrêtés.

Fait à Kornberg, le 26 juin 2018

Kris VAN DINGENEN



Philippe RIFAUX
Délégué Général

Je soussigné, Monsieur Philippe RIFAUX, désigné par le Conseil des Délégués de l'AIE du 22 septembre 2017 à Vienne comme auditeur, ai procédé le 26 juin 2018 à la mission qui m'a été confiée.

J'ai pris connaissance des livres et documents comptables au titre de l'exercice 2017.

Sur la base de ce qui précède, je conclus ce rapport avec **la mention explicite que je n'ai aucune réserve ni objection à formuler, et que tout est en ordre.**

Fait à Paris, le 26 juin 2018

Philippe RIFAUX



Techlink asbl - J. Charrièreplantsaen 1, 3070 Kortenberg
T +32 2 896 96 10 - BE 0682.796.163 - info@techlink.be

Fais partie de la



Membre adhérent de la :



18

Announcement of the use of external auditors for 2019



Thomas Carlsson, IN-S



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12

Approval of the accounts and discharge of the PCC members



Thomas Carlsson, IN-S



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13

Update on the financial situation 31 August 2018 and forecast December 2018

CD 18-08 | CD 18-09



Gunnar Gran, NELFO-N



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YtD 31 August 2018

- Expenses more or less in line with forecasts
- All 14 members have paid the 2018 fees, but we have not re-issued the invoices with VAT, yet

	BUDGET 2018	ACTUALS YTD August 2018		BUDGET 2018	ACTUALS YTD August 2018
European Association of Electrical Contractors					
1. Rent, insurance, phone, internet	€ 11,500.00	€ 2,618.33	Contributions (full + associate)	€ 170,006.01	€ 170,006.01
Accountancy	€ 3,800.00	€ 0.00	*Full members:		
Politico	€ 7,500.00	€ 0.00	1. Austria	€ 9,619.27	€ 9,619.27
2. Staff expenses	€ 118,000.00	€ 33,760.87	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	€ 1,490.35	6. France FFIE	€ 13,591.23	€ 13,591.23
7. Council of Delegates meetings + GS expenses	€ 3,500.00	€ 909.32	7. France SERCE	€ 13,591.23	€ 13,591.23
Simultaneous translation	€ 6,000.00	€ 0.00	8. Germany	€ 27,065.64	€ 27,065.64
8. AIE Meetings - travels	€ 3,000.00	€ 1,115.71	9. Luxemburg	€ 7,691.34	€ 7,691.34
AIE Meetings - catering	€ 1,500.00	€ 976.67	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	€ 794.25	12. Sweden	€ 9,894.69	€ 9,894.69
11. Website & IT	€ 3,000.00	€ 915.00	13. Switzerland	€ 9,531.42	€ 9,531.42
12. Promotion and communication	€ 1,000.00	€ 0.00	14. The Netherlands	€ 11,585.19	€ 11,585.19
13. Eur. Comp. of Young Electricians (Euroskills)	€ 5,000.00	€ 563.36	*Associate members:		
14. Miscellaneous	€ 500.00	€ 695.71	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	€ 88.65	Hungary	?	€ 0.00
17. Taxes	€ 450.00	€ 0.00	Slovenia	?	€ 0.00
18. European Projects	€ 11,591.14	€ 492.40	Portugal	€ 0.00	€ 0.00
19. Provision for activities	€ 20,000.00	€ 0.00	15. Sponsorship	€ 10,000.00	€ 5,000.00
21. SPE STAFF	€ 0.00	€ 75,000.00	16. Capital gains & interests	€ 400.00	€ 78.68
TOTAL	€ 209,341.14	€ 124,680.27	17. Regularisation	€ 0.00	€ 0.00
			18. European project	€ 11,591.14	€ 10,818.40
			19. Reimbursement costs	€ 0.00	€ 0.00
			RESULT	-€ 17,343.99	€ 61,222.82

Forecast December 2018

- We expect to close this year with a deficit of 33,500 EUR, against a budgeted deficit of 17,300 EUR
- If we did not have this VAT issue, we would end the year with results that are aligned with expectations

European Association of Electrical Contractors	BUDGET 2018	Forecast 31 Dec 2018		BUDGET 2018	Forecast 31 Dec 2018
1. Rent, insurance, phone, internet	€ 11,500.00	€ 2,618.33	Contributions (full + associate)	€ 170,006.01	€ 170,006.01
Accountancy	€ 3,800.00		*Full members:		
Politico	€ 7,500.00		1. Austria	€ 9,619.27	€ 9,619.27
2. Staff expenses	€ 118,000.00	€ 33,760.87	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	€ 900.00	5. Finland	€ 8,857.12	€ 8,857.12
6. General Secretary travel expenses	€ 3,000.00	€ 3,000.00	6. France FFIE	€ 13,591.23	€ 13,591.23
7. Council of Delegates meetings + GS expenses	€ 3,500.00	€ 3,500.00	7. France SERCE	€ 13,591.23	€ 13,591.23
Simultaneous translation	€ 6,000.00	€ 6,500.00	8. Germany	€ 27,065.64	€ 27,065.64
8. AIE Meetings - travels	€ 3,000.00	€ 3,000.00	9. Luxemburg	€ 7,691.34	€ 7,691.34
AIE Meetings - catering	€ 1,500.00	€ 1,500.00	10. Norway	€ 8,793.01	€ 8,793.01
9. Translation expenses	€ 1,000.00	€ 2,000.00	11. Scotland	€ 8,831.00	€ 8,831.00
10. Contributions, conferences and training	€ 1,000.00	€ 1,000.00	12. Sweden	€ 9,894.69	€ 9,894.69
11. Website & IT	€ 3,000.00	€ 1,200.00	13. Switzerland	€ 9,531.42	€ 9,531.42
12. Promotion and communication	€ 1,000.00	€ 0.00	14. The Netherlands	€ 11,585.19	€ 11,585.19
13. Eur. Comp. of Young Electricians (Euroskills)	€ 5,000.00	€ 5,000.00	*Associate members:		
14. Miscellaneous	€ 500.00	€ 800.00	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	€ 100.00	Hungary	?	€ 0.00
17. Taxes	€ 450.00	€ 0.00	Slovenia	?	€ 0.00
18. European Projects	€ 11,591.14	€ 11,292.40	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)		€ 15,027.35	16. Capital gains & interests	€ 400.00	€ 78.68
21. SPE staff		€ 119,203.00	17. Regularisation	€ 0.00	€ 0.00
22. SPE other services		€ 5,836.00	18. European project	€ 11,591.14	€ 10,818.40
TOTAL	€ 209,341.14	€ 219,819.95	19. Reimbursement costs	€ 0.00	€ 0.00
			TOTAL	€ 191,997.15	€ 185,903.09
			RESULT	-€ 17,343.99	-€ 33,916.86

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Presentation of AIE's 2019-2021 Strategic Plan

CD 18-03



Gérard Constantin, VSEI-CH



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2019-2021 strategy: shifting up a gear



to move



to the next level



2019-2021 strategy: what do we want to achieve?



1. Enhance AIE representativity and credibility



2. Make AIE **the** authoritative sector representation both for the sector itself and for policy makers

1. Enhance AIE representativity and credibility



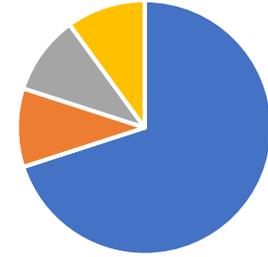
AIE budget 2018



■ membership ■ other

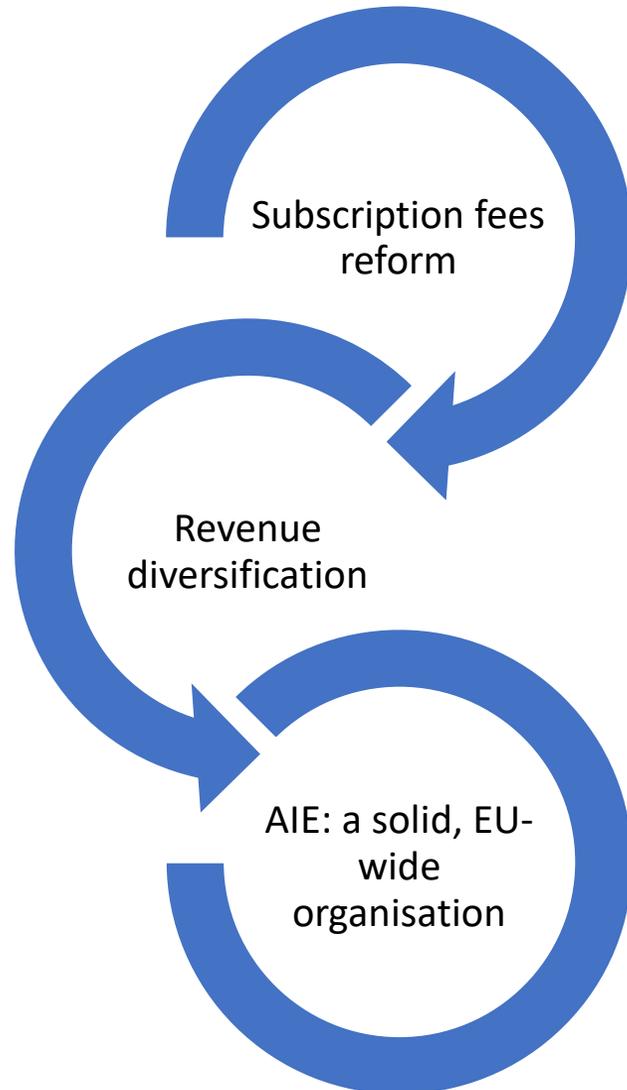


AIE budget 2021



■ membership ■ partnerships ■ events ■ projects

1. Enhance AIE representativity and credibility



Objectives	Q3 2018	By end of 2021
Number of member associations	14 member associations from western and northern Europe	18 member associations, incl from southern and eastern Europe
Total revenue / year	Avg 180,000 EUR	≥ 230,000 EUR
Sponsorship/partnership income / year	5,000 EUR	≥ 30,000 / year
Participation in EU projects	1 (ending in Dec 2018, no profits)	1 profitable project
Number of FTE	1.5	2-2.5

2. AIE: the authority for the EU electrical contracting sector

Policy/Content

Stronger network & cooperation with stakeholders

Stronger advocacy, better use of WGs

More information exchange with members

More networking/influence opportunities for members

Communications

Campaigning

More modern name & visual identity

Own Brussels event, more speaking opportunities

More (social) media exposure

Objectives	Q3 2018	By end of 2021
New visual identity (name, logo, website)	//	Process completed, positive feedback received
Number of info-sessions/webinars/events for members	0	2/year
Frequency of policy updates for members	Bimonthly	At least monthly
Number of AIE events in Brussels	0	At least 1/year
Number of sec gen public speeches	2/year	6/year
Number of campaigns led by AIE	0	At least 1
Social media activity	60 Followers/ Avg. 1 Retweet	1,000 Followers/ Avg. 10 Retweets
Media coverage, number of articles mentioning AIE	0	1/month
Number of press releases	2/year	6/year

2. AIE: the authority for the EU electrical contracting sector

Some ideas:



HOME THE CAMPAIGN CAMPAIGN COMMUNICATIONS POLITICAL SUPPORT NATIONAL PARTNERS REDAY Q



WATCH COMMISSIONER CANETE'S SPEECH

DOWNLOAD COMMISSIONER CANETE'S SPEECH

REDAY2017 HIGHLIGHTS VIDEO



Adrian Joyce
Renovate Europe Campaign Director



Join stakeholder platforms to improve AIE visibility
Organise similar campaign

European Parliament MEPs

Search Full list Incoming / Outgoing Assistants Directory

Browse map Advanced search Browse table Browse Chamber About MEPs

Surname: Political group:

Country: France Constituency: All constituencies

Political bodies: All bodies

Result(s) : 74

- Michèle ALLIOT-MARIE**
Group of the European People's Party (Christian Democrats)
France
Les Républicains
- Eric ANDRIEU**
Group of the Progressive Alliance of Socialists and Democrats in the European Parliament
France
Parti socialiste
- Marie-Christine ARNAUTU**
Europe of Nations and Freedom Group
France
Rassemblement national
- Jean ARTHUIS**
Group of the Alliance of Liberals and Democrats for Europe
France
Union des Démocrates et Indépendants
- Guillaume BALAS**
Group of the Progressive Alliance of Socialists and Democrats in the European Parliament
France

Workshops AIE members & their policy makers in BXL



An “electrical value chain” conference, or A conference with the construction sector, eg on fire safety

2019 plan



Giorgia Concas, Secretary General



The European Association for Electrical Contractors

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2019: let's get the ball rolling



1. Enhance AIE representativity and credibility

- Pass membership fees reform, attract at least one new member
- Device and implement sponsorship strategy & get involved in new EU project, to compensate for limited membership fees income



2. Make AIE **the** authoritative sector representation both for the sector itself and for policy makers

- Optimise participation in stakeholders' fora
- Take prominent role in campaign
- Set up own event in Brussels + participate as speaker in ≥ 3 events
- Monthly policy updates & newsletters
- 1 / 2 extra member services
- Clear direction + deliverables for Policy, Technical and Value Chain WGs, incl BIM workstream
- Successful rebranding
- Intense social media activity

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Presentation draft budget 2019-2021

CD 18-10



Giorgia Concas, Secretary General



The European Association for Electrical Contractors

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Preliminary 2019 budget

- Smaller budget deficit than in 2017 and 2018
- Increased fixed costs in order to invest in rebranding & communication and to collect sponsorships & extra-contributions income
- Sponsorships & extra-contributions income needed also to compensate for decreased income from membership fees
- Membership fees = pessimistic assumption that either reform does not go through or reform does not bring income back up to 2017 levels

EXPENSES	INCOME
Fixed/operational costs = EUR 180,400	Fixed income from contributions & capital interests = EUR 155,400
	Contributions from new members = EUR 5,000
CoD costs = EUR 11,500	Sponsorships & extra- contributions = EUR 35,000
Communication costs incl investment in rebranding = EUR 22,600	
Policy/content costs = EUR 11,000	Policy/content income = EUR 7,000
Total = EUR 225,500	Total = EUR 202,400
Total = EUR – 23,100	

Preliminary 2020 budget

- After several years, budget is again balanced
- 2019 investments in communications pay off, and income from new members and from cooperation with corporates increases
- CoD will be in Brussels and we plan on focusing our efforts on sponsorship income to fund the event

EXPENSES	INCOME
Fixed/operational costs = EUR 194,400	Fixed income from contributions & capital interests = EUR 160,400
	Contributions from new members & associated corporates = EUR 25,000
CoD costs = EUR 58,000	CoD income = EUR 60,000
Communication costs = EUR 4,000	Sponsorships & extra- contributions = EUR 15,000
Policy/content costs = EUR 11,000	Policy/content income = EUR 7,000
Total costs = EUR 267,400	Total income = EUR 267,400
Total = EUR 0	

Preliminary 2021 budget

- There is a small budget surplus
- Stable income from associations and corporates covers fixed/operational costs

EXPENSES	INCOME
Fixed/operational costs = EUR 198,400	Fixed income from contributions & capital interests = EUR 165,400
	Contributions from new members & associated corporates = EUR 25,000
CoD costs = EUR 11,500	CoD income = EUR 30,000
Communication costs, incl a campaign/event = EUR 14,000	Sponsorships & extra-contributions = EUR 15,000
Policy/content costs = EUR 11,000	Policy/content income = EUR 7,000
Total costs = EUR 234,900	Total income = EUR 242,400
Total = EUR 7,500	

16 Approval of the budget 2019

CD 18-16



Do you accept the presented 2019 budget, provided that there will be an interim budget check in spring 2019?



Thomas Carlsson, IN-S



The European Association for Electrical Contractors

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17

Creation of Budget Task Force



Thomas Carlsson, IN-S



The European Association for Electrical Contractors

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19

Election of AIE officers



Giorgia Concas, Secretary General



The European Association for Electrical Contractors

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@AIEcontractors

AIE PCC elections

Position:	Current person:	Proposed Nomination:	Elected on:
President (MC)	T. Carlsson (EIO-S)	G. Constantin (VSEI-CH)	
Vice President (MC)	G. Constantin (VSEI-CH)	M. Bailey (ECA-UK)	
(Director), Member of Management Committee	M. Bailey (ECA-UK)	A. Delepouille (FFIE-FR)	
Expert (PCC) – Financial Affairs (Director)	G. Gran (NELFO-N)		22.09.2017
Expert (PCC) – Energy questions (Director)	J. Skogberg (STUL-FI)	T. Carlsson (EIO-S)	
Authorized person under Article 8.04 (PCC)* (Director)	K.-H. Bertram (ZVEH)		22.09.2017

20 Any other business



Giorgia Concas, Secretary General



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1

Verification of presence quorum



Thomas Carlsson, IN-S



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2

Proposal of modification to AIE statutes

CD 18-12



Giorgia Concas, Secretary General



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AIE statute changes

1. Change of office address (art 3)

2. Renaming:

Council of Delegates -> General Assembly

Policy Coordination Committee -> Board of Directors

PCC Members:

1. President

2. Vice-President

3. Member of Management Committee -> Director (Member of Management Committee)

4. Expert – Financial Affairs -> Director

5. Expert – Energy questions -> Director

6. Authorized person under Article 8.04 -> Director

3. Deletion of Article 8.04 and clarification about 3 year mandate of all Board members

4. Members' resignation deadline (art 5)

5. More stringent requirement on Board monitoring of secretariat work (art 11)

6. Clearer rules on registration and right to vote @ general assembly meetings (art 12.01)

7. Clarification that Past President AND WG Chairmen MAY be invited to Board meetings (12.03)

8. More general wording about situations in which board members are no longer able to fulfil their functions (14.05)

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Vote on the proposed modifications



Thomas Carlsson, IN-S



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Next CoD



Giorgia Concas, Secretary General



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2019: Switzerland, 19-20 September 2019

2020: ~~Germany~~ Belgium

2021: Luxembourg

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