

AEE TRADE MISSION REPORT

On December 28, 2010 a well-rounded group of 22 AEE Members and guests set off on the 2010-2011 Trade Mission to Egypt, Kuwait, Dubai and Jordan. Executive Director Al Thumann and his wife Adriana, along with Tour Leader Tim Janos with his wife Donna, participants George and Margy Owens, Bernard and Terri Schack, Catherin and John Luthin, Peter Haag with Deborah Brown, Francisco Guerrero Chavez and Myrna De Guerrero, Carl and Marianne Salas, Jerry and Gilbert Saulter, George and Babbs Barksdale, and International Certification Director Mary Elise Cox with hubby Mark comprised the AEE Group.

In addition to being a very educational and informative adventure, we enjoyed interacting with our counterparts in the various countries and establishing the means to work together in many ways.

EGYPT

During first stop, in Egypt, we were able to meet as a group with Emad Hassan and Mr. Salah Hafez. Emad has been a valued contact in the Middle East helping to promote the AEE activities in both Egypt and Jordan. Recently, Emad has been appointed as the Energy Efficiency Advisor to the Cabinet as well as interfacing with the Minister George of the Interior based on his knowledge and experience. One of our key contacts in Egypt, Heba, was moving on to a different position and would not be involved with the EESBA (Egyptian Energy Service Business



Association). Emad and Mr. Hafez were candid in sharing the difficulties they face maintaining the AEE Chapter and continuing the CEM Educational Program after the USAID funding had run out. As we now much better understand, the economic conditions in Egypt tend to slow the growth of the Chapter and the progress of the CEM program.

Despite these obstacles, both gentlemen indicated the desire to begin building capacity in the energy management field, in the chapter, and in the educational opportunities of AEE. We discussed many things including the potential use of a Webinar, finding a “Champion” for the Chapter, getting more individuals Certified as Trainers and providing a good way for the existing Egyptian CEM’s to renew their memberships and certifications. The potential to work for a Regional Meeting was discussed and all agreed to explore that option and to attempt to tie it into one of the planned trips to the Middle East by current AEE President, Eric Woodroof. All agreed that we needed an “Event” to rekindle both the

AEE Egypt Chapter and to re-engage the batch of already trained CEM's as well as attract new individuals interested in the training and participation.

Of course, much has changed in Egypt since our departure and our near-term goal is to continue communications with Mr. Hassan and Mr. Hafez so they may help us locate individuals who will work towards improving the Energy Industry in Egypt. We are confident that as the political issues settle down and get sorted out, that the need for energy management will become a very important component of stability in Egypt and AEE will be ready to assist.

KUWAIT

Our scheduled meeting with our Kuwait AEE Chapter at the Kuwait Institute for Scientific Research (KISR) was nothing less than spectacular. Our bus arrived at KISR only to be greeted by actual billboards welcoming the AEE Tour Group both to Kuwait and to the Institute. The Institute itself is very nice and it is impossible to overstate what exceptional and gracious hosts the folks at KISR were. Dina Al-Nakib was instrumental in arranging this opportunity and really must be thanked publicly for all her hard work, so Thanks Again Dina!



The meeting began with a traditional gathering at which tea was continually served to gathered participants. It took us a while to understand that shaking your cup side to side stopped the hosts from refilling your cup every time you took a sip! After initial introductions we moved into the auditorium for the main program which began with a welcoming speech by Dr. Naji M. Al-Mutairi, Director General, Kuwait Institute of Scientific Research. Dr. Al-Mutairi explained the progress in the energy field and all of the impressive plans for expansion of both KISR and the construction of the new alternative energy research facility. KISR is deeply committed to driving energy efficiency and reduced consumption in Kuwait.



Interesting to note, in a country that is an oil exporter and would seem to have adequate supply that conservation would be at the forefront. Despite that, on the Kuwait Electrical Power Building sit an enormous sign that shows the present energy consumption for the entire country of Kuwait! Now that is

what you could call “making it real” and visible. As a practical matter, you should understand that every barrel of oil consumed needlessly due to inefficiency and waste is one less barrel of available for sale and the supply is not endless.

After the speech and presentation by Dr. Al-Mutairi, AEE Executive Director Al Thumann offered the AEE’s video and PowerPoint presentation to update everyone on current programs which was enthusiastically received.

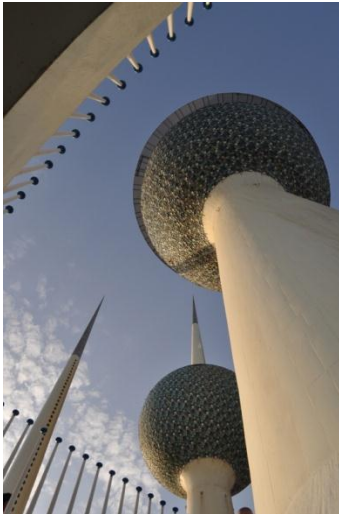
Dina Al-Nakib who is both the Senior Research Associate and AEE Kuwait Chapter President, then presented the Energy Efficiency Plan for the State of Kuwait. A general discussion and question and answer period followed.



The group then moved to the reception area for breakout discussions and a really wonderful display of snacks that kept everyone gathered and engaged in discussions of many ideas to work together in several different ways. We all were so enthused that we barely made the bus ride to the next venue in time.

Dina and Dr. Al-Mutairi had arranged a meeting with his Excellency, Dr. Bader Shabeeb Alshriaan who is the Minister of Electricity and Water. Our group, along with a contingent of folks from KISR traveled to the Ministry Building for a very informative session in the main conference room. Dr. Bader and a number of his associates led an interesting and informative session with input from the AEE group. Areas discussed included the need to train hundreds, perhaps thousands, of employees in this energy-related branch of the government in methods of conservation and efficiency and how AEE could assist in this endeavor.





After completing this meeting we traveled to the Kuwait Liberation Towers for lunch high-up in the restaurant with members of KISR and the Ministry as our guest. The opportunity to continue the many discussions and to explore other means of cooperation and working together in small group was very valuable and a warm and pleasant conclusion to a very busy and successful day working with our counterparts in Kuwait.

DUBAI

Yes.

That is the answer and the question generally sounds like “Is it really like everyone says it is?”

Dubai is truly spectacular in nearly every manner you can name. In fact, I was not at all sure that I could get the group to leave the Park Hyatt Resort to continue the journey.



With the wonderful help of AEE member Sarfraz Dairkee of the Emirates Green Building Council (Emirates GBC), we were able to host a group of AEE members and interested parties at the Park Hyatt on January 6th. The attendees included three members from the Government of Dubai, Muhammed Shahid Rasool, Ali Ahmed Elian and Kamal Mohammed Azayem; Prof. Reuben Andrews of the Dubai Electricity & Water Authority; Habiba Al Marashi of Emirates Environmental Group; Adnam Sharafi of Al Arsh Properties (Chairman of Emirates GBC), Arthur Millwood of Emirates Glass;



Sustainability Consultant Saeed Al Abbar (Vice Chair of Emirates GBC); Khaled Bushnaq of Energy Management Services; and others too numerous to name.

This gathering was undertaken to assess the needs, interest and desire of Dubai and the entire UAE to engage in energy efficiency and conservation activities and promote the formation of a successful AEE Chapter in Dubai and undertake the training of local CEM's.

This was a very diverse group which offered great insights, meaningful discussions, offers of help to get things going and at offers to promote the CEM and AEE in Dubai.

JORDAN

Having an active Chapter in a country makes the meetings such a rewarding happening you just need to be there to understand how. It never stops amazing me to see the enthusiasm of the International Chapters and the efforts they put forth every day and especially when AEE is coming to visit.

The leaders of the JEC – Jordan Energy Chapter – were able to meet us for dinner on the day of our arrival in Jordan. Hanna Zaghoul who is Chapter President, Jalal Al-Khasawneh of ECO Engineering, Jamal Othman of Interdisciplinary Research Consultants, and Dr. Ahmed Al-Salaymeh of the University of Jordan were able to make time for us. Just to illustrate the hospitality of the folks, they bought dinner even though we invited them and no amount of negotiation was going to change their mind. We enjoyed a great discussion about the assistance in country by Mr. Larry Good, Director International Membership Development, the Chapter activities and to recent visit by Eric Woodroof and Barney Capehart to deliver a CEM Course and Train the trainer program.



The next morning, January 8th, our entire group gathered at the JEC (KAWAR Energy) offices for a meeting that included nearly everyone from the prior evening and the addition of Isam Mustafa of SABEQ which is the Jordan Economic Development Program (USAID). Interesting discussions accompanied by a presentation of Chapter activities with the various government agencies and activities to continue and expand the CEM training program.



Needless to say, every International Chapter looks for sources of funding after the USAID “kick-start” programs run out, and Jordan JEC is no exception. We do believe that their dedication and resourcefulness will enable them to continue the fine work they have done this far.

We were very fortunate to have the opportunity to meet once more at a breakfast meeting on January 10th with Isam Mustafa and

Kathleen O'Dell of SABEQ to continue the discussions around maintaining and expanding the good work begun with the help of USAID.



SUMMARY

Once again, our Trade Mission has enjoyed the camaraderie and hospitality of both International Members and interested parties and the indispensable assistance of our Chapters. It is both humbling and gratifying to see the interest in energy conservation and sustainability worldwide and very gratifying to know that AEE continues to play a significant role in that process. Indeed, the AEE training programs are both valued and recognized as the most respected names in the energy fields throughout the world.

You may be pleased to know that as a result of the Trade Mission CEM training courses are being planned for Dubai, Kuwait, and Israel in the near future. AEE will also be presenting another course offering in Jordan in 2011.

Thanks to all 22 participants for their insight, their willingness to share, their support and their friendship. If have never gone on an AEE Trade Mission you will never understand what you are missing or why we have so many folks who never miss one.

