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Sustainable Construction

Sector Group Newsletter

Issue 9

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EDITORIAL

Welcome to the autumn-winter edition of the Sustainable Construction Sector Group (SCSG) Newsletter!

Since, I am the new Chair of this Sector Group, I thought that I will start by introducing myself. My name is Katerina Tzitzinou with a first degree in Physics and a PhD in Material Engineering. So you can see where my interest in sustainable construction comes from.

After graduating, I worked for a few years in industry in the UK as a development scientist, focusing on development of new and innovative synthetic yarn. In March 2002, I joined the IRC network, being active in technology transfer and innovation management. For the last 5 years, I have been working as Director of International Affairs at the Federation of Industries of Northern Greece. My engagement with the Sustainable Construction Sector Group started in 2013 as a member, mainly involved in the organisation of Brokerage Events and Company Missions related to construction materials.

My appointment as Chair was suggested by Gabriella Hanisch, the previous well-known and successful Chairwoman, whom I would like to sincerely thank for her trust and assistance.

This Sector Group is not particularly big, but it is characterized by the close relationships and friendships which have been developed among the members. It currently counts 27 members from 19 countries and we are eager to welcome new members. Some countries, which we consider to be important additions, and which are not yet represented in our Sector Group, are Norway and Spain. So, please feel free to join!

During 2015, the Sector Group organized a total of 4 Brokerage Events or Company Missions, recruiting a total of 639 participants who performed 1198 meetings. The numbers are very encouraging, but the most important emphasis is on the quality of the events organized by our members, that suit the mandate of the sector group well. In total, 11 PAs and ASOs were concluded by the SCSG members and, although there is room for improvement, our performance is steadily getting better as we progressively move towards the end of the two year period 2015–2016.

I am keen to get started on our next activities and to motivate the whole group to be as active and as involved as possible. Maybe at next year's Annual Conference, we will win the Network Award for the best Sector Group. So let's put our heads together and combine our strengths, and take home the prize!

I look forward to hearing your feedback and comments on this, my first SCSG Newsletter. Please feel free to contact me for any information concerning the sustainable construction sector, the SCSG and hopefully your future membership. I would be more than happy to answer all your questions.



Katerina TZITZINO

Director of International Affairs
Federation of Industries of Northern Greece
Sector Group Chair



NEWS FROM THE SG

18 members of the Sustainable Construction sector group attended the meeting in London last March, the day following the Ecobuild trade fair event. Many of the sector group members came with delegation of companies who attended the brokerage event organised by the University of Greenwich.

Various topics relating to innovation and new opportunities were discussed during the meeting

Laurent Volle, CCI Bourgogne, EEN Grand Est presented BIM (Business Information Modelling) – New Opportunities for the Construction Sector. BIM is high on the European Construction agenda and is mandatory in some Member States. The leading country is the UK with many pilot projects are being carried out since 2011. BIM present an opportunity for connected equipment (HVAC, alarms, sensors and lighting etc). The key issues are the different standards,, security and technical issues; topic widely seen in the H2020 workprogramme.

Dr Daniela Melandri, Built Environment Relation Manager presented the role of the Knowledge Technology Network (UK) and the strong relationship between the UK innovation agency and the Enterprise Europe Network especially on H2020 – events, partner sharing, advice. The KTN provides access to finance, access to knowledge, access to equipment and skills.

Jean Huvelin & Martine Coets-Gaibili, COBATY International presented COBATY, an International non-profit association for construction and planning. Their members are active building professionals. The association is recognised as a stakeholder of the European Commission and is interested in linking with the Enterprise Europe Network.

Policy areas in which COBATY is interested in include Internal market (public procurement, standardisation and construction products), Environmental issues and the circular economy, energy efficiency and climate policy, Training and attractiveness of the construction industry as well as access to European funding schemes

We discussed the cooperation with other SGs/NCPs especially the ICT, Environment, Materials and Intelligent Energy Sector Groups (a memorandum has been signed with IE). We are planning to share any profiles related e.g. to Internet of Things, smart metering, smart cities and look to co-organise joint events.

The Ecobuild Matchmaking event which took place the day before our meeting has been a great success with over 200 participants and 500 meetings scheduled across the day and involving members of four sector groups.

A Viking table was organised, during which members had the opportunity to present the profile of one of their clients. Some expressions of interest were generated.

Others events organised by the sector group were discussed, some of them are reported on in the “our events and missions” section.

Article by Valérie Pondaven, Greenwich Research and Enterprise, University of Greenwich



NEWSFLASH

European Commission supports energy innovation with €3.25 million

On 5 July 2016, the European Commission launched three Horizon Prizes to encourage innovation and find solutions to challenges in the area of energy.

The following three innovative approaches will be rewarded:

1. The €750.000 Horizon Prize [Photovoltaics meets history](#) addresses the technical constraints in integrating photovoltaic energy sources in historical urban districts. The prize will be awarded to the most suitable architectural and aesthetical design for a photovoltaic energy system which at the same time presents an optimal technical solution.
2. The €1 million Horizon Prize [Low carbon hospital](#) will contribute to finding solutions for using 100% renewable energy sources for heat and power generation in hospital buildings. The award will go to an innovative solution integrating several technologies into one energy system, which can guarantee uninterrupted energy supply.
3. The €1.5 million Horizon Prize [CO₂ reuse](#) will be awarded to the developer of an innovative product that reuses carbon dioxide (CO₂), making a genuine contribution to achieving net emissions reductions.

Contestants can apply until **26 September 2018** for the Photovoltaics meets history contest and until **3 April 2019** for the two others. Applicants have total freedom in the approach they take to deliver the breakthrough solution. The rules are available on the [Horizon Prizes website](#).

Further information: <https://ec.europa.eu/programmes/horizon2020/en/news/commission-launches-three-horizon-prizes-energy-innovation>

Article by Magda Drholcova, Brno Regional Chamber of Commerce.

The smart building alliance, ambition for the smart city



The **Smart Building Alliance** was launched in 2012 by several French organisations but now aims to expand at the European level. It gathers 80 organisations representing the whole range of construction trades as well as actors of the Smart City. Its ambition is to allow its members – industry, service businesses, engineering offices, architects, builders, developers, start-ups – to contribute in developing the smart buildings new industrial value chain. It aims to involve all parties, owners, end-users, communities. The objective is to provide transversal and upstream exchanges taking into account major challenges such as digital, environment and sustainability in new building or urban development projects.

Article by Laurent Volle, Chambre de Commerce et d'Industrie Bourgogne

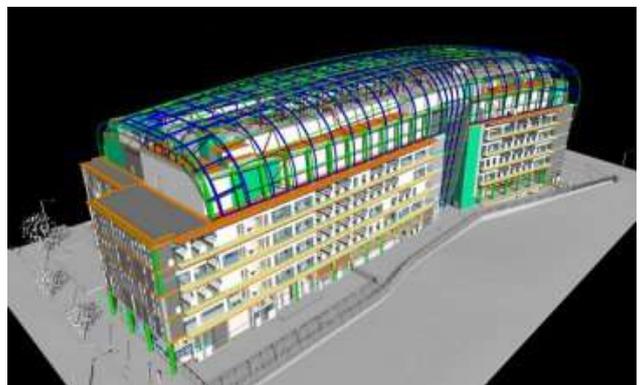
Building Information Modeling a new trend at the crossroads between IT and Sustainable Construction

Sustainable construction, Building information modelling and Internet of Things

Building information modelling (or BIM) is more and more present in nowadays construction industry. BIM is a digital representation of physical and functional characteristics of a facility. It is a shared knowledge resource for information about a building or facility during its life-cycle.

BIM is an older concept which started to take shape in USA in the 1990s and with first product such as Autodesk or Tekla are quite popular, but it has recently been spread out also in

Europe and included in several policies regarding sustainability of the construction sector with reduction of energy and emissions. The EU parliament directive 15/1/14 on public procurement for public buildings recommends the use of BIM for any public construction project from 2016. Several Member States have already made it mandatory for public procurements (like UK, Netherlands, Sweden, Denmark) and some more (France and Germany) are to follow



suit in 2017. It could even become a standard in the construction sector even for private buildings. Indeed it is estimated that cuts can be made thanks to the use of BIM on construction costs (33%), emissions (50%), construction delays (50%). Now the challenge is to achieve a converging of standards already used in the different countries. BIM also opens the floor for new applications using connected appliances (Internet of Things) such as indoor guidance services on smartphones for instance.

Article by Laurent Volle, Chambre de Commerce et d'Industrie Bourgogne

Planned review of the directives on energy efficiency

The European Commission is planning a legislative packet including a major review of the directives 2010/27/EU and 2010/31/EU on energy efficiency and energy performance of buildings and an initiative on financing smart buildings. This review is planned to answer the following targets set by the "new 2030 framework for climate and energy" which was adopted by the Council at the end of 2014:

- a 40% cut in greenhouse gas emissions compared to 1990 levels
- at least a 27% share of renewable energy consumption
- at least 27% energy savings compared with the business-as-usual scenario

The exact content of the review is not yet known, however the Commission has indicated that heating and cooling systems in buildings will be a major focus of the review. Indeed the sector accounts for around 50% of the EU's annual energy consumption: housing and service building stock in Europe is relatively old and around half of these buildings have heating systems from before 1992. It is estimated that 22% of gas, 34% of electricity 47% of oil and 58% of coal fired systems are past their technical lifetime.

The strategy should include:

- Enabling measures for the renovation of buildings and their heating systems (including heat pumps)
- Measures to better share benefits of energy efficiency gains between owners and occupiers of buildings
- The promotion of best practices and cases in public buildings including the use of renewable energy sources
- Improving the reliability of energy performance certifications.

The contents are not finalised and there is a fair amount of pressure on the Commission and some member states to raise the energy efficiency requirements from 27% to 40% and/or make the requirement mandatory.

Further information: <https://ec.europa.eu/energy/en/topics/energy-strategy/2030-energy-strategy>

Article by Martin Forst, Chambre de Commerce et d'Industrie Limousin



OUR EVENTS AND MISSIONS

Future of Building 2016, 18th April 2016, Vienna, Austria

The very successful conference and brokerage event "Future of Building" with more than 370



participants took place on 18th and 19th April in Vienna. The main goal was to find international business partners and to enlarge the network of the building industry.



Keynotes as well as the panel discussions revolved around latest developments in the building industry. Furthermore, a World Café with international economy delegates was organized. The purpose was to introduce new market opportunities. The World Café made it possible to talk not only with the delegates but also with local experts. Interesting questions regarding predetermined sectors and branches were asked and answered.

The main event including keynotes and B2B talks was held on April 18th but on the next day, the foreign guests had the chance to join excursions around Vienna. The tours dealt with topics such as “Innovative solutions for Buildings, “Refurbishment” and “Buildings with the Focus on Life Cycle”.



40 countries from all over the world were involved. More than 290 participants joined the individual B2B business meetings and had in total 802 B2B meetings.



The event was organized by the Viennese Enterprise Europe Network partners (Austrian Federal Economic Chamber WKÖ and ForschungsFörderungsGmbH FFG) in cooperation with Aussenwirtschaft Austria and was supported by 53 Enterprise Europe Network partners.

It is definitely worth to mark May, 17-18th next year red in your calendar because that is when the Future Building 2017 will take place again.

Event website: <https://www.b2match.eu/building2016>

Article by Roswitha Schipfer, Internationalisierungszentrum Steiermark, photos © Aussenwirtschaft Austria, Marko Kovic

“E² Tech4Cities 2nd edition, Brussels, June 17th: better quality, better results!

Here we are again after the second edition 2016 of [E² Tech4Cities](#), the brokerage event organised by Enterprise Europe Brussels/impulse.brussels focused on Energy & Efficiency technologies for Cities.



The 2nd edition of “E² Tech4Cities” confirmed its status as a high-quality, international event. Here are some results:

- More than **147 international face-to-face meetings** held from 9:30 to 17:00.
- More than **106 potential future collaborations envisaged**
- More than **20 Enterprise Europe Network ‘s partners involved from 15** countries

The keyword of this second edition was QUALITY, this is the reason why participants had to face more strict rules to register, and selection was very severe to keep a high quality standard.

Only organisations with a good company description and at least one Cooperation profile with a good and comprehensive offer and/or request of technology or expertise were visible in the on-line catalogue.

Thank you to all participants, co-organisers and support partners for coming to Brussels and for their attendance and interest in “E² Tech4Cities 2016” –Brokerage event. We look forward to meeting you again in 2017!

E² Tech4Cities – Energy & Efficiency Technologies for Cities – is a highly visible brokerage event organized by [Enterprise Europe Brussels](#), of the EU Sustainable Energy Week – EUSEW

It is held every year as a back-to-back event during the [EU Sustainable Energy Week \(EUSEW\)](#). **Its focus and main topic areas are:**

- Renewable energies
- Energy-efficient Buildings and districts
- ICT for cities, Smart cities and communities

- Energy efficient mobility and transport
- European Research and Innovation opportunities under Horizon 2020
- Energy management
- Energy recovery
- Smart grids and energy systems integration

For further information have a look at our [new video online!](#)

Article by Elena Angiolini, Impulse Brussels

Building Green 2016, 2nd & 3rd November Copenhagen, Denmark



The Building Green trade show **that has just taken place** is the biggest market place in Denmark for sustainable design, construction and the built environment.

For the 5th time, Building Green welcomes **Building Green**

Connections, which brings together innovative companies and organisations seeking to collaborate for **mutual commercial and technology benefit**. Our colleagues from the Enterprise Europe Network in Denmark organised bilateral B2B meetings for participants, to enhance opportunities for companies and researchers to extend their network and to start new cooperation activities

Complete article by Julie Ringgaard Jensen coming soon, North Denmark EU-office

Build & Connect 2016, 22nd & 23rd November Strasbourg, France

The international conference **Build & Connect** on **22-23 November in Strasbourg**, is a forum for sharing experiences and good practice in the areas of the sustainable construction, renovation and operation of buildings. It will focus on how these



buildings are adapted to their environment and users. Event website: <http://www.buildandconnect.eu/en/>

The aim of Build & Connect is to offer positive impetus: contributions by speakers there to share their innovations and present their international initiatives, new insights into market developments and technologies, time for networking and discussions, pre-arranged BtoB meetings by Enterprise Europe Network.

Build & Connect is part of a programme of cooperation between clusters in the upper Rhine region. This conference is organised by five major German, French and Swiss professional networks who represent the skills and expertise of over 400 building trade associations and research and training centers.

Build & Connect thus represents a real opportunity for companies in the Sustainable Construction sector throughout Europe to come and meet their counterpart in Germany, France and Switzerland and for companies in this area to get to know each other better in the perspective of common projects, networking and business growth.

Close to 300 participants from 8 countries (provisional figure) are registered and highly relevant speakers will provide up to date information, on business and technological trends during these two days.

BtoB meetings participants list: <https://www.b2match.eu/buildandconnect2016/participants?utf8=%E2%9C%93&q=&matchmaking=on>

Article by Caroline Kolb, Chambre de Commerce et d'industrie Alsace and Laurent Volle, Chambre de Commerce et d'Industrie Bourgogne

Infratech 2017, 17th to 20th January, Rotterdam, The Netherlands



I am glad to announce the programme of the Company Mission and Brokerage Event during the InfraTech 2017, the largest event in The Netherlands for the infrastructural sector.

The biennial exhibition Infratech is held in 2017 for the twelfth consecutive time in Ahoy Rotterdam. Here, new connections are made and new

opportunities are created. With approximately 550 exhibitors and over 20,000 visitors Infratech is by far the most important trade fair for the infrastructure in the Netherlands. Infratech reaches the entire chain. Public and private, large and small parties, leaders and followers; Infratech collects this dynamic sector under one roof. The hosts, Ministry of Traffic and Environment and the City of Rotterdam, give, as well as a large number of renowned partners, the extensive knowledge program that takes place at the fair. Also (branch) organisations link the sector with presentations on various topics on squares arranged on the exhibition floor.

On January 18th, there will be a very informative programme, on behalf of the Dutch Ministry of Infrastructure, the municipality of Rotterdam and the Dutch Construction and Infrastructure Federation. In the afternoon we will visit two infrastructural projects in Rotterdam. The day ends with a reception and dinner, hosted by the Municipality of Rotterdam. After this first day you know all the opportunities for your clients for business in the infrastructural sector in The Netherlands!

On the second day, January 19th, we will organize a brokerage event. The reason for this “event in the event” is that in Germany and particularly in the state of North Rhine-Westphalia with a population of 18 million inhabitants, the need for renovation and refurbishment of the infrastructure was so great that international cooperation was a logical step. In 2014, the first edition of InfraTech Germany in Messe Essen, took place. This premiere was immediately very successful and was continued in 2016. The need for a specific platform for knowledge exchange in Germany has therefore resulted in a successful partnership in which international actors have been connected.

In 2016 this led to the Enterprise Europe Network to organise a meeting for German and Dutch companies during Infratech Germany in Essen, attended by over eighty companies from both countries. It is therefore logical to organize such a meeting during Infratech 2017 in Rotterdam.

In addition, it is envisaged that a number of large public tenders for the infrastructure sector will be issued in the course of 2017. These will offer some foreign companies interesting opportunities to be able to operate actively on the Dutch market. On www.b2match.eu/infratech2017 you find the complete programme.

In short, enough reasons for organisations to a joint effort to explore the feasibility of a Company Mission and/or a Matchmaking Event during InfraTech 2017.

Article by Dr Hans Kamphuis, Rijksdienst voor Ondernemend Nederland



INSPIRATION

Cross-border subnetwork of pioneering Greek companies provide mentoring for Balkan market

Time is a major factor in today's business world. Often companies need to react quickly and efficiently in order to implement their internationalization strategy, and having step-by-step assistance combined with on-the-spot information can make all the difference.

The Federation of Industries of Northern Greece, in collaboration with other similar business organisations in the Balkan area, has created a region-specific sub-network, which is complementary to the Enterprise Europe Network and which provides extremely tailored services.

The core concept of this cross-border Balkan sub-network is for Greek companies interested in expanding to Balkan countries to receive highly-practical assistance from other Greek businessmen who have already entered the market in question and thus can act as mentors to other entrepreneurs, of the same or complementary sector of activity.



This complementary sub-network of pioneering Greek entrepreneurs came out of the realization that it is easier for a Greek enterprise to open a subsidiary or a new business in the Balkans if they are mentored throughout the whole procedure by another entrepreneur who speaks the same language and already has hands-on experience on how to open a new business in a particular country. The businesses that wish to expand to the Balkans know that they have access to a network of reliable local businesses already established in this region

and who have strong contacts with local service providers that they can trust.

Greek companies which are already operating in the Balkan region have acquired all the necessary knowledge and practical experience firsthand. So, by tapping into their proven and practical expertise, they can provide tailor-made mentoring and assistance to other companies interested in expanding their business into this particular market region. For example, the 'mentor-entrepreneurs' can give hints and tips about the best subcontractors or experts to contact, who have already been tried and tested by the Greek entrepreneurs present in the Balkan market, and who can therefore vouch for their knowledge and reliability.

One example of the effectiveness of this subnetwork of Greek mentor-entrepreneurs can be illustrated by the case of a Greek company trading in female fashion (with specialized elegant, comfortable and practical clothing targeted at business women). The company had approached the Enterprise Europe Network office at FING and requested assistance in identifying a possible business partner in order to access the Bulgarian market through the establishment of a branch office in Stara Zagora. All the relevant Network services were provided by FING staff, in close collaboration with the corresponding Network centre in Bulgaria, and a suitable partner was selected. Negotiations began between the two companies, and were progressing well. But the Greek client came up against various legal and accounting issues that were taking far too long to resolve. In order to avoid any further delays or problems, FING staff referred the client to the local Greek mentor-entrepreneur who had already faced and overcome similar difficulties, and was able to advise the new client and put him in contact with the legal and accounting experts he had himself used, with the desired results.

Other examples of how this subnetwork can provide on-the-spot assistance are currently works-in-progress. A Greek software company, specialized in Cloud platform using wi-fi network as well as another Greek IT company which

provides telematics systems and innovative solutions for the taxi service industry also approached the Network office at FING for support in expanding to FYROM.



In both the above cases, FING staff contacted the local Network centre for assistance. However, additional services were required in order to resolve some specific legal issues that both companies encountered, so FING staff put the two companies in contact with the relevant business-mentor for his step-by-step guidance and expert knowledge. The discussions are progressing very well, and a successful outcome is expected soon.

Many of the company members of the subnetwork of mentors are active in sustainable construction and thus it is envisaged that the subnetwork will support in the near future many other Greek companies from this sector with the parallel support of the relevant sector group to expand their business in the Balkan region.

Article by Katerina Tzitzinou, Federation of Industries of Northern Greece - FING



EU FUNDING OPPORTUNITIES

Horizon 2020 CALL: 2016-2017 GREEN VEHICLES

Call identifier: H2020-GV-2016-2017

Publication date: 14 October 2015

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/calls/h2020-gv-2016-2017.html#c,topics=callIdentifier/t/H2020-GV-2016-2017/1/1/1/default-group&callStatus/t/Forthcoming/1/1/0/default-group&callStatus/t/Open/1/1/0/default-group&callStatus/t/Closed/1/1/0/default-group&+identifier/desc>

Types of action:	RIA Research and Innovation action		
DeadlineModel:	single-stage	Deadline:	26 January 2016 17:00:00
Opening date:	15 October 2015		
Topic:	GV-04-2017: Next generation electric drivetrains for fully electric vehicles, focusing on high efficiency and low cost		Forthcoming
Publication date:	14 October 2015		
Types of action:	RIA Research and Innovation action		
DeadlineModel:	single-stage	Deadline:	01 February 2017 17:00:00
Opening date:	04 October 2016		
Topic:	GV-05-2017: Electric vehicle user-centric design for optimised energy efficiency		Forthcoming
Publication date:	14 October 2015		
Types of action:	RIA Research and Innovation action		
DeadlineModel:	single-stage	Deadline:	01 February 2017 17:00:00
Opening date:	04 October 2016		
Topic:	GV-06-2017: Physical integration of hybrid and electric vehicle batteries at pack level aiming at increased energy density and efficiency		Forthcoming
Publication date:	14 October 2015		

Types of action: IA Innovation action
DeadlineModel: single-stage
Opening date: 04 October 2016
Deadline: 01 February 2017 17:00:00
Topic: [GV-07-2017: Multi-level modelling and testing of electric vehicles and their components](#) **Forthcoming**
Publication date: 14 October 2015

Types of action: RIA Research and Innovation action
DeadlineModel: single-stage
Opening date: 04 October 2016
Deadline: 01 February 2017 17:00:00
Topic: [GV-08-2017: Electrified urban commercial vehicles integration with fast charging infrastructure](#) **Forthcoming**
Publication date: 14 October 2015

Types of action: IA Innovation action
DeadlineModel: single-stage
Opening date: 04 October 2016
Deadline: 01 February 2017 17:00:00
Topic: [GV-09-2017: Aerodynamic and flexible trucks](#) **Forthcoming**
Publication date: 14 October 2015

Types of action: IA Innovation action
DeadlineModel: single-stage
Opening date: 04 October 2016
Deadline: 01 February 2017 17:00:00
Topic: [GV-10-2017: Demonstration \(pilots\) for integration of electrified L-category vehicles in the urban transport system](#) **Forthcoming**
Publication date: 14 October 2015



REGIONAL PROFILE

<p>In this edition we present an SGSC staff member’s profile: our colleague Dietmar Schneider</p>	
<p>Name of organization and Country code</p>	<p>Chamber of Trade and Crafts for Munich and Upper Bavaria</p>
<p>Regional sector profile: data about the sector in the region (list relevant R&D institutions or/and clusters initiatives)</p>	<p>In the construction sector beside some very few “Big Players” most of the enterprises are SMEs and are by law the crafts-businesses. Over the last years, many of them became aware of the big opportunities that exist in the field of sustainable construction, some have even developed specialized products and services.</p> <p>The Chamber of Trade and Crafts for Munich and Upper Bavaria offers a wide range of support: from innovation and technology to foreign trade or vocational education and training.</p> <p>Beside that we participate in several Bavarian cluster-initiatives (e.g. Energy, Environmental Technology or Wood). For more information please see www.cluster-bayern.de/cluster. We also cooperate with several R&D institutions like universities of applied science / technical colleges in the field of technology-transfer.</p>

Description of the organisation and experience in the sector	<p>The Chamber of Trade and Crafts for Munich and Upper Bavaria represents roundabout 79 000 member enterprises from a very large variety of different branches within the crafts-sector, such as building and construction for example. Especially for enterprises in these branches, issues such as renewable energy, energy efficiency and sustainable construction became more and more important.</p> <p>To support those enterprises, experts from the Chamber gained specific market knowledge on that field, to be able to provide consultancy-services and to support enterprises with their development.</p>
Individual capacities & interests of the representative elected to contribute to the group	<p>Experience in supporting SMEs from the Crafts sector in internationalization strategies and foreign trade business. Close cooperation with partner-organizations who for example organize common participation for craft businesses on relevant trade fairs in the sector of sustainable construction. Bringing member companies in contact with enterprises from other EU-/European countries.</p>
Inputs expected to provide to the Sector Group	<p>Promotion of SG-activities (events, company missions) towards member enterprises who work in the field of sustainable construction, as well as towards regional stakeholders; participation at SG meetings; exchange of experience; feedback to the Commission; promotion of the German/Bavarian craft sector and its specialized skills in the field of sustainable construction towards other relevant organizations in Europe.</p>



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