



NATIONAL U.S.-ARAB CHAMBER OF COMMERCE

غرفة التجارة الأمريكية العربية الوطنية

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U.S. – ARAB CHAMBER SUPPORTS POWER GENERATION DELEGATION FROM LIBYA

Recent Visits from Libya Promote Public / Private Partnerships

Washington, DC - The U.S. Trade and Development Agency (USTDA) recently sponsored a Reverse Trade Mission from Libya to the United States to introduce Libyan government and business delegates to American gas-fired power generation technologies. The National U.S.-Arab Chamber of Commerce (NUSACC) supported the visit by participating in a business briefing and hosting an exclusive send-off dinner for the distinguished delegation.

The 12-member delegation was led by H.E. Abdulwahab Elmshirghi, Deputy Minister of Electricity and Renewable Energy, and delegates included leading energy policymakers and practitioners from the National Oil Company (NOC), General Electricity Company of Libya (GECOL), and Libya's Privatization and Investment Board, as well as leading private sector companies in the energy sector.

"This trip provided our delegation with a unique opportunity to build relationships with leaders in America's public and private sectors," said Deputy Minister Elmshirghi. "In my opinion, these meetings have helped to lay the groundwork for new levels of cooperation between our two countries – in power generation specifically and in energy in general – and it is my hope that the transfer of



The Business Briefing in the nation's capital included a "Doing Business in Libya" panel led by Carl Kress, USTDA Regional Director, with NUSACC's VP of Business Development, Amin Salam, emphasizing the opportunities for U.S. businesses in this Greenfield market.



technology and knowledge from the United States will help Libya in our efforts to build capacity within the Government of Libya and in our business community.”

He concluded, “For all of us who participated in this delegation, we are very grateful to the U.S. Trade and Development Agency and the National U.S.-Arab Chamber of Commerce for this experience and your hospitality.”



NUSACC, headed by David Hamod, President & CEO (middle left, seated), hosted a send-off dinner in Washington DC for the Libyan power generation delegation, led by H.E. Abdulwahab Elmshirghi, Deputy Minister of Electricity and Renewable Energy (middle right, seated).

The Reverse Trade Mission visited four American cities: Washington, DC; Charlotte, North Carolina; Greenville, South Carolina; Atlanta, Georgia. The visit to the nation’s capital included a business briefing for U.S. companies to discuss opportunities in Libya’s energy market and to explore potential areas of partnership. NUSACC’s Vice President for Business Development, Amin Salam, participated in the panel on “Doing Business in Libya: Opportunities and Challenges.”

Salam noted: “The Libyan delegation made it clear during this visit that there are very few

Greenfield markets in the world like the New Libya. Delegates suggested that the door to Libya is now wide open, but it will not be open like this forever.”

Salam continued, “Libya’s leadership is looking for American partners who can provide the country with the know-how and advanced technology that Libyans will need to realize their full potential. This represents an extraordinary opportunity for U.S. energy firms that want to participate in building Libya's energy infrastructure.”

Dr. Mohamed Ekhlata, a member of the delegation and a former Deputy Minister of Electricity and Renewable Energy, noted, “Energy generation matters have been discussed in great depth in every session, and the potential of building win-win relations with the United States has grown substantially.”



While in the nation's capital, delegates met with U.S. Government officials responsible for the development, management, and operation of U.S. energy infrastructure and policies. The means of developing efficient energy generation and protecting critical infrastructure were key topics of discussion with officials from the U.S. Department of Energy, as well as policymaking officials from the U.S. Departments of State and Commerce.

During five days of meetings in the Washington DC area, there was general agreement that Libya – because of its unique situation – is well positioned to develop an energy strategy and infrastructure “from the ground up.” This should enable Libya to “leap frog” to the next generation of inter-operable, top-of-the-line technologies that are not practical for nations that have built complicated systems that developed organically over a period of decades.

Libya will also benefit from best practices and lessons learned in other emerging markets. One such lesson learned, noted by U.S. Government and American business leaders, is the need for meaningful public / private cooperation in the development of cyber security policies, regulation and standards. With this in mind, the Libyan delegation was intentionally composed of business leaders and senior government officials who are attuned to Libya's energy infrastructure.



The delegation went on company tours in Charlotte, North Carolina; Greenville, South Carolina; and Atlanta, Georgia, to develop cooperation between the U.S. and Libya in the area of gas-fired power generation.

The week-long visit, in addition to increasing the prospects that Libya will partner with U.S. companies, provided an opportunity for U.S. industry to share best practices and to impart knowledge on policy-related issues as Libya takes on the challenging task of securing that nation's future.

This is the third Libyan Reverse Trade Mission sponsored by USTDA in the past year. The two previous missions – to Silicon Valley – were organized by the National U.S. – Arab Chamber of Commerce under contract to USTDA. These missions – the very first of their kind – concentrated on cybersecurity and data centers, respectively.



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Libya is on the road to recovery, but the road is not without its bumps. One important bright spot has been the growth of U.S. merchandise exports to Libya, which grew 48.4 percent from 2012 to 2013, totaling over \$812 million. These numbers are modest, but they are clearly moving in the right direction.

Concluded David Hamod, President & CEO of the National U.S. – Arab Chamber of Commerce, “The three USTDA-sponsored delegations have been exceptionally meaningful. They have helped to build confidence between Libya and the United States at a time when Libya is actively seeking high-level cooperation with the United States. Such partnerships are important for U.S. and Libyan geostrategic interests, of course, but they also enhance business prospects for U.S. companies and provide opportunities for Libya to build capacity among young professionals.”

The National U.S.-Arab Chamber of Commerce, widely regarded as the voice of American business in the Arab world, is in touch with business communities across the United States and serves as the U.S. point of contact for the national chambers of commerce in the 22 Arab nations. On a daily basis, NUSACC works closely with leaders throughout the Arab world, as well as high-level decision makers in the U.S. business community, public policy research centers, multilateral institutions, nongovernmental organizations, media, and the U.S. Government.