

# FRENCH-AMERICAN CHAMBER OF COMMERCE

TEXAS

SPRING 2022

## A GREENER FUTURE

FACC members contributing  
to the energy transition

*Alexander Adotevi*

"I WAS IMPRESSED BY THE DYNAMISM OF THE U.S. ECONOMY,  
PARTICULARLY IN TEXAS, AND THE GREAT DIVERSITY OF THE  
WORKFORCE"

Joining the FACC Texas Board of Directors  
CFO at TotalEnergies American Services



Thank you for your collaboration:

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Alexandre A., Marc-Antoine P., Marie M., Stephan V., Nicolas G., Kristin S., Guillaume L.G., Sandra L., Philippe H., Thierry D., Ingrid P., Germain H., Josiane L., Capucine C., Joe H., Jeannie H., LaRetta B., Chantal D., Gisele O., Alain L., and Celine V.





*Dear Members,*

2022 should be the year of the back-to-normal thanks to the decline of the pandemic. As expected by our board directors, this situation will give the chamber of commerce the opportunity to resume in-person professional events and to explore all opportunities for our members to get access to our network and mingle within the French-American business community.

The new normal will also allow the FACC's team to foster our activities all-over Texas with staff now based in Houston, Dallas, and Austin. We were honored and delighted to welcome early this year several new big corporate members based in Dallas or Austin like Schneider Electric, Safran, Dassault Systems, Vinci Highways, Atos, STMicroelectronics, and more. Others are discussing with us and are on the edge to join. These new memberships show how high is the expectation of the French business community in Texas to come together with our large and vibrant community. These new memberships call for action from the FACC's team to propose more events to feature our new members' expertise in the frame of thematic events like the webinar we held a few weeks ago with Schneider Electric and KPMG about the prospect opened by the Infrastructure Investments and Jobs Act signed by President Biden last November.

Our growth will also open up new opportunities for our small businesses to meet with large groups. The reorganization of the FACC's committees under Dennis Petitot, Jean-François Bonneté, and Vincent Saubestre's leadership will help to achieve these goals. The FACC's team also actively continues to service small businesses to grow in Texas and to strengthen the links with start-ups and accelerators based in France.

Everything should be bright in 2022 but the war in Ukraine casts a grim pall on the future and its fall-outs are yet negatively impacting the worldwide economy. Predicting what can happen next seems impossible. We can only hope for a rapid end to this war and that peaceful trade relationships prevail between countries.

**Franck Avice**

*President, FACC Texas*

**200**  
corporate  
members

**26**  
Board of Directors

**10,000**  
event attendees

**50**  
Events each year

**10**  
Business Services

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## **AI and digital benefiting the Energy Transition**





**Revolutionizing the waste water  
treatment with compact plug &  
play mobile solutions**





## MEET STEPHAN VIGHETTI, CTP NORTH AMERICA DIRECTOR



After earning a degree in Chemical Engineering and wastewater treatment (MSc), Stephan VIGHETTI spent almost a decade in an engineering group on several projects: Feasibility studies, FEED, EPC, Commissioning, etc.

In 2011, Stephan joined CTP environnement group in France as Project Manager to start the development of the new AEROMOBIL portable units.

These units were set up in Europe to revamp several wastewater treatments of O/G industry (France, Italy, Belgium, etc).

In 2014, Stephan moved in Canada to develop the Canadian subsidiary which has 2 offices now (Quebec and Edmonton).

In 2022, Stephan will move to Houston to manage the development of the US subsidiary (existing since 2018). He will be more focused on portable unit for the O/G market (upstream/downstream). In the meantime, CTP will continue to provide and expand his historical business: the chemical cleaning.

## NEW OPTIONS FOR WASTEWATER TREATMENT ISSUES IN FULL COMPLIANCE WITH DISCHARGE STANDARDS.

CTP Environment America is part of the French CTP environment group and specializes in two core activities:

- Industrial chemical cleaning
- Providing a mobile solution for wastewater treatment

CTP Environment America has been in Houston since 2018. CTP started its development by providing chemical cleaning services throughout the Gulf Coast.

This year, the company is developing its mobile solutions activity for wastewater treatment in the region. CTP will be a new challenger in the USA in this niche market but has more than 15 years of experience across the world.

CTP designs and provides innovative solutions to deal with its client's issues. Whether in online, offline, emergency, or scheduled operations, the group can deploy the necessary resources for its implementation.

CTP's turnkey solutions are plug and play and designed to be quickly mobilized on-site to deal with your effluent issue.





The services are always driven by a qualitative approach organized in project mode. This allows clients to benefit from the advantages of our tailor-made solutions:

- Proximity and responsiveness
- Recognized experience, backed by a solid track record
- Optimum results (often better than anticipated)
- Step-by-step support
- Cost-effective solutions

CTP's successes across the world are due to its dedicated engineering and R&D departments, as well as its existing fleet of mobile units. They are more than confident they can provide the perfect service to suit their needs. First, they will develop our AEROMOBIL® solution. This unique mobile unit is a portable DAF. It produces dissolved air flotation (microbubble) for the separation of O/G, TSS by coagulation and flocculation. This solution can be useful in the upstream and downstream markets to treat specific effluent. Their high-volume equipment can process up to 4400 GPM!



Their AEROMOBIL® units have been mobilized worldwide on many projects such as:

- Brazil: Bypass of an existing activated sludge (short-time project – a couple of weeks)
- Malaysia: Treatment of hydrocarbon water (long time project – 6 years)
- Europe: Revamping of several wastewater treatment plants in refineries (from a week to 2 years)

Their flexibility allows CTP to propose different types of contracts for short-term rentals or long-term solutions with all associated services (operation, remote system, alarms).

Finally, they can couple their AEROMOBIL® to their BIOMOBILTANK® to recreate an activated sludge.

In May, CTP will start a new project in the upstream market along the Gulf Coast. This specific project will allow them to recover metals from well waters.

Of course, CTP will continue to provide all the chemical cleaning processes that have made them unique on the gulf coast and around the world.





A photograph of an industrial facility, likely a refinery or chemical plant, featuring complex piping, walkways, and structural elements. Overlaid on the image are several thick, vibrant lines in red, yellow, green, and blue, which trace paths through the facility, possibly representing different fluid streams or process flows. The background shows a clear blue sky and more industrial structures in the distance.

**EXPANDING Foothold in the USA,  
REBRANDING AND SUPPORTING CLIENTS  
DURING THE ENERGY TRANSITION**





3C Metal is an independent company founded in Sauvelade, France in 1995. The company and its subsidiaries provide sophisticated engineering services to the oil and gas, green technology, renewable energy, power generation, marine, and mining industries. 3C Metal's teams are specialists in the fabrication and supply of high-pressure piping and fittings, structural fabrication, pressure vessels, equipment installation, and structural repair and modifications.

3C Metal USA is the Group's Houston-based subsidiary that was established in 2017. President and CEO of 3C Metal, Philippe Boy, said the establishment of 3C Metal USA was to support local clients and drive activities in the Gulf of Mexico and the surrounding region.

*"Since expanding to the USA we have been able to work more closely with some of our major clients that are headquartered in Houston. By utilizing the advantages of our global facilities, coupled with the services of our local USA team, we have been able to provide strategic support to projects in the region," Mr. Boy said.*

In 2021, a workshop was established in Houston as part of the relocation of 3C Metal USA from Houston's Galleria Area to the Houston Energy Corridor. The facility includes a 16,000 square foot (1500 square meter) open yard and a 14,000 square foot (1300 square meter) workshop, equipped with two 15-ton capacity gantry cranes. As well as piping and structural fabrication services, the facility offers specialized services in project management, 3D laser scanning surveys, engineering, and the deployment of fabrication and installation technicians. With the establishment of the Houston workshop, 3C Metal now offers in-house fabrication capabilities at all of its locations worldwide, which include France, South Africa, the UAE, Malaysia, Namibia, the USA, and Mozambique.

Shortly following the establishment of the Houston workshop, 3C Metal launched a new corporate logo as part of the ongoing evolution of the Group's brand identity. Mr. Boy said a decision was made to adapt the logo and create a brand that would reflect 3C Metal's business diversification, growth, and expansion. In the past, 3C Metal's services catered predominantly to the oil and gas industry, however, through continuous innovation and growth of its services, the company has been able to successfully tap into new industries.



"The decision behind the rebrand came from a desire to create a visual identity that is more reflective of 3C Metal's diversified business. Our rebrand is also part of the wider global shift towards a clean energy future," Mr. Boy said.

"We remain focused on sustainability and seizing further opportunities arising from the global energy transition. Many of our clients have set the target to become carbon-neutral in the coming decades. It is vital that we adapt our services to help facilitate this ambition for clients operating both in and outside of the oil and gas industry," he said.

In 2021, 3C Metal launched an in-house training program to ensure its teams have transferable skills that can be applied across all industries and areas of the Group's operations. The program is part of 3C Metal's commitment to enhancing its specialized services and maintaining its reputation as a trusted provider of turnkey engineering solutions.

For anyone looking to find out more about its services, 3C Metal will exhibit at the Offshore Technology Conference (OTC), held at the NRG Park in Houston from 2-5 May. For the fourth year, 3C Metal will have a promotional stand at the exhibition's French Pavilion. 3C Metal welcomes the opportunity to once again take part in this flagship event and showcase its brand to energy professionals from around the world.

For more information about 3C Metal visit [www.3cmetal.com](http://www.3cmetal.com)



### **Nicolas Gandon - Operations Manager of 3C Metal USA**

Nicolas Gandon is the Operations Manager of 3C Metal USA and has been leading the team since it was established in Houston in 2017. He holds Master's Degrees in Mechanical Engineering from the National Institute of Applied Sciences in France and The Federal University of Paraná in Brazil. Prior to his appointment in Houston, Mr Gandon spent five years on the project team of 3C Metal Middle East in the UAE, where he managed projects in Asia and Africa.







Schneider Electric's purpose is to empower all to make the most of their energy and resources, bridging progress and sustainability for all.

The Company drives digital transformation by integrating world-leading process and energy technologies, end-point to cloud connecting products, controls, software and services, across the entire lifecycle, enabling integrated company management, for homes, buildings, data centers, infrastructure and industries.



# ACCELERATING OUR TRANSFORMATION TO A MORE ELECTRICAL WORLD



## Guillaume Le Gouic

Senior Vice President - Power Systems at Schneider Electric



Guillaume was born in Brittany, France, spent most of his childhood and educative years in the Paris region, then completed a Master of Science degree in Toulouse, graduating as an Aeronautical & Airspace engineer. After graduating, he joined the consulting world to get exposed to different industries dealing with new technologies, in particular automotive and aerospace industries. What motivates him is the pace of our world, accelerated through innovation and technologies.

He then joined Schneider Electric acknowledging that Energy and Electrical power is a key need for all technologies. As a Senior Vice President with Schneider Electric, running the Power Systems division, Guillaume is very excited to be part of the fascinating Company's journey.

Schneider Electric is the leader in the digital transformation of energy management and automation, recently named one of Fortune's 2022 World's Most Admired Companies for the fifth year in a row.

## Schneider is regularly recognized for its drive towards sustainability. What can you share with our members who want to raise their sustainability goals?



**Guillaume Le Gouic:** It is our responsibility, as large organizations, to make a positive impact by reducing energy consumption and CO2 emissions, contributing to societal progress, while being profitable. In 2021 Schneider Electric ranked world's most sustainable company by Corporate Knights · ranking number 1 out of more than 8,000 corporations.

At Schneider we have ambitious targets with our 2021– 2025 Schneider Sustainability Impact, in line with the United Nations Sustainable Development Goals; our technologies reconcile growth, access to energy for all, and a carbon-free future for our planet. Our own climate commitments aim to minimize carbon emissions for our customers and our own company. For Schneider, this means the neutrality of our business ecosystem by 2025 net-zero carbon from our operations by 2030, and net-zero carbon of our end-to-end supply chain by 2050.

To achieve these targets, we must leverage technologies that empower a world becoming more Electric, and more Digital. Doing so, we can better control, analyze and optimize the energy produced and consumed, we avoid waste and allow for more sustainable power grids.

The technology is already here, it only takes the commitment and actions of companies, agencies, and individuals to make it a reality.





## Can you share what are your key ambitions and challenges in 2022?

**Guillaume L.G:** 2022 is an uncommon year. We must handle strong contrasts. On one hand, we need to innovate and convert our industry to Electricity 4.0. On the other hand, we must navigate a constrained supply environment to serve a growing market.

Schneider Electric is launching offers in 2022 that support more connected and green applications. These new technologies shall also alleviate the challenges on our power grids. It will be critical as more infrastructure gets deployed on the grid. As we know, we have a major opportunity in front of us, with the Build Back Better Act allowing us to reshape our national infrastructure and accelerating key energy transitions. Schneider Electric is working with its network of partners, contractors, integrators, OEM and vendors to prepare for this opportunity.



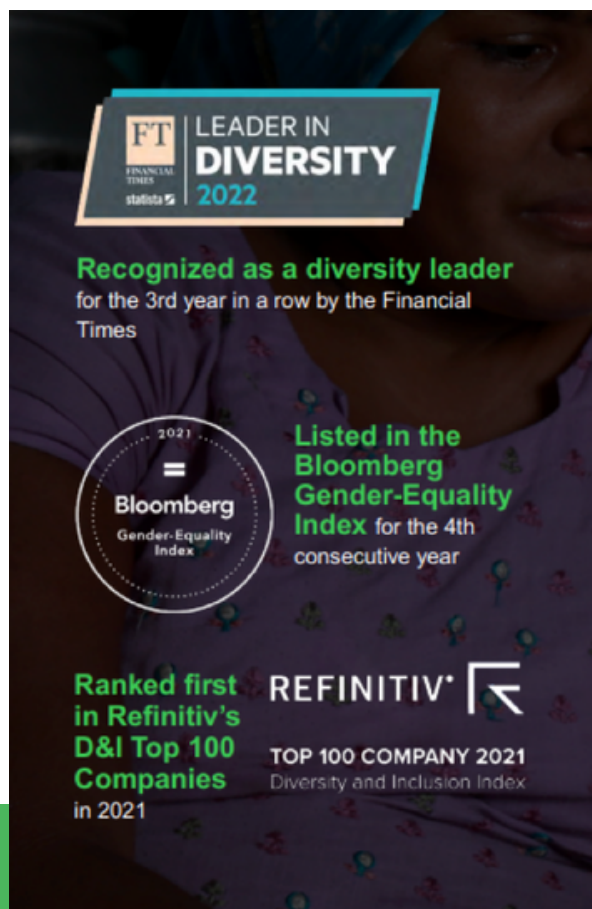
## Can you tell us about your team and what it is like to work for Schneider Electric?

**Guillaume L.G:** Our talented USA team is over 25,000 people strongly supporting our various businesses, energy management, automation, software, and services.

At Schneider Electric, we believe that great people make a great company, and we invest in developing the best talents in our industry.

In addition, we thrive to create Equal Opportunities, to harness the power of all generations, to champion well-being and new ways of working while keeping all our employees safe.

Our commitment to diversity and inclusion continues to be recognized and is a constant motivation for all of us.



# Transforming industries with AI Technology



With the recent closing of its Serie D funding, SparkCognition - a company solving the most critical business problems with a powerful AI technology - will be creating 150 jobs this year to pursue its growth.



# SparkCognition



GROWTH FUELED BY BROAD AI  
IMPLEMENTATION SUCCESS



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## ABOUT THE COMPANY

SparkCognition recently announced the close of its \$123 million Series D funding round led by new and existing investors, including March Capital, Doha Venture Capital, B. Riley Venture Capital, AEI Horizon X, Temasek, Alan Howard, and Peter Löscher. As a result, the company achieved a unicorn valuation of over \$1.4B. This milestone emphasizes the value SparkCognition brings to customers across global industries, including oil and gas, renewables, cybersecurity, manufacturing, financial services, transportation, government, and defense.

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## AI IN THE PHYSICAL WORLD

Since the company's inception in 2013, they have been committed to advancing and commercializing AI and its practical application in the physical world. AI redefines how businesses succeed and grow, enabling them to analyze, optimize, and learn from data to make informed decisions. Powering the next generation of AI with over 140 patents, SparkCognition allows enterprises to analyze massive datasets and bring context to data in real-time.



Sumant Mandal, Co-Founder  
& Managing Director at March Capital

“*SparkCognition has a proven track record of delivering AI at scale, partnering with the world's industry leaders to drive profitable growth.*

*They are at the front of this AI tsunami—helping businesses address their most critical challenges and enable digital transformation.*

Sumant Mandal, Co-Founder and Managing Director at March Capital.

”

A few examples of SparkCognition's recent successes in solving challenging business problems provide a sense for the broad-spectrum solutions the company offers :

- **Oil & Gas application**

Deployment of a stuck pipe mitigation solution for the upstream oil and gas industry that successfully detected 96% of stuck pipe events, saving the operator upwards of \$30M/year and winning the company recognition as a finalist in the recent BTOE Digital Transformation Awards.

- **Renewable energy application**

Implementation of an ML-powered yaw angle misalignment detection model for wind turbines that detects alignment errors of more than five degrees with 96% accuracy.

- **Aerospace application**

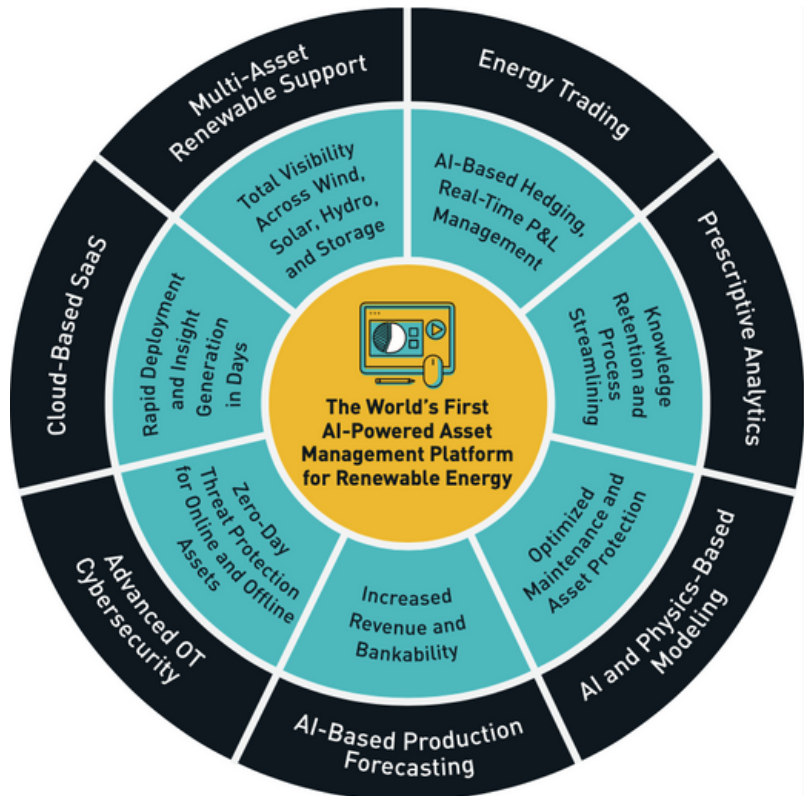
Development of an AI-based asset maintenance solution for the aviation industry that saved an Asian airline nearly \$40M/year in operational costs.

- **Manufacturing application**

Roll-out of a predictive maintenance solution for a Fortune 50 beverage manufacturer that boosted operational efficiency by more than 5% per year.

- **Energy transition application**

Deployment of the Maritime Shipping Advisor at Aramco Trading Company (ATC) to manage their fleet of large vessels. ATC saw over \$64M in cost savings in 2021, a 98% reduction in man-hours required from 400 to 8, and advancement against their 2050 commitment to being a net-zero provider. The project won the 2021 Aramco Digital Excellence Award in Downstream.





## Expansion and Growth

SparkCognition completed three acquisitions in 2021:

- A leading digital knowledge platform firm that added computational knowledge graph technology and industry expertise to the company's already broad capability set.
- A leading provider of software products and services for the renewable energy industry.
- A financial technology firm that transforms market-making and quantitative investment strategy with cutting-edge artificial intelligence products.

Ambitious goals to advance the science and practice of AI fostered the need for a physical hub to bring research and commercial applications together.

The company opened its new HyperWerx facility in May 2021 to serve as a dedicated space to develop and test exciting new advancements in the world's most promising technologies.

A first-of-its-kind AI proving ground, HyperWerx sits on 50 acres near Austin and explores many facets of AI capabilities, ranging from developing robotics platforms and unmanned aerial vehicles to integrating terrestrial and aerial systems and extending to applications in numerous commercial and defense fields.

### RESULTS: COST-EFFICIENT MAINTENANCE FOR A STRONGER BOTTOM LINE

*SparkCognition™ Delivers With Proven Technology*



Increased Identification  
of Unexpected Subsys-  
tem Failures by

**75%**



Increased Failure  
Identification Lead  
Time from Hours to

**9 Days**



Increased Production  
Efficiency on Offshore  
Platforms to Nearly

**99%**

The HyperWerx facility currently includes participation from key partners SkyGrid and SparkCognition Government Systems (SGS) and will continue to enhance its partner ecosystem as it adds new capabilities. Current and future partners of HyperWerx will use the facility to explore new systems and deliver cutting-edge solutions to their customers and partners.



## A Glimpse of What's to Come

SparkCognition was recognized as one of the 2022 100 Best Places to Work in Austin by Built In. By achieving this milestone, and with the inauguration of the company's new headquarters in suburban Austin, the company continues to energize its mission of delivering world-class AI solutions that empower organizations to solve their most critical problems and run more sustainable, safer, and more profitable businesses.

The latest round of funding will accelerate sales and marketing efforts, strengthen research and development investments, expand the diversity of problems SparkCognition solves for customers, and advance its organic and inorganic growth. The company plans to hire an additional 150 employees this year, with a focus on hiring more subject matter experts in energy, financial services, manufacturing, and government.

[Visit SparkCognition's career page.](#)

**150**  
**NEW HIRES**  
**THIS YEAR**





# SINAY DOCKS IN TEXAS TO REDUCE PORT CONGESTION

**Sinay helps maritime-based companies enhance business efficiency and better monitor their environmental impact thank to a cloud-based solution and artificial intelligence algorithms in providing the best data insights for the maritime industry.**

In the United States, port congestion is very important. In fact, American consumers are buying goods not services, the shipping industry is increasing but the lack of digitalization is here. With maritime activities, ports, and the shipping industry digitalized, port congestion would reduce and efficiency increase.

Within the Sinay Hub, maritime industries have the power to master their data to reduce their environmental impact while improving business efficiency.

The estimated time of arrival module allows ports and shipping companies to know with accuracy the ship arrivals at the port to save money, better allocate resources and optimize operational efficiency. Thanks to artificial intelligence technology and data-driven algorithms, machine learning software combines the data obtained from a ship's AIS with historic voyage data and metocean data to precisely calculate the next port of call of a ship and its arrival time.

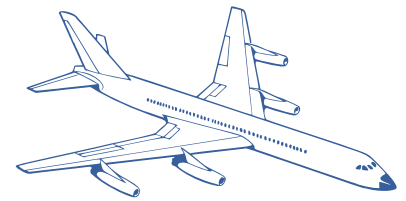
The ETA Module helps to improve the daily operations for maximum efficiency by getting a quick update on a ship's ETA, getting the real-time position, and optimizing port calls.

The benefits are multiple, first for shipping industries which can get better predictions, share real-time predictions with all stakeholders, increase your trust index by becoming more reliable and competitive during berthing operation. About ports, the module optimizes time at berth and better allocates resources, avoids berth conflicts, improves maritime safety, prevents port congestion, and reduces air pollution.

Having tens of vessels waiting at the port entrance have significant costs impacts! But thanks to ETA Module the optimization is here: better predict arrivals times and adjust travel to avoid congestion, reduce fuel consumption and positively contribute to decarbonization, optimize resources planning and safety.

Sinay helps ports and shipping companies adopt digital strategies and for further optimization, Sinay has developed its module to be accessible worldwide. Many U.S. ports are included in the ETA module, including Galveston TX! And many more are to come.

[Visit the website.](#)



# BUSINESS EXPLORATIONS

DISCOVER OUR TAILOR-MADE PROGRAMS

**The FACC Texas launches its learning exploration program.**

This program has been designed for two types of audiences:

- Companies looking for B2B introductions in the Texas market
- French students enrolled in a Master's degree specializing in Tech and Innovation with a focus on International Business

## B2B Industry Program

The FACC Texas has been mandated by MIMS (La Maison de l'Innovation de la Médecine Spécialisée) to organize an exploration trip in the MedTech industry. Our guests will discover the biggest medical center in the world and get the opportunity to pitch their solutions to targeted C-Level executives.



In June, Doctolib (French Unicorn) among other amazing French Medtech companies will come to Houston to visit the most famous medical centers to get the pulse of the local industry, present their solutions to the American market, and meet with successful MedTech experts.



## Grandes Ecoles Program



In May, the FACC will host a group of ESCP students enrolled in a Master's degree in Transformation Project Management and Marketing & Communications.

During a week, the group will meet the most innovative companies operating around the world to listen to compelling stories about their corporate culture, internal organization, innovations, and products that make their names worldwide known.



Students will also get the opportunity to meet with C-level executives, and discuss with leaders and project managers.







*In this chapter...*

**Major investments in renewables**

—

**State-of-the-art hydrogen  
projects**



# MEET ALEXANDER ADOTEVI, CFO AT TOTALENERGIES AMERICAN SERVICES



## AS THE RECENTLY APPOINTED CFO OF TOTALENERGIES IN THE U.S., WHAT IS YOUR ROADMAP?

My priorities are to strengthen the capabilities of my team, and to develop and learn about new energies to best support our business teams on the ground. First and foremost, I want to reinforce the basics – for me a finance operation has to run efficiently in the background, almost silently. Achieving this is no mean feat because it requires a relentless focus on process and the use of new productivity tools. Next, I want to work on the future. We are increasingly asked to work on non-financial information such as measures of carbon efficiency, so my goal is to enable my team to adapt to the challenges of increasing demands from our business partners in terms of speed and quality of insight.

## COULD YOU SHARE WITH US THREE MILESTONES IN YOUR PROFESSIONAL CAREER?

1

I would probably start with getting my first oil industry job in the early 2000s at BP. I quickly realized that I wanted to work in this industry for the rest of my career. Energy has played such a key role in world events since the beginning of the twentieth century. It will take some time for humanity to completely transition to low-carbon energies, but industry actors such as TotalEnergies have a key role to play here to make this transition a reality.

2

My second career milestone is taking the CFO position for TotalEnergies in Germany in 2014. I had joined the company five years before, in England, and spent three years in The Hague. However, Berlin was special because it was an important affiliate for the Company's downstream activities, and I was fortunate that I was able to set my own agenda. Personally, the city also had a lot to offer to a history buff like me (the area I lived in was once the American sector).

3

My third milestone before moving to the U.S. was to work in the Corporate and Project Finance team in Paris - my first position at Headquarters in La Défense. Simultaneously, I was able to work on the financing of large projects in the Middle East and Southeast Asia. I was also able to support the development of several African affiliates, which I took great pride in as I have African origins.

## WHAT ARE YOUR FIRST IMPRESSIONS OF HOUSTON: THE CITY AND ITS BUSINESS COMMUNITY?

The heat! I arrived in July 2021 during the summer break and with Covid restrictions still in place so there were not many people in the office. I was surprised by the crushing heat. I was staying in mid-town and on my walk to the office I hardly saw anyone (I was yet to discover the Downtown tunnels). Professionally, I was impressed by the dynamism of the U.S. economy, particularly in Texas, and the great diversity of the workforce. Personally, my family and I enjoy the many cultural activities and the foodie scene. The gumbo soup here reminds me of the food I was eating in Benin, the country of my birth.



**YOU WERE BORN IN BENIN, DID YOU GROW UP THERE? WHAT IS YOUR CULTURAL BACKGROUND?**

My father is from Benin, my mother is German. I grew up in Ivory Coast, and I studied Economics in Paris (Paris II Assas). And then, I emigrated to the UK where I remained for 18 years. So whilst I am not a French national, I am very much a Francophile.

**DO YOU THINK YOUR INTERNATIONAL BACKGROUND INFLUENCED YOUR CAREER CHOICE AND SUCCESS?**

For someone with my background, the energy industry was like a magnet. It has allowed me to work in different countries and diverse working cultures, which is incredibly enriching. This diversity helps foster different points of views and this means working with the best talent possible from various parts of the world.

**YOU JOINED THE BOARD OF DIRECTORS OF THE FACC TEXAS AND ALREADY COMMITTED TO PARTICIPATE IN EVENTS, DISCUSSIONS AND PEER MEETINGS. WE ARE GRATEFUL FOR YOUR INVOLVEMENT. HOW DO YOU SEE YOUR ROLE IN THE LOCAL COMMUNITY?**

I believe there is always potential for reinforcing the ecosystem around French and European companies in Texas. We can all learn from each other.

Closer to home, I think some recent appointments at TotalEnergies have shown that our company, whilst remaining distinctly French, is attracting and promoting a diverse cadre of managers.

“

**My father is from Benin, my mother is German. I grew up in Ivory Coast, and I studied Economics in Paris. And then, I emigrated to the UK...**

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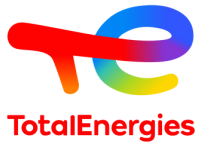


Wearing a pair of traditional "Lederhosen" for Oktoberfest in Berlin, Germany.



A globe trotter who likes to embrace new cultures.

# Toward the green path



## About TotalEnergies

TotalEnergies is a global broad energy company, active in more than 130 countries. Their 100,000 employees are committed to better energy that is safer, more affordable, cleaner, and accessible to as many people as possible. Their ambition is to be a world-class player in the energy transition.

TotalEnergies has been operating in the United States since 1957. Their focus is on identifying opportunities across the entire energy value chain to meet growing energy needs while reducing carbon emissions. Their U.S. business strategy is centered on liquefied natural gas and renewables in the evolving U.S. energy market.

TotalEnergies is actively pursuing business opportunities that support the decarbonization of U.S. energy. The Company's low-carbon business development in the U.S. is focused on renewables, particularly solar and offshore wind. TotalEnergies believes that natural gas, the cleanest fossil fuel, is critical to the energy transition, particularly when its production and consumption are complemented by well-designed policies to reduce greenhouse gas emissions. The reduction of CO<sub>2</sub> emissions is also a focus for the historic activities of the Company. The following milestones illustrate how rapidly TotalEnergies is expanding its renewables portfolio to play a major role in the energy transition.

## A strategy focused on :



REDUCING EMISSIONS  
AND IMPROVING ENERGY  
EFFICIENCY



DECARBONIZING  
ENERGY  
PRODUCTS

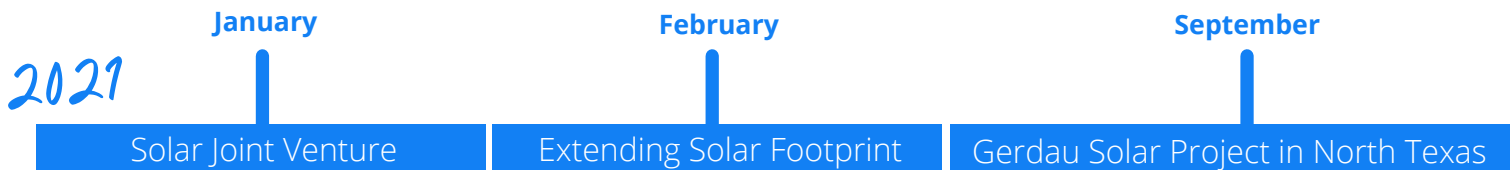


PROMOTING  
LOW-CARBON  
ENERGY



INVESTING  
IN  
CARBON SINKS

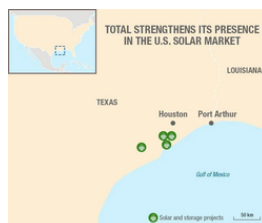
## Energy transition - TotalEnergies' latest U.S. investments



TotalEnergies formed a 50/50 joint venture to develop **12 utility-scale solar** and energy storage projects of 1.6 gigawatts cumulative capacity in the United States. [Read more.](#)



TotalEnergies strengthened its presence in the U.S. market by acquiring a development pipeline of up to **2.2 GW of solar projects**, and **600 MW of battery storage assets**, all located in Texas. The projects were bought from SunChase Power. [Read more.](#)



174 Power Global, Gerdau and TotalEnergies, announced the beginning of construction of the **80-MW Midlothian, Texas Gerdau Solar project**, one of the largest behind-the-meter solar facilities in the U.S with **231,000 solar panels**. [Read more.](#)





October

2021

## Plastic Recycling Venture



TotalEnergies announced a strategic partnership with Plastic Energy and Freepoint Eco-Systems to build **an advanced recycling plant in Texas**, which will transform end-of-life plastic waste into a recycled feedstock called TACOIL. TotalEnergies will convert this raw material into **virgin-quality polymers**, which can be used for **food-grade packaging**. [Read more.](#)



## Offshore Wind Venture



TotalEnergies and Simply Blue launched a joint venture to unlock the vast potential for **floating offshore wind projects off the U.S. West Coast**. [Read more.](#)



November

## First Biogas Unit



TotalEnergies and Clean Energy launched the construction of a **40 GWh/year biomethane production unit**, in Friona, Texas. The biomethane will be used as an alternative fuel for mobility, **avoiding some 45,000 tonnes of CO2e emissions per year** from road transportation. [Read more.](#)



February

2022

## Solar CIS Acquisition



TotalEnergies signed a definitive agreement with SunPower Corp.'s to purchase its Commercial & Industrial Solutions (CIS) business for \$250 million, including \$60 million of earn-out subject to regulatory evolution. TotalEnergies is the majority shareholder of SunPower, a leading solar technology and energy services provider. [Read more.](#)



## NY Offshore Wind Lease Win



TotalEnergies won a maritime lease area of the coast of New York and New Jersey, spending \$795 millions for the right to develop a 3GW offshore wind farm that will be able to power 1 million homes. The project is expected to come online by 2028. [Read more.](#)

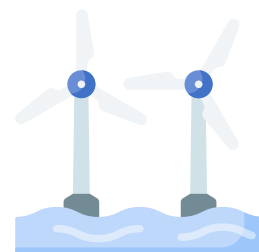


March

## West Coast Offshore Venture



TotalEnergies joined Trident Winds in the Castle Wind joint venture for the development of a 1 GW offshore wind project off the coast of Morro Bay, in Central California. Semptra agreed to buy 30% of TotalEnergies' equity interest in the project, which is preparing for an upcoming auction. [Read more.](#)



# U.S. RENEWABLES AMBITION

## DISCUSSION WITH ALEXANDER ADOTEVI & MARC-ANTOINE PIGNON



**ALEXANDER  
ADOTEVI**

CFO AT TOTALENERGIES  
AMERICAN SERVICES



**MARC-ANTOINE  
PIGNON**

MANAGING DIRECTOR -  
TOTALENERGIES  
RENEWABLES USA

### *Joint interview*

**TotalEnergies has been very active in the renewables space in the U.S. this past year. How does this fit in the Company's global strategy? And the historic businesses in the U.S.?**

**Marc-Antoine Pignon:**

Total became TotalEnergies in May 2021, marking our transition to a multi-energy company. As part of our ambition, we want to be among the world's top five producers of electricity from wind and solar energy by 2030 so this is what drives us to seek opportunities in the fast-growing U.S. renewables market.

**Alexander Adotevi:** Our other businesses in the United States are looking for opportunities to avoid or reduce emissions and to capture CO2 emissions. Where it makes sense, TotalEnergies is also interested in looking at projects that help compensate for emissions, for example natural carbon sinks such as forests.

**Why is the U.S. so attractive for renewables projects? And what's the expertise TotalEnergies has in other parts of the world that can help you grow solar and wind businesses in the United States?**

**Marc-Antoine Pignon:** The U.S. renewables market is one of the world's largest in terms of new installed capacity each year, so it makes complete sense for us to be active here to meet our global goal of 35 GW of gross production capacity from renewable sources and storage by 2025, and 100 MW by 2030. We think we have some pretty significant assets to be successful here, not least the fact that TotalEnergies has had a footprint in this country since the 1950s. One of our Company's core values is Pioneer Spirit and it shows in our relatively new renewables teams, which include a mix of local industry experts on land, market or regulatory topics, and engineers with offshore skills that are now applied to wind projects.



**Alexander, tell us how your team supports the U.S. Renewables teams in this incredibly dynamic period for TotalEnergies' solar and wind business in the U.S.?**

**Alexander Adotevi:** Marc-Antoine's team is experiencing a rapid growth phase across Solar, Wind and Storage – as illustrated by a series of acquisitions and joint ventures announced in recent months. My team intervenes both on the day-to-day business and on external growth opportunities. In addition to accounting support, we provide support on tax matters, insurance and treasury.

“

*We want to be among the world's top five producers of electricity from wind and solar energy by 2030.*

”

**As a relative newcomer in the Renewables business in the U.S., are there particular challenges you are facing in your solar and wind ventures?**

**Marc-Antoine Pignon:** Trade barriers and global geopolitical uncertainties have certainly dented some of the tailwinds generated by the Biden Administration's strong ambitions on renewables – and this affects us like the rest of the industry. TotalEnergies has been at the forefront of U.S. renewables since the acquisition of a majority stake in SunPower in 2011. We accelerated our investments in the past couple of years. So, while our renewables footprint is still relatively fresh, TotalEnergies has an ability to establish collaborations with local partners – whatever the size – to combine strengths and build strong positions in specific markets. This is exactly what we are doing here in the solar and offshore wind spaces.

**Alexander Adotevi:** In terms of finance, there are also a number of challenges – firstly, we need to understand this new business activity; there is an element of structuring involved, meaning establishing the right amount of equity and debt and understanding the fiscal implications. Tax issues are very specific to the renewables industry and the framework we work within is changing as new legislation comes into effect.







# HyPSTER PROJECT

THE FIRST EUROPEAN  
DEMONSTRATOR OF GREEN  
HYDROGEN UNDERGROUND  
STORAGE





Currently, under development on the French site of Entrez (located between Geneva and Lyon), HyPSTER is the first green hydrogen storage demonstrator in a salt cavern, supported by the Clean Hydrogen Partnership. With a total budget of 13 million euros, it aims to better identify the position of storage in the hydrogen value chain, and in the long term, to support the development of the hydrogen sector in Europe.

The implementation of this project launched in January 2021 is continuing with the finalization and validation of the engineering studies. These studies will enable the construction phase to begin, including the surface hydrogen production platform and the conversion of the salt cavern into hydrogen storage. Moreover, the contracting of the equipment required for the surface and underground works has been signed with different partners, both French and international companies.

#### **Industrial and R&D aspects validated by engineering studies**

On the industrial side, the design of the new facilities to be built has been completed in order to define the layout of the piping, instrumentation, electrical, and civil engineering facilities. At the same time, this phase allows the follow-up of the administrative requests that will enable the construction permit to be obtained.

In terms of Research & Development, the test protocol has been defined and will provide 100 cycles over 3 months. The aim is to simulate the injection and withdrawal of hydrogen to manage the consumers' needs for low carbon hydrogen, in the future.

#### **Installation of the electrolysis unit and conversion of the storage facilities**

The equipment for the electrolysis units, designed to separate the water molecule into hydrogen and oxygen, are under construction by different manufacturers. Storengy aims to start the construction of the platform in the first half of the year. It will be followed by the conversion of the salt cavern, which until now has been used for R&D projects for natural gas underground storage.

The first hydrogen bubbles will be produced when the surface installations startup, which should take place in March 2023, with an experimentation phase in real conditions: the cycling tests will take place one month later in the cavern.





## An essential link in the development of the green hydrogen sector

This pilot for the underground storage of green hydrogen paves the way for the creation of a green hydrogen sector at an industrial scale and its technical and economic replicability in other locations in Europe. It marks a new step towards flexible supply at a large scale of renewable and low carbon energies. Moreover, it is in line with the French government's will to further support the development of the hydrogen sector, which has benefited from an additional €1.9 billion under the France 2030 Investment Plan.

### About the Clean Hydrogen Partnership:

The Clean Hydrogen Partnership – the successor of the Fuel Cells and Hydrogen Joint Undertaking (FCH JU) – aims to strengthen and integrate European Union research and innovation capacity to accelerate the development and improvement of advanced clean hydrogen applications ready for market, across energy, transport, building, and industrial end-uses, while strengthening the competitiveness of the Union clean hydrogen value chain. The three members of the partnership are the European Commission, fuel cell and hydrogen industries represented by Hydrogen Europe, and the research community represented by Hydrogen Europe Research.

This project has received funding from the Fuel Cells and Hydrogen 2 Joint Undertaking under grant agreement No 101006751. This Joint Undertaking receives support from the European Union's Horizon 2020 research and innovation program, Hydrogen Europe and Hydrogen Europe research.

storengy

elementenergy

ESK

inovyn  
An INEOS company

INERIS

axelera





# UNDERGROUND STORAGE OF HYDROGEN



## A KEY ACCELERATOR TO GLOBAL DECARBONIZATION

A preeminent supplier of underground storage and subsurface injection services, Geostock Sandia (a subsidiary of Vinci Group) combines industry leadership in the design, construction, operation, and maintenance of underground storage facilities with proven, innovative permitting, engineering, and field services in the subsurface injection of liquid and gaseous fluids.

**52**

Years in underground storage

**400+**

Years of engineering experience

**32**

Years in subsurface injection



Recently, Geostock Sandia has participated in a business talk "Challenges to Bring the Underground Hydrogen Storage to Scale".

[View the replay](#)



*Capucine Courault,  
Principal Geologist at Geostock Sandia*

Capucine Courault is a Principal Geologist at Geostock Sandia, LLC a company that provides consulting, engineering, construction management, operations, and maintenance for all underground storage techniques. More recently, Capucine has been involved in business development and project management for hydrogen-specific projects. Capucine graduated as a geological engineer from Ecole Nationale Supérieure de Géologie in France and did an exchange program with Universitat Politècnica de Catalunya.

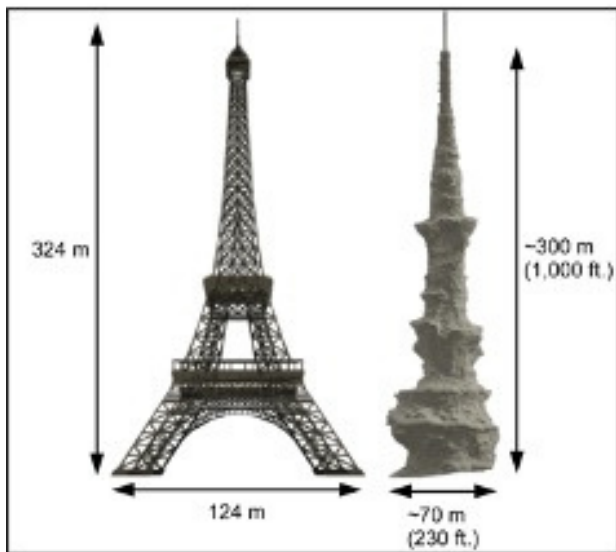
Hydrogen energy has a major role to play in reaching the commitment of “net-zero” by 2050. One of the main advantages of hydrogen, besides not emitting carbon dioxide when being used as a fuel source, is that it can be stored for virtually any length of time prior to being used when needed. Giant salt domes can be as large as several miles across and with heights exceeding 10,000 feet are amazing geologic structures that present a huge potential for storing large quantities of hydrogen in salt caverns.

Hydrogen storage will be a critical component for energy optimization to avoid losing the surplus of produced renewable electricity when the demand is lower than the production. This stored hydrogen can then be used to support the grid when the demand for energy is higher than normal due to situations such as winter storms or heat waves.

The main advantages of underground storage are that it is safe, environmentally friendly (limited surface footprint and low visual impact), cost-effective, almost everlasting, and low maintenance.



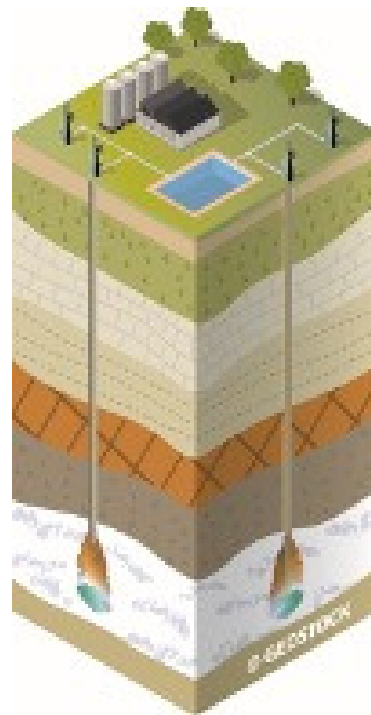
Salt domes are unique, large geologic features made of rock salt, which consist mostly of a mineral called halite (NaCl). The salt rock has the particularity to dissolve once it is in contact with fresh water. Salt caverns are created using a leaching process in which water is injected through a well to dissolve the salt rock, creating void space, and the resulting brine (water with a high concentration of dissolved salt) is withdrawn through the same well. As an order of magnitude, ***salt caverns have a size comparable to the Eiffel Tower and can store up to 4,000 tons of hydrogen per cavern.***



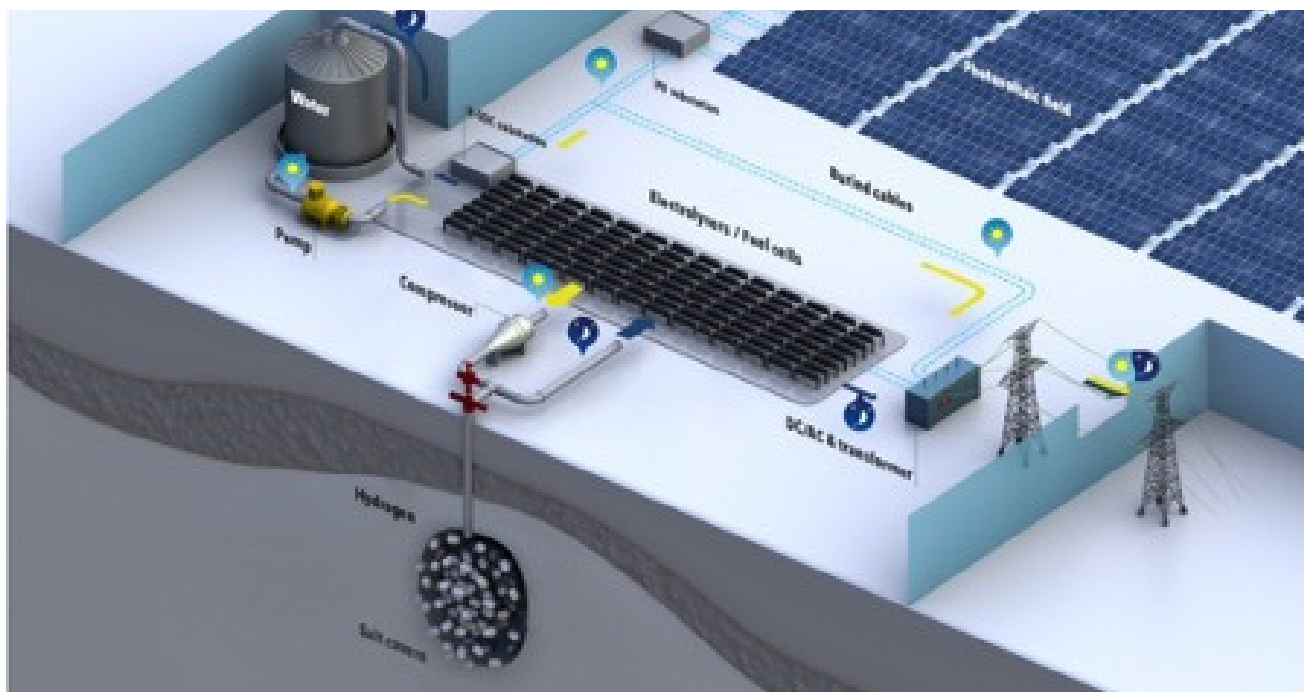
Another major aspect to consider prior to developing a salt cavern is the availability of water for the leaching process and the ability to dispose of the brine which can be performed through brine disposal wells into saline aquifers, transported to the sea, or valorization of the brine to produce industrial products such as polyvinyl chloride (PVC) or soda ash (one of the main components of glass).

There are more than 80 salt domes in Texas and these domes already host nearly 400 caverns used for brine production and/or for product storage, mostly hydrocarbon. There are currently **three caverns in Texas being used for the storage of hydrogen**, located at the Spindletop, Moss Bluff, and Clemens domes.

One interesting fact about hydrogen caverns is that, even though it is not currently a large industry with a total of 6 caverns in the world, it is an industry with a long history since the first hydrogen cavern was developed in 1972 in the UK, only 11 years after the development of the first natural gas storage cavern. The key challenge is to develop a safe network of hundreds if not thousands of hydrogen caverns by 2050 to store the volumes of hydrogen required.







The Mississippi Clean Hydrogen Hub under active development by Hy Stor Energy is one of the first, if not the first, large-scale hydrogen storage project worldwide. The project will couple on-site renewable hydrogen produced through electrolysis and renewable power from dedicated solar and long-duration, underground salt cavern storage providing flexible multi-day, multi-week, and seasonal energy storage that can be dispatched on demand.

The first phase project is capable and permitted for storing 70 million kg of hydrogen in four Mississippi salt domes hydrogen. A storage solution of this scale provides availability of hydrogen supply at a commercial scale over weeks, seasons, and years and provides grid reliability and resiliency, firming intermittent renewable energy.

The Mississippi Clean Hydrogen Hub will be the central storage hub creating a hydrogen ecosystem within Mississippi delivering clean reliable hydrogen to Mississippi, neighboring states, and the entire eastern seaboard.

The involvement of the Geostock Group for the Hy Stor Energy project is to provide engineering and geoscience support for the development of the hydrogen storage cavern field and of the brine disposal well field and integration with the surface engineering requirements. Support includes geologic site assessment, cavern development plan, cavern stability assessment, well logging and core testing program and interpretation, and cavern wells design and construction. The cavern depth and shape are optimized based on site-specific data from the salt rock in order to be located deep enough to store a large quantity of hydrogen (higher storage pressure differential) but shallow enough to limit cavern deformation/closure over time due to salt rock viscoplastic behavior. The salt rock tends to flow over time (creep) with a larger order of magnitude at deeper depth, which would generate the closure of the caverns over time.



A close-up, high-contrast photograph of an industrial welding process. A bright, intense blue and white light emanates from the point of contact between a welding torch and a metal pipe. Numerous long, thin, orange-yellow sparks are being ejected from the weld, creating a dynamic, streaky pattern across the upper half of the frame. The background is dark and out of focus, showing various industrial components like bolts and metal plates.

“

**100% of the products we produce in the U.S. is recycled steel representing 1.5 billion pounds, but we don't stop there. We also recycle 95% of our water used in production...**

”

Joe Hill, Sr Director of NA Energy Transition  
and New Business Development at Vallourec



# "ALL-IN" ENERGY TRANSITION APPROACH **VALLOUREC NORTH AMERICA**







## JOE HILL

### Sr Director of NA Energy Transition and New Business Development at Vallourec

Joe HILL is a Native Texan currently living in Houston with 24 years of experience in the energy market. He holds a Master of Business from Tulane University with an emphasis in Finance.

Joe has worked for Vallourec for over 20 years in positions as diverse as Logistics, Project Management, Sales, Manufacturing, Finance, Supply Chain, and Field Operations.

Currently, he is leading Vallourec's Energy Transition & New Business Development for North America. Together with Benoit, he serves on the Energy Transition Chapter of The Energy Workforce & Technology Council and is an inaugural member of the Texas Geothermal Energy Alliance. He is also on the University of Houston's Advisory Board.

#### **Europe has led the way into the energy transition, what main differences do you observe here in the United States?**

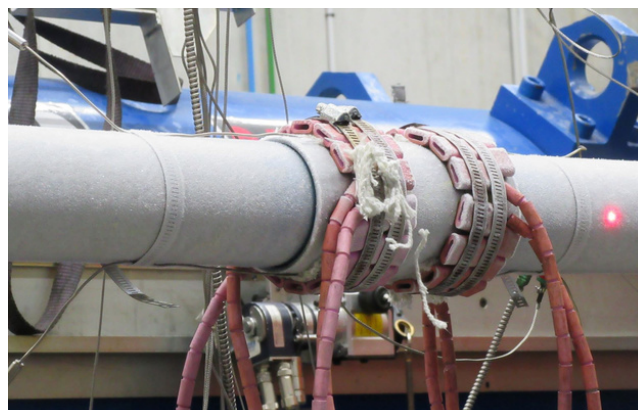
Traditionally, Europe has led the way in the energy transition, and its nations are further along their green journey than the US. While Europeans have invested in renewables directly, US companies are more inclined to invest in adjacent businesses. This is due to a variety of reasons - partly consumer sentiment, partly government regulations. The US is taking a different path toward a more sustainable energy mix, so the market here is also very different.

However, North America is now accelerating its move toward renewables, partly due to initiatives like 45Q tax credits for companies that sequester carbon. As carbon taxing is also brought into the equation, the two mechanisms will work together to drive the industry toward reducing its use of fossil fuels. In terms of acceleration, there is some expectation that even though the US started later the market will adapt quickly to this emerging market.

#### **What is the 'all-in' approach of Vallourec Group regarding energy transition?**

As we began this journey in the US, we were very conscientious that part of our mission would be to raise awareness of the market. While Vallourec enjoys high recognition in the Oil & Gas market, we knew we must engage Energy Transition players early.

At the same time, I wanted to re-enforce that Vallourec is more than a pipe supplier as we can also offer engineering, R&D, specialty items, digital, and field services on site. With this approach, we expect to bring more value to our customers and their projects.





**Vallourec specializes in material science and mechanical and welded connections, how do your tech products play a major role in the transition?**

As world leaders in pipe and connections, Vallourec focuses a lot of our attention on technology. Globally we have 5 R&D centers around the world from France, Germany, Brazil, and the US.

Our centers are staffed with over 430 technicians and engineers spending ~\$47MUSD annually. We are specifically focusing our studies on the effects of H<sub>2</sub> and CO<sub>2</sub> on materials, connections, and welds. We are also looking into extreme temperatures from -60C to 350C with qualification protocols in process.

**Could you share your latest R&D/tech research benefiting carbon footprint reduction?**

Vallourec is committed to reducing our carbon footprint not only because it's the right thing to do it's what our customers and investors expect.

In terms of actions and strategy, 100% of the product we produce in the U.S. is recycled steel representing 1.5 billion pounds, but we don't stop there. We also recycle 95% of our water used in production which is roughly 165 million gallons per day.

While it is not new technology, our primary steel-making operation in North America uses an Electric Arc Furnace (EAF) sourced by 100% carbon-neutral electricity, as does our main pipe manufacturing hub. This, among other factors, allows Vallourec to offer products with a lower carbon footprint than others in the industry. The global Environmental Product Declaration (EPD) for the Vallourec Group, a cradle to gate environmental impact analysis of products, has been certified at 1.796-ton CO<sub>2</sub>/ton of pipes produced, which is best in class in Oil and Gas.

**Where do you stand today in your ESG journey?**

Vallourec has long taken a proactive approach to Environmental, Social, Governance (ESG), and sustainable business practices including energy efficiency and clean manufacturing, which shows in our results and achievements. We are the only company in the Oil & Gas Sector to have a carbon emissions reduction trajectory in line with the Paris agreement, contributing to limiting global warming to below 2°C. We have also had a commitment to the UN Global Compact since 2010.

Additionally, **Vallourec is committed to further reducing our CO<sub>2</sub> equivalent emissions (in Mt) by 25% by 2025.** This ambitious target has been validated by the Science Based Targets initiative (SBTi).

Specifically in the US we have earned Ohio EPA's Gold Level and are certified 100% carbon-free electricity by Energy Harbor. In 2021, we were honored with Hart Energy's "ESG Top Performer" in the Public Service Company sector.





*In this chapter...*

**SHAPING ENTREPREURIAL MINSETS**



**FRENCH SUCCESSFUL ENTREPRENEURS**





# THE VILLAGE SCHOOL: FOSTERING THE ENTREPRENEURIAL SPIRIT



The Village School is a Pre-K through 12th-grade private day and boarding school in Houston. Offering its students a global perspective and exceptional learning experiences, The Village School prepares students for college, university, and the workforce. Village students have the opportunity to choose an academic path that best suits their goals, needs, and future aspirations.



## Setting students up for future success

One of the academic paths Village students may choose from is The Entrepreneurship Diploma. This path is an option for students who are problem solvers, creative and enjoy the decision-making process.

Throughout The Village School's Entrepreneurship Diploma program, students take specific courses such as Leadership Development, Financial Literacy, Negotiations, and Decision Making which help them develop an entrepreneurial mindset. The students develop a company or product which aims to solve a problem in their immediate community or the world. At the end of the program, graduating students present their Senior Capstone Project in front of peers, parents, mentors, and business leaders. This culminating project is a showcase of what they have learned over their time in the program.

This year, The Village School will graduate its 4th and largest cohort of students with an Entrepreneurship Diploma. Our students have placed in top spots in competitive pitch competitions, including the Rice Business Plan Competition and The University of Houston Bauer Think Tank Business Pitch Competition. After graduation, they have been accepted to schools like UT McCombs School of Business, Northeastern University, St. John's University, Baylor University, and Babson College.



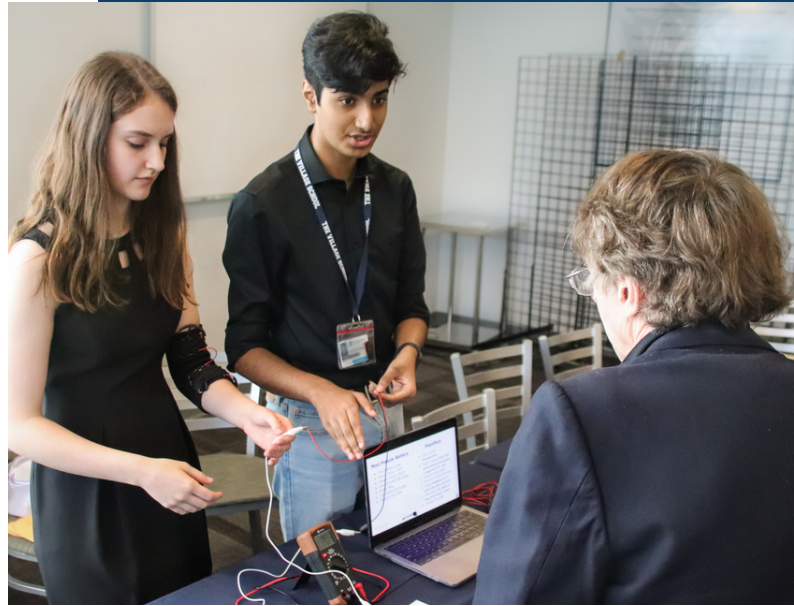
A notable student-developed company is SkillMaster, a program created to help students looking for internships and volunteer opportunities. Another company was developed entirely by a group of Village boarding students who identified a need to have resources available for young people who travel frequently. Their company, Connect & Travel, is an app that allows travelers to meet other people with similar interests and save money along the way.



## Support from beginning to end

Village Entrepreneurship Diploma students connect with mentors in different areas of business throughout their time in the program. Mentorship is a strong part of our curriculum and is crucial to student success. The Village School has a great relationship with Junior Achievement (JA), a global program that assists students with the tools they need for success in business. JA provides access to resources and events which help students further develop their presentation and marketing skills.

The students' mentors are available to work with them on developing and implementing business ideas. All of the mentors are entrepreneurs themselves or have experience in a specific area of business. This level of support has allowed our students to take their businesses and ideas to new heights during their high school careers.



Students who choose to participate in the internship program gain an expanded skill set they will take with them to college and into the workforce. Even throughout the pandemic, Village students engage with companies through in-person, virtual, or hybrid internship opportunities.

The school's partner companies include Radix Engineering, MD Anderson Cancer Center, The West Houston Chamber of Commerce, Nauticus Robotics (formerly Houston Mechatronics), and PrimeCare Medical Group.

Whether Village students choose to pursue our Pre-Medical Sciences Diploma, the International Baccalaureate Diploma, or the Entrepreneurship Diploma, they are given the opportunity to choose an academic path that best suits their goals, needs, and future aspirations. These exceptional learning experiences and global perspective prepare Village students for college, university, and beyond.



## Innovative internships

In addition to the Entrepreneurship Diploma program, The Village School has a robust [internship program](#) that includes partnerships with over 50 innovative, cutting-edge companies around the Houston area. The Village internship program provides students with real-world experience in connection with their classroom learning. Internship opportunities are unpaid and directly related to the students' program of study.

Companies interested in working with our students through the Entrepreneurship Diploma or Internship programs may reach out to Tekedra Pierre, Director of Experiential Learning at [tekedra.pierre@thevillageschool.com](mailto:tekedra.pierre@thevillageschool.com).

To learn more about all the programs offered at The Village School, please visit [thevillageschool.com](http://thevillageschool.com).

# 5 questions to Gisèle Oriot, The French Farm Founder



## **When did you get the idea to create The French Farm? What was the biggest challenge to building your "empire"?**

I came to the U.S. a long time ago as a student. Texas at the time was very basic, it was very hard to find imported products or cooking ingredients from Europe. I always had this dream to import gourmet products from France because of my love of good ingredients and also my love of cooking! The biggest challenge was of course learning the import rules, FDA regulations.

## **How do you select your products?**

I usually go to Trade shows in Europe or visit the Gourmet markets in Paris to get ideas, Lafayette Gourmet is a great place to find the latest fancy products, I then contact manufacturers and sometimes help companies to import by setting their products in compliance with FDA regulations.

## **What product lines have you added in the past years?**

We have added houseware lines to complement our gourmet selections, different beauty products that you want to have on your kitchen counter! Lately, we have also seen a lot of demand for can seafood, sardines packaged in fun colorful tins!

## **Do you observe specific trends or major changes in the gourmet industry?**

People are looking more and more for natural or organic products. They are also more curious about the ingredients and the way it is made, they also love to learn the story behind the products. The customers are definitely becoming more educated.

Created in 1997 by Gisèle Oriot, The French Farm has searched all over Europe to bring you and your family the finest imported gourmet foods and kitchen accessories. Their products are carefully crafted by small, family-owned businesses and are made using traditional recipes and techniques, which are handed down from one generation to the next. These products contain the highest quality ingredients and materials, have exquisite taste, and are packaged beautifully.

[Visit website.](http://www.frenchfarm.com)

## **Where can we find your products in Texas? What are your best sellers?**

We now sell nationwide and you can find some of our products in Central Market, Specs, Sur la table, La Taste, but also many different cheese shops, gift shops all over Texas, an individual can also buy now online at [www.frenchfarm.com](http://www.frenchfarm.com) even if wholesale is still our main activity.

Our best sellers are mustards, sea salts, and olive oils... 3 magic words in the products we import are FIG, TRUFFLE, and ARTICHOKE, these are 3 items Americans love, our best selling products!

We have a great recipe named "flatbread white pizza" with 3 French Farm ingredients, which is easy to make! Spread L'EPICURIEN Artichoke pesto on a thin crust. Add some very thin cut mushrooms, sprinkle some parmesan, drizzle some Plantin Truffle Oil, and Camargue Fleur de Sel. Bake at 380 F for 15 or 20 min, serve with fresh green cut arugula on top after taking out of the oven, voilà!

## **What would be your best advice to a young entrepreneur?**

Best advice for a young entrepreneur would be: Follow your dream and stay focused, give excellent customers service, have the best relationship with your customers but also suppliers, be honest, be kind to your employees and work as a team!









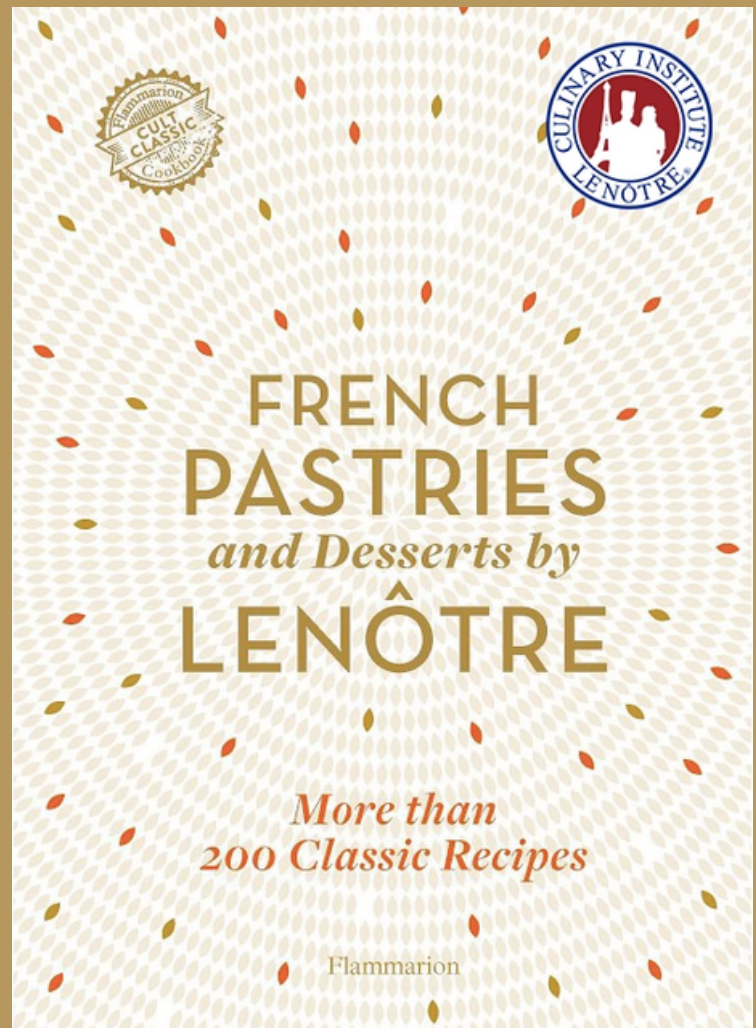
# Mastering in French Pastry Art with 200 Lenôtre's legendary recipes

The newly enlarged "French Pastries and Desserts by Lenôtre" is a cult classic with over 200 recipes and splendid new illustrations. Bake like the legendary French master pâtissier, Gaston Lenôtre, with these classic pastry recipes.

Mr. Alain Lenôtre, founder of CULINARY INSTITUTE LENOTRE®, was interviewed to reflect on the legacy of Gaston Lenôtre with this updated publication. Alain Lenôtre and Sylvie Gille-Naves wrote the foreword of this new edition, first published in 6 languages in 1977.

Alain Lenôtre and his wife, Marie, together founded, in 1988, the CULINARY INSTITUTE LENOTRE® in Houston, Texas, ranked as the best college for Culinary Arts in America by Niche.com.

Get the new version of "French Pastries and Desserts by Lenôtre" now and step in the shoes of a world-famous Chef with a unique savoir-faire!



## New edition

- Twice the number of pages
- Many more illustrations
- Ideal for amateur and professional
- A great pedagogical tool
- A perfect gift to offer

[Order now](#)





## Team Building & Corporate Functions



# TEAM BUILDING

Book our open concept kitchen for your event  
Join our French chefs to prepare a hands-on meal in small teams.

This is a great opportunity to focus on working together in groups and enjoy the gratification of tasting our dishes paired with our selection of French wine.

For your next company event, dine and mingle in the diner room of Le Bistro inside the Culinary Institute Lenotre with Executive Chef, Sebastien Bonnet.

**Book now**



**FACC COMMITTEES**



**MAJOR EVENTS**



**BUSINESS SERVICES**



# FACC COMMITTEES



## ABOUT THE FACC COMMITTEES

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**The FACC brings together a group of professionals who work and brainstorm on cross-industry topics.**

### ● OUR MISSION STATEMENT

We are a hub of professionals and peers to exchange the future of innovation and relevant issues. We connect corporates, SMEs, startups ecosystem, and institutions to share best practices and give the pulse of industries (clean energy, healthcare, digital,...).

### ● WHAT WE DO

We host quarterly events for leading companies to share their vision and perspectives about trending innovation topics.

### ● ABOUT THE LEADERSHIP

Each committee is led by a professional. The committee lead & chair's role is to organize a series of events & meetups throughout the year and coordinate & manage the meetings, ensure efficient meetings (goal & time), send reports to the group, find speakers, manage the run of the show.

# INNOVATION COMMITTEE



**EMMANUEL RICOLFI**  
*Committee Lead*  
Partner  
Climate & Energy



**MARIE-NATHALIE  
COUTOU CARRERE**  
Executive Director  
Carbon Hub



**VINCENT SAUBESTRE**  
*Committee Chairman*  
CEO & President  
TotalEnergies EP Research  
& Technology U.S.A



**LORRAINE  
CHAMBON**  
Strategy Manager -  
Americas



## FOCUS ON THE COMMITTEE LEAD & CHAIR



**EMMANUEL RICOLFI**  
*Committee Lead*  
Partner  
Climate & Energy

Emmanuel is a Partner at BCG in Houston. He has an engineering background and has been in strategy consulting for 10 years in the US, Europe, and Africa. He is a core member of BCG Energy practices and has supported clients across the value chain from upstream oil&gas to utility players on various transformation topics.

Recently he's been working on Climate and Sustainability topics, supporting energy players on their transition journey. He has notably helped companies define their ESG strategy and led sustainability transformations, developing a decarbonization roadmap for companies to achieve net-zero ambition on their scope 1+2+3 GHG emissions.

Outside of his consulting activities, he advises and mentors start-up companies that have an impact on the environment.

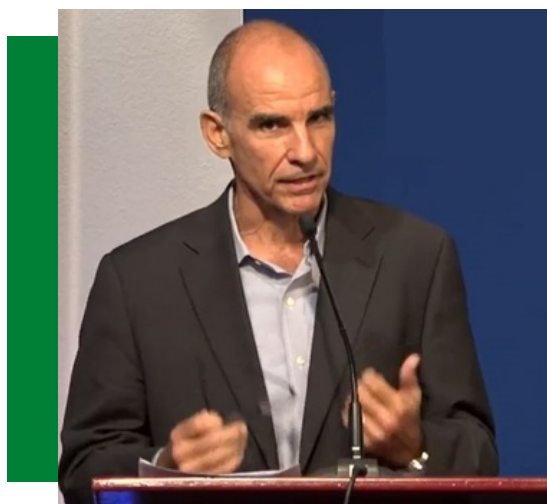
He's also been a core member of the chamber of commerce: he was one of the founding members of the Innovation Committee in 2016 and has been involved in multiple Innovation events. He's also been dedicated to growing the FACC network and engaging with members with a passion to connect people and ideas.



## VINCENT SAUBESTRE

### *Committee chair*

CEO & President -  
TotalEnergies Research &  
Technology USA



Vincent is the CEO and president of TotalEnergies Research & Technology USA. He has shown dedication, leadership, and excellence in providing quality environmental, social and economic performance services for the oil and energy industry.

Born in France and fluent in English, French, and Spanish, Vincent Saubestre attributes his success to having experienced fantastic multicultural opportunities fairly early on in his life, which gave him the ability to handle any situation by drawing on knowledge gained from many segments of the world. Brought up in the North-American and European systems that have shaped his life and experiences, Dr. Saubestre attended Ecole Polytechnique in Paris to earn a degree in science, engineering, and economics. Continuing on to earn a degree in ocean engineering from Ecole Nationale Supérieure des Techniques Avancées and a master's degree and Ph.D. in mechanical engineering from the University of California.

**MARCH 31ST. 9 AM CT**

**SCOPE 3: WISHFUL THINKING OR REAL IMPACT FOR THE PLANET?**

**Prashant Mehrotra**  
Partner at Boston Consulting Group | Digital & Climate

**David Foulon**  
Head of Offshore Wind at TotalEnergies

**Thomas Healy**  
CEO & Founder of Hyliion

**Henk Mooiweer**  
CEO of European Carbon Public Benefits Ltd.

**Ivan Communal**  
CEO of Carbon Time

**BCG** **TotalEnergies** **HYLIION** **GRASSROOTS CARBON** **CarbonTime**

## INNOVATION FORUM LATEST EVENTS

### RESPONSIBLE ENERGY

with TotalEnergies & Rice  
University

### MOST INNOVATIVE COMPANIES

By Shell & BCG

### INNOVATION & BUSINESS - TOWARDS SUSTAINABLE CITIES

with Air Liquide & BCG

### NAVIGATING CHANGE MANAGEMENT WHILE MAINTAINING INNOVATION

By Schlumberger & Accenture

### INDUSTRY 4.0 CONNECTED FOR REAL

By Honeywell & BCG

### CROSSOVERS BETWEEN SPACE & ENERGY TECH

with NASA, Rice University,  
Technology Collaboration  
Center, TotalEnergies

### HEALTHCARE INNOVATION

By IBM & Rice University

### UNMANNED PLATFORMS

By Technip FMC & Startups

# ENERGY COMMITTEE

## FOCUS ON THE COMMITTEE LEAD



**DENNIS PETITO**  
*Committee Lead*  
**Chairman and former  
President**

Over his career, Dennis has led some of the most creative, diverse, and technically skilled teams of Energy Bankers, Petroleum Engineers, A&D Advisors and Structured Finance specialists in the business that proved to be highly successful in delivering a broad range of product specialties and financial solutions to a franchise of over 100 energy companies.

***"The energy transition presents new challenges especially to small-and mid-cap oil and gas companies. Solutions require a sense of dynamic creativity in crafting tailored approaches to untangle the Gordian Knot to be a viable player in these uncharted markets."***

On January 10, Consul General Valérie Baraban presented Dennis Petito with the award of Knight in the National Order of Merit. Dennis' friends and family gathered at Artisans restaurant to honor his achievements as an investment banker, as a community member, and a friend of France.

During his career, Dennis served in three French banks and put his professional success at the service of the French American community when he became president of FACC Texas in 2001 (formerly FACC Houston), rebuilding and making it a strong asset of the business community.

Dennis also put his talent at the service of the French community and families when in 1981, while at Societe Generale, he worked hard to provide a loan to The Awty International School which has since become a pillar of the international community and a shining example of French education abroad.

The "National Order of Merit" was founded in 1963 by former President Charles de Gaulle to recognize distinguished civil or military achievements. It is one of the most prestigious awards in France.





# — ENTREPRENEURIAL COMMITTEE

## FOCUS ON THE COMMITTEE LEAD



**JEAN-FRANÇOIS BONNETÉ**  
*Committee Lead*  
Founder & CEO at BCI Bonneté

Jean-François Bonneté is the co-founder and President-CEO of BCI. BCI is a family-owned and operated company specializing in representing, importing, marketing, and building successful wine and spirit brands in the United States.

He is a highly-regarded luxury and consumer goods industry professional with two decades of experience, both internationally and in the US.

Mr. Bonneté also serves as Président du Conseil Consulaire et Conseiller des Français de l'étranger for the states of Texas, Louisiana, Arkansas and Oklahoma. He was first elected in 2014 and re-elected in 2021. He also serves on various boards such as the French-American Chamber of Commerce Texas (after being President and Chairman).

He was knighted in 2011 as "Chevalier de l'Ordre National du Mérite Agricole" and elevated to the grade of "Officer" in 2016.

Mr. Bonneté studied business at Harvard University as well as international finance at New York University and received his MBA from Institut Supérieur de Gestion, one of France's leading business schools.

This committee promotes dialogue among entrepreneurs, and established companies. Many topics are discussed including :



Business talks



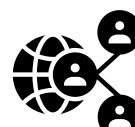
Work life balance



Success story



Innovation



Network



FRENCH-AMERICAN  
CHAMBER OF COMMERCE  
Texas

**AUSTIN**



**BUSINESS  
EXCELLENCE  
AWARDS**

*Apply this fall 2022!*

**MINGLE WITH OUR  
BUSINESS COMMUNITY  
IN THE NEW SILICON  
VALLEY!**



# THE BUSINESS EXCELLENCE AWARDS

- Celebrate **Innovation** and **sustainability initiatives**
- A week and soiree where business **meets key players from the sustainability sector**.
- We bring together the best innovations to trigger positive changes in business and imagine a better future to face current challenges.

## PROGRAM

- Outstanding keynote speaker
- C-level executive jurors
- An award ceremony and startup challenge
- Networking opportunities

## BUSINESS AWARDS CONCEPT

- Showcase the most innovative projects and initiatives, companies, and executives in Texas.
- Give the pulse of major industries and highlight French Tech companies.
- Identify American and French startups to set up their business in France and Texas.
- Attract and highlight talents.
- Give visibility to key sponsors through media cover.
- Support Business Award Winners with their business objectives

## AUDIENCE

- American and French Business Community.
- Investors / Key ventures in renewable.
- Large corporations / rising startups.
- State officials (USA / France)
- Academics and institutions.



# PREVIOUS BUSINESS EXCELLENCE AWARDS EDITION

**3 CATEGORIES**  
**CLEAN TECH**  
**MEDTECH**  
**AEROSPACE**



**KEY FIGURES:**

**250+**  
*applications*

**80+**  
*Start-ups*

**22**  
*Finalists*

**Outstanding jurors from the French-American Business Community**

**1 100**  
*Votes*

**30**  
*Partnerships*

**7**  
*Winners*

## CARBON CAPTURE, AIR, WATER



## SMART GRIDS / SMART BUILDING



## CHEMICAL, SUSTAINABLE MATERIAL & WASTE



## PRODUCTION, STORAGE, DISTRIBUTION, TRANSPORTATION, AUTONOMOUS VEHICLE



## MEDTECH



## AEROSPACE



French Tech Magazine

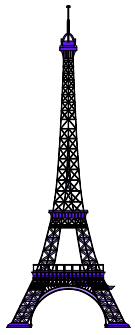


Valerie Baraban, Consule de France à Houston

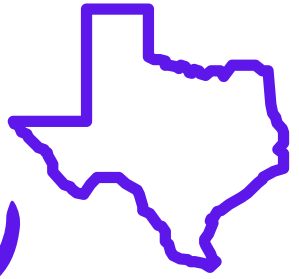


Christophe Jurczak, Chairman Pasqal et Manon Chappat, Senior Manager à Business France





# MR. PHILIPPE ETIENNE, FRENCH AMBASSADOR OF FRANCE IN THE UNITED-STATES, DISCOVERED THE BOOMING ECOSYSTEM OF THE TEXAS TRIANGLE DURING HIS "TEXAS TOUR"



## Day 1 Houston

- A discussion with grad students at the Rice University's Baker Institute for Public Policy on global energy security and its challenges, made all the more pressing by the Russia-Ukraine crisis.
- Cocktail with the business community at the Ion with the Ambassadeur.



## Day 3 Austin

- The French Ambassadeur also stopped at SXSW, where he introduced a fascinating panel on quantum computing technology.



## Day 2 Dallas

- Meeting with Mayor Eric Johnson at City of Dallas - City Hall for a discussion on trade & our mutual objective to strengthen the economic relationship between Dallas & France.
- Working lunch with C-levels executives of the French business community organized by FACC Texas at the Mansion Restaurant. The Discussion was focused on the dynamism of the region and how trade with France could be stronger in the DFW area.
- Visit of Airbus Helicopter and Safran sites in Grand Prairie.



# ***FRENCH FESTIVAL***

The FACC Texas has been hosting the French Festival event for many years in Houston, gathering all the French-American community: Startups, top executives, institutions, food & beverage industry, artists, designers, etc.

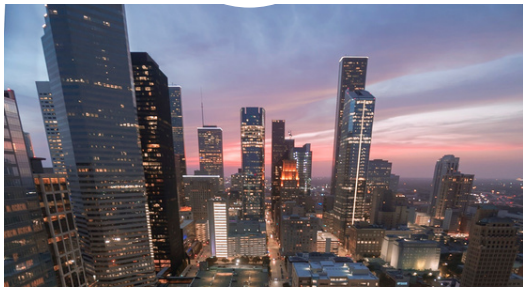
This year the french festival is expanding to two new cities :  
Dallas and Austin

*3 cities*

Houston

Dallas

Austin



*Latest editions of a must attended event*

2021

2020

2019



*Over 1,000 guests*

*More than 20 tasty restaurant booth stations with the best local chefs*

*A fine selection of French wines*

*Premium experience*









# AUSTIN FRENCH FEST

September 2022

The FACC Texas has been hosting the **French Festival** event for many years in Houston, gathering all the French-American community: Startups, top executives, institutions, food & beverage industry, artists, designers, etc.

The French Festival is coming to Austin in September 2022. For this first edition, we want to make a strong impression to become a major event happening yearly and promote French culture in the city.

- Food station representing different French regions and a selection of French wine
- Promotion of French Savoir-Faire and fusion between the USA and France
- transatlantic cultural exchange between the two cities, highlighting artists, designers, local community



This event is already famous for its unique atmosphere and concept where networking, entertainment, tasty food make a delicious combination to highlight the best of the French culture, and is expanding to Austin with a new concept this year: a station for each French region.

For this first year, we target 300+ professionals, influencers, businesses & individuals. Wine lovers, French culture enthusiasts, Francophone, American, Austin folks and world travelers adoring sumptuous dishes.







# OUR SPECIAL GUEST

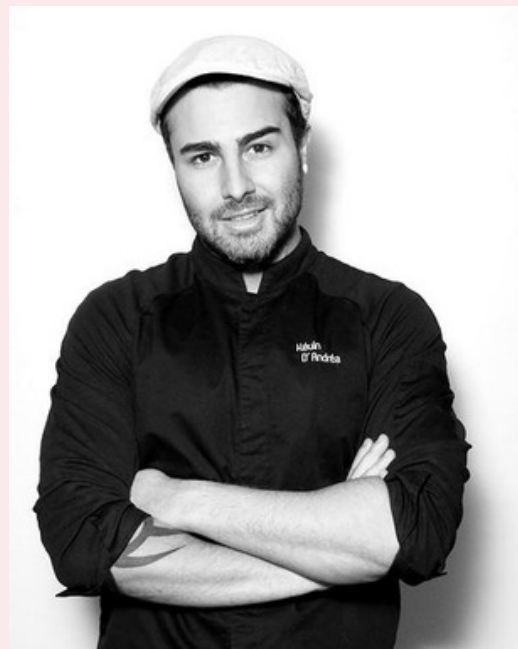
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**Chef Kévin D'Andrea** will be our Fest' Chair for this edition in Austin.

He was the finalist of the culinary TV show "Top Chef" France in 2015 and was awarded "Best Young Chef of 2016" in France. He is a talented young Chef with a unique story & years of experiences in the culinary scene.

Kevin is currently the executive chef at Folie Pop's. Folie Pop's is a bakery that makes French Street Food & Coffee House offering signature savories, sweets, & coffees in Austin.

Chef Kévin was seduced by the FoliePop's project and by the city of Austin, which reminds him of his hometown in the South of France. Today, Chef Kévin took FoliePop's to a whole new level by bringing his French savoir-faire to all FoliePop's products!



The Award-winning tartelettes!

---

This year, Folie Pop's was awarded the *H-E-B's Quest For Texas Best*.

For the last nine years, H-E-B has set out on a quest to find the best in Texas—the best local products made by Texans! From the Panhandle to the Rio Grande Valley, from West Texas to Beaumont, the H-E-B "Quest for Texas Best" is an open call for locally owned, small food, beverage, and general merchandise suppliers to have their items considered for placement on H-E-B shelves!

# FACC LEADERSHIP



## ABOUT THE FACC BOARD

---

**An outstanding Board of Directors of high -level French and American executives & business owners.**

The operational team works in collaboration with the Board of 26 Directors from the French-American business community of Texas. They define the FACC strategy and provide ongoing consulting support to the team.

**26**  
*Board members*



# New Board Members



## JEAN-FRANÇOIS NICOLAS

Jean-François Nicolas is Vice-President of Finance and Governance at Air Liquide Engineering and Construction. He joined Air Liquide's Research and Development teams in 1988. He was appointed to his current position in March 2016. Jean-François has held various positions within the Group, with increasing levels of responsibility in different areas - Large Industries, Engineering and Construction, Finance, Human Resources, and Investor Relations - in France, Singapore, Canada and Dubai.



## ALEXANDER ADOTEVI

Alexander Adotevi is a CFO at TotalEnergies American Services. He has been working in the financial department of TotalEnergies for 12 years now and has been working in different countries: the United Kingdom, Netherlands, Germany, France, and the United States.



## VALÉRIE BARABAN

Ms. Valérie Baraban has been Consul General of France in Houston since September 2021. She is the first woman - and the first associate professor of philosophy - to hold this position. After teaching at universities in California and France, she embarked on a diplomatic career more than fifteen years ago.

## Forbes

*"On the French side, the business community is another important lever, because it is dynamic and in touch with the local economic fabric. There are several players in this community: the Chamber of Commerce, the network of Foreign Trade Advisors, Business France, French Tech, which is present in Houston and Austin..."* said Valérie Baraban in a Forbes interview.

# A DYNAMIC BOARD OF 26 DIRECTORS COMMITTED TO THE MISSION OF THE FRENCH-AMERICAN CHAMBER OF COMMERCE



Franck Avice  
FACC President



John Eldridge  
FACC Chairman  
Partner, Senior Counsel



Alexander Adotevi  
CFO TotalEnergies  
American Services



Bill Collins  
CEO & CFO  
North America



Valérie Baraban  
Consul General of  
France in Houston



HAYNES BOONE



Marie Helene Ben Samoun  
Partner and Managing  
Director



Jean-François Bonneté  
CEO



Mary Anne Brelinsky  
President  
EDF Energy Services



Marie-Nathalie Contou-Carrere  
Research Advisor for Industry  
Partners



Jacques Fox  
Chef and Owner



Bertrand Frischmann  
Senior Vice President  
North America



Ed Hirs  
Managing Director



Elizabeth Hunter  
Managing Director & Senior  
Banker



Inna Ivanova  
VP Energy Coverage



Marie Maitre  
Communications Advisor



Richard De Moucheron  
HR Director  
Global Operation



Stephen Newton  
Partner



Jean-Francois Nicolas  
CFO NA



Manuel Orillac  
Corporate Transactions Partner



Laurent Pagnon  
Vice President  
External Technology



Dennis Petito  
FACC Honorary Chairman



Jean-François Rossi  
VP Commercial Americas



Bruce Rutherford  
Managing Director



Stephen Vuong Nguyen  
VP Business Banking



Arlecia Williams  
Regional Sales Director



Liz Wiley  
International Advisory and  
Legal





# WE HOST OVER 50 EVENTS PER YEAR

JULY 14TH @ 6:00pm  
POWDER KEG | HOUSTON, TX

## Bastille Day

FOOD TRUCKS & DRINKS  
PETANQUE | VOLLEY BALL  
KID ACTIVITIES  
FUN ALL NIGHT

February 19th, 2020  
5:30-7:30pm

## ECONOMIC FORECAST 2020

Learn about the economic trends in Houston  
GET INDUSTRY UPDATES FROM FINANCIAL EXPERTS

BBVA  
FRENCH-AMERICAN CHAMBER OF COMMERCE

## FRENCH FOOD & WINE FESTIVAL

### Beaujolais 2019

NOV 21st  
Union Station - Minute Maid Park  
30+ Top Rated Local Restaurants

## The Impact of Climate Risk on the Energy Investment Industry

February 21st, 2020  
Breakfast conference - GHP Tower

BANQUE DE FRANCE  
CENTER FOR HOUSTON'S FUTURE  
JPMorganChase  
FRENCH-AMERICAN CHAMBER OF COMMERCE

MARCH 2ND, 9 AM CT

## WHAT'S NEW IN 22

Impacts & expectations for businesses

Guillaume Le Couic  
SENIOR VP - POWER SYSTEMS  
Schneider Electric

George S. Gans  
BUSINESS TAX PARTNER  
KPMG

the old, the new and the unknown

## 10TH ANNUAL TEXAS-EU BUSINESS SUMMIT

Nov 9th from 8:00am to 7:00pm CT

TEXAS  
FRENCH-AMERICAN CHAMBER OF COMMERCE

## BUILD YOUR RESUME PITCH YOURSELF

March 26th, 2020  
11:30am-1:30pm

LILLIAN DAVENPORT  
Career Coach

ENDVIEW

## DOING BUSINESS IN TEXAS

September 14th @ 9:00 am CT

KPMG  
TotalEnergies  
PARTNERSHIP  
ION  
FRENCH-AMERICAN CHAMBER OF COMMERCE

## BUSINESS EXCELLENCE AWARDS

FRENCH-AMERICAN CHAMBER OF COMMERCE

MAY 26TH, 2021  
11 AM CT

FRENCH-AMERICAN CHAMBER OF COMMERCE  
TechnipFMC  
THE CANAL

## DOING BUSINESS IN EUROPE: MARKET TRENDS & OPPORTUNITIES

## ART OF NEGOTIATION

April 9th, 2020  
11:30am-1:30pm

FRANK RODRIGUEZ  
Negotiation Expert

DeepCast.ai

## SMART CITY SERIES

12 NOVEMBER 9 11:30 PM

### SMART ENERGY, SMART CITY, SMART BUILDINGS: INITIATIVES & BEST PRACTICES

- Houston Initiative Projects
- Smart City Models in the U.S.
- Creative Ways to Finance Projects
- Real Estate Sector Vision

Schneider Electric  
ION  
DIRECT KUNER  
citium  
FRENCH-AMERICAN CHAMBER OF COMMERCE

## TEAM MANAGEMENT YOU ARE THE MANAGER - NOW WHAT?

May 14th, 2020  
Webinar 11:30 am

SLAVKA SVARC  
O&G global strategic business partner  
Team management advisor

13 MAI

## Chat en direct avec un ASTRONAUTE

Jean-Loup Chrétien  
1er Français et Européen de l'Ouest dans l'espace

## CYBERSECURITY: ARE YOU WELL AWARE OF YOUR CYBER RISKS?

THU, NOVEMBER 7  
2:30 PM

RICE  
ADIT  
Air Liquide  
Schlumberger  
ENGIN

## Réunion d'Information

### RÈGLES DES RETRAITES ET DE SÉCURITÉ SOCIALE FRANÇAISES ET AMÉRICAINES

FEBRUARY 23TH, 9 AM CT

## HYDROGEN BUSINESS TALK

"Challenges to Bring the Underground Hydrogen Storage to Scale"

Capucine Courault  
Principal Geologist in Underground Storage & Hydrogen

Alvaro Rodriguez  
Marketing & Development Product Manager

Vincent Desnoelle  
Principal Geologist in Underground Storage & Hydrogen

FRENCH-AMERICAN CHAMBER OF COMMERCE  
GEOSTOCK SANDIA  
vauhourec

## BACK TO BUSINESS

### LOOKING BACK TO PLAN AHEAD FOR REOPENING

GLOBAL AFFAIRS ASSOCIATES



# FRENCH-AMERICAN CHAMBER OF COMMERCE

JOIN OUR VIBRANT BUSINESS COMMUNITY

**#NetworkingEvents #MarketTrends #BusinessOpportunities**

The FACC Texas builds connections, fosters a large business community, informs you on the local market trends, and boosts your career opportunities.

Become a member today and join a network of 200 companies and 12,000 professionals in Texas.

## NETWORKING & KNOWLEDGE SHARING

*Connect with professionals  
Access to experts and mentors  
Exchange of best practices  
+50 events per year*

## BUSINESS SERVICES

*Business Development  
Hiring services & VIE program  
Start-up scouting  
Entrepreneur program  
Marketing & Communications support*

## CAREER DEVELOPMENT

*Workshop Series  
Job Search & Career Program  
French Lessons for Business use*

## FRENCH/TEXAN BUSINESS OPPORTUNITIES

*We support your international journey  
and company's implementation and  
growth in both markets.*

*Tailor-made business exploration trips*







# Want to join our COMMUNITY ?

## Business membership

From innovative startups to large companies

- Complimentary invitations to events (+50 events per year)
- Personalized business introductions within our network
- Speaking opportunities
- Contribute to sector-specific Committees
- Receive invitations to exclusive C-level networking clubs
- Extended visibility through our communications channels (12k qualified contacts)
- Access to our business services and VIE program
- Preferential rates on media kit offer
- Complimentary job posting sharing
- Voting rights at FACC Annual Assembly Eligibility

**Business Membership**

## Individual membership

Boost your professional connections

- Access to professional networking and knowledge-sharing events (+50 events per year)
- Complimentary publication of your profile in our Newsletter (job seeker)
- Eligible for the job search and career program with a certified coach.
- Eligible to request a recommendation on specific job offers within our network.
- Eligible to become a mentor on specific-sector program.
- Voting rights at FACC Annual Assembly Eligibility.

**Individual Membership**



# OUR MEMBERS



*Join our network*