

Pages 1 through 7 redacted for the following reasons:

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**LNG-Buy BC Advocate's Work Plan  
For the Period November 2013 to June 2014**

Prepared by Gordon Wilson for Honourable Shirley Bond, Minister

Project Mandate	Work Plan Deliverable(s)	Planned Actions/Activities
Evaluation of existing tools, recommendations on web portal and online registry	<ul style="list-style-type: none"> <li>Research to identify existing online business registries</li> <li>Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	<p>COMPLETED</p> <p>Report submitted January 31<sup>st</sup></p>
Research of best practices in other jurisdictions on advocacy of LNG	<ul style="list-style-type: none"> <li>A review of global LNG development – scan of domestic and global examples of business advocacy programs and practices which could/should be adopted by LNG-Buy BC</li> </ul>	<p>COMPLETED</p> <p>Report submitted January 31<sup>st</sup></p>
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Consultations with BC Business, industry representatives and Communities</p> <p>Report on consultation findings COMPLETED February 28<sup>th</sup> – Submitted March 4<sup>th</sup></p>
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development</p> <p>Communities to be visited:</p> <ol style="list-style-type: none"> <li>Chetwynd</li> <li>Smithers</li> <li>Mackenzie</li> <li>Houston</li> <li>Vanderhoof</li> <li>Campbell River</li> <li>Port Alberni</li> </ol> <p>Communities to be revisited with site and business specific engagement:</p> <ol style="list-style-type: none"> <li>Kitimat</li> <li>Prince Rupert</li> <li>Prince George</li> <li>Kamloops</li> <li>Squamish</li> </ol>



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Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	Meet with industry and professional associations to inform them of the LNG-Buy BC program and to encourage enrollment of their members in the May 21-23 conference and trade show, and for inclusion in the LNG-Buy BC website
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	s13, s21
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>Report on findings with respect to existing registries</li> <li>Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	<p>Take an active role with FCV in the creation of the online site in order to implement suggestions from BC Business gained through consultation and make the website a vital tool</p> <p>Assist FCV with web connectivity to BC Business to enhance enrollment and business engagement</p> <p>Preparation of next steps document to outline the features included in the LNG-Buy BC website</p>
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>Report on findings with respect to existing registries</li> <li>Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	<p>Assist with the creation of content for the Website that would include "good news" stories from BC Business, FAQ's, factual information about the LNG process and data relevant to BC Business who are engaging in the LNG experience</p> <p>s13</p>



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Project Mandate	Work Plan Deliverable(s)	Planned Actions/Activities
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>● Promote the online tool</li> <li>● Encourage registration through LNG-Buy BC website</li> <li>● Report feedback received on the tool</li> </ul>	Ongoing promotion of the online tool through engagement with BC Business, Economic Development Commissions, industry and professional associations, as well as principle sub-contracting companies
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>● Promote the LNG Conference during engagements</li> <li>● Encourage registration and participation</li> <li>● Report on feedback from businesses, communities and proponents</li> </ul>	Through contacts made during consultation assist with the planning of the May 21-23 conference by encouraging industry and business presenters
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>● Promote the LNG Conference during engagements</li> <li>● Encourage registration and participation</li> <li>● Report on feedback from businesses, communities and proponents</li> </ul>	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken the workshops in order to ensure continued use of the website</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Ongoing data and information must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it</p> <p>The time frame and scope of this work is to-be-determined as the project proceeds</p>
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>● Promote provincially supported supplier boot camps</li> <li>● Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Assist with the planning of "boot camps" in communities province-wide. Attend some just as Quesnel boot-camp was attended with an evaluation at its conclusion



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Project Mandate	Work Plan Deliverable(s)	Planned Actions/Activities
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects.</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects.</li> </ul>	<p><b>COMPLETED</b> February 28<sup>th</sup> – Submitted report on consultation findings on March 4<sup>th</sup>.</p> <p>Consultations with BC Business, industry representatives and Communities.</p>
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects.</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects.</li> </ul>	<p><b>COMPLETED</b> May 9th</p> <p>Consultation with business located in Prince Rupert*, Terrace*, Smithers, Kitimat*, Prince George, Fort St. John*, Fort Nelson, Chetwynd, Dawson Creek*, Hudson Hope, Kamloops, Kelowna and Squamish*.</p> <p>*multiple visits</p>
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects.</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects.</li> </ul>	<p><b>COMPLETED</b> – with a high enrollment in the May 21 -23 conference and trade show.</p> <p>Met with industry and professional associations to inform them of the LNG-Buy BC program and to encourage enrollment of their members in the May 21-23 conference and trade show, and for inclusion in the LNG-Buy BC website.</p>
Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>Report on findings with respect to existing registries.</li> <li>Provide input and recommendations based upon research and consultations conducted in this area.</li> </ul>	<p><b>COMPLETED:</b> Beta version of online tool demonstrated at May 21 – 23 trade show.</p> <p>Took an active role with the online tool developer in the creation of the online tool in order to implement suggestions from BC Business gained through consultation.</p>



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Project Mandate	Work Plan Deliverable(s)	Planned Actions/Activities
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li> <li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li> <li>•</li> </ul> <p align="center">s13</p>	<p>Monitor business engagement with respect to their registration on the province-wide online tool and encourage their enrollment prior to live launch in September.</p> <p>Contact and work with businesses that were present at the May 21 -23 trade show and assist in removing impediments to their use of the province-wide online tool.</p> <p>Identify and contact new BC businesses that will benefit from registration and promote their participation on the registry. This includes working collaboratively with ABIC, MIT and NDIT to invite businesses from existing supplier databases to use the provincial online tool (e.g. NDIT's Supply Chain Connector, MIT's BCBN, and JTST's FN database).</p>
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>•</li> <li>• Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</li> </ul> <p align="center">s13</p>	<p>Continue to foster relationships forged in earlier rounds of consultation in order to encourage major proponents to fully engage with the LNG-Buy BC online tool.</p> <p>Identify and report any major issues that may be inhibitors to proponent posting of procurement opportunities.</p> <p align="center">s13</p>



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Project Mandate	Work Plan Deliverable(s)	Planned Actions/Activities
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>● Target promotion of the online tool.</li> <li>● Encourage registration through LNG-Buy BC web page.</li> <li>● Report feedback received on the tool.</li> </ul>	<p>Target specific BC Businesses in three categories:</p> <ol style="list-style-type: none"> <li>1. Businesses currently engaged in the energy sector</li> <li>2. Businesses engaged in the resource sector but not specifically in the energy sector</li> <li>3. SMEs where potential opportunities exist for sub contract work on a project specific basis</li> </ol> <p>Continue to work through Economic Development Commissions, industry and professional associations, to market the online tool.</p>
Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.	<ul style="list-style-type: none"> <li>● Create website content that <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> <li>○ Highlights BC innovations within the LNG sector and/or related areas of endeavor.</li> </ul> </li> </ul>	<p>Assist with the creation of content for the web page that would include "good news" stories from BC Business, FAQ's, and data relevant to BC Business who are engaging in the LNG experience.</p> <p style="text-align: center;">s13</p> <hr style="width: 20px; margin: auto;"/>



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<p>Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.</p>	<ul style="list-style-type: none"> <li>● Carefully review the reports provided on the Boot Camps offered.</li> <li>● Consult with companies where specific impediments to their engagement are identified.</li> <li>● Provide recommendations for solutions to these impediments.</li> <li>● Provide recommendations for additional workshop offerings in communities where demand exists.</li> <li>● Explore partnership funding opportunities for workshops with proponents.</li> </ul>	<p>Review the list of companies who participated in the Boot Camps and RFP seminars and conduct a follow up to :</p> <ul style="list-style-type: none"> <li>a) Ensure they are aware of the LNG-Buy BC registry and are encouraged to register</li> <li>b) Identify on-going impediments</li> <li>c) Report out on these impediments with a recommendation for solution</li> </ul> <p>Engage with proponents on partnership funding opportunities for additional workshops.</p>
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>● Promote the online tool and work to pre-populate the site with company registrations.</li> <li>● Assist in creating awareness around the live launch of the online tool.</li> <li>● Cross reference business engagement records with online tool and solicit feedback on the business online experience.</li> </ul>	<p>With a September 2014 target for a live launch of the online tool work through channels established through previous community, business and industry contacts to make sure that the promotion of the tool is effective and that engagement with it by business and industry is successful.</p> <p>In the weeks following the launch of the tool, monitor company engagement and report out on the success of the tool.</p>
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>● Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>● Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> <li>● Report on feedback from businesses, communities and proponents</li> </ul>	<p>Post September live launch, commence an advocacy campaign using:</p> <ul style="list-style-type: none"> <li>● Online tools for business advocacy</li> <li>● Presentations to local Chambers of Commerce and EDOs</li> <li>● Presentation to industry, business and professional associations</li> </ul> <p>Prepare a report due October 15<sup>th</sup> reflecting the success of the LNG-Buy BC program using feedback from BC business.</p>

## LNG-Buy BC Advocate Fourth Term Deliverables

Deliverable	Action
<ul style="list-style-type: none"> <li>Promote the online tool through expanded outreach work with local Municipal Councils, Economic Development officers, Chambers of Commerce, local Business Associations, Industry Associations, Independent Contractors and Business Associations, and the BC Business Council.</li> </ul>	<ul style="list-style-type: none"> <li>Meet with various Councils and Economic Development officers at UBCM – Sept 23-25</li> <li>Present the LNG-Buy BC tool to Chambers of Commerce and recruit companies to register on the tool</li> <li>Work with Local Business Associations in high impact communities (northwest supply region – pipeline impacted communities and northwest export region) to secure their engagement with the tool</li> <li></li> </ul> <p style="text-align: center;">s13</p> <ul style="list-style-type: none"> <li>Continue the promotion of the online tool through publications provided by the BC Federation of Independent Business</li> <li>Engage with the BC Business Council to assist with the promotion of the online tool with their memberships</li> <li>Work with the project team to shape a longer-term partnership of LNG-Buy BC program with NDI's ongoing efforts and programming to develop supply chains in the northern region of province</li> </ul>
<ul style="list-style-type: none"> <li>Assist with the LNG literacy campaign through the writing of a blog that identifies and highlights BC business activities within the LNG sector</li> <li>Assist by coordinating community presentations with the Literacy Working Group outreach</li> </ul>	<ul style="list-style-type: none"> <li>Provide Blog, op-ed and newsworthy content on the LNG BuyBC webpage (through the LNG in BC website) and linked to internal government sites (BC Newsroom) highlighting BC Business success in their engagement within the LNG industry</li> <li>Coordinating community outreach activities such as Chamber of Commerce, Business Association, Rotary presentations with the timetable of events currently planned through the LNG literacy working group</li> </ul>
<ul style="list-style-type: none"> <li>Engage with BC business to identify impediments to their engagement within the LNG industry and to bring these issues to the appropriate government authority for action.</li> </ul>	<ul style="list-style-type: none"> <li>Make regular contact with businesses engaged or intending to engage within the industry to monitor and report on their progress.</li> <li>Where impediments are identified that either result from or can be assisted by government action, bring those issues forward to the responsible government party.</li> </ul>

## LNG-Buy BC Advocate Fourth Term Deliverables

Deliverable	Action
<ul style="list-style-type: none"> <li>• Work with major LNG proponent companies, through the LNG Developers Alliance, to gain buy-in to the LNG-Buy BC program and the online tool</li> <li>• Work with smaller emerging LNG companies that are not part of the Development Alliance</li> </ul>	<ul style="list-style-type: none"> <li>• Meet regularly with representatives of the LNG Developers Alliance to seek assistance in gaining an industry-wide protocol that supports the use of the LNG-Buy BC online tool in terms of major contractors regularly posting opportunities online</li> <li>• Meet regularly with LNG companies that are early in their development planning to get them to accept the online tool as a useful posting platform for opportunities related to the work that is required to be completed prior to their FID</li> </ul>
<ul style="list-style-type: none"> <li>• Develop a formal launch of the LNG-Buy BC online registry</li> </ul>	<ul style="list-style-type: none"> <li>• Work with the LNG-Buy BC project team to assist in the development of a launch strategy of the online tool in early November that is coordinated with the MNGD outreach program and the LNG Developers Alliance</li> </ul>
<ul style="list-style-type: none"> <li>• Engage with domestic users of LNG in order to tie the expanded use and development of domestic LNG applications to the LNG-Buy BC online tool</li> </ul>	<p style="text-align: center;">-</p> <p style="text-align: center;">s13, s17</p> <ul style="list-style-type: none"> <li>• Make sure that BC businesses that may be within the supply chain for domestic LNG applications are registered on the LNG-Buy BC web tool</li> </ul>
<ul style="list-style-type: none"> <li>•</li> </ul> <p style="text-align: center;">s13, s16</p>	<ul style="list-style-type: none"> <li>•</li> </ul> <p style="text-align: center;">s13, s16</p> <ul style="list-style-type: none"> <li>•</li> </ul> <p style="text-align: center;">s13, s16</p>

## LNG-Buy BC Advocate Fourth Term Deliverables

Deliverable	Action
<ul style="list-style-type: none"> <li>• Take on and exercise the role of <sup>s13</sup> spokesperson (Advocate) for BC Business and LNG development.</li> <li>• Advance wherever possible an accurate documentary of BC business engagement and the positive results from that engagement</li> </ul>	<ul style="list-style-type: none"> <li>• Be an informed spokesperson at various professional, university and college, or industry and community sponsored forums on LNG</li> <li>• Be available at government Symposia forums as a part of the LNG literacy strategy</li> <li>• Be available to speak at annual meetings where attendees have an interest in and potential to benefit from LNG engagement and where the LNG online tool may be of benefit to them</li> </ul>
<ul style="list-style-type: none"> <li>• Assist as required with the planning and development of an LNG-Buy BC component at the 2015 LNG in BC conference</li> </ul>	<ul style="list-style-type: none"> <li>• Work with representatives of MNGD to assist where practical on the implementation of an LNG-Buy BC program presentation and business forum</li> </ul>

July 25<sup>th</sup> 2014

Over the course of the last eight months meetings with the companies below have taken place to a) inform them of the LNG-Buy BC program and the online tool, and b) to get them to both endorse and use the tool with respect to the posting of opportunities for local procurement and c) to make sure that they *and* their chosen major contracting companies use the online tool in order to maximize the opportunity for British Columbia companies.

The following companies have had multiple visits:

- Shell, (supply side – Fort Saint John), LNG Canada on behalf of partners, Shell, PetroChina, Korea Gas and Mitsubishi (export side – Kitimat);
- Kitimat LNG (Chevron/Apache)
- Northwest LNG on behalf of partners Petronas, Japan Petroleum Export Corp, and Progress Energy Canada Ltd) Woodfibre LNG,
- Prince Rupert LNG Exports Ltd (BG Group)
- Douglas Channel Energy

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- Woodfibre LNG – (Note: A considerable amount of effort is currently being made connecting local business to this project in order for them to understand the true opportunity. This effort is being made in response to requests from business interests who are concerned about the lack of accurate information currently being disseminated by groups opposed to the project.)

Pipeline companies currently engaged with LNG-Buy BC

- Spectra – West Coast Connector Gas Transmission
- TransCanada Pipelines – Coastal Gas Link
- FortisBC - Supply to Woodfibre LNG and potential supply to Quicksilver (Campbell River) and Steelhead LNG (Port Alberni Inlet) as well as the Tilbury LNG (WesPac) project that is critical to the domestic supply of LNG.

Other companies that are scheduled for consultation once they are further along with their projects are:

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I hope this is helpful. I am an email away and will be of any help that I can.

Gordon Wilson

MINISTRY OF JOBS, TOURISM AND SKILLS TRAINING  
AND MINISTER RESPONSIBLE FOR LABOUR  
INFORMATION NOTE

Cliff #: 105344  
Date: July 9, 2014

**PREPARED FOR:** Deputy Minister, Dave Byng

**ISSUE:** Delivery of LNG information to BC businesses

**BACKGROUND:**

s13, s17

**DISCUSSION:** The LNG-Buy BC program and the provincial Advocate is in a unique position with respect to engaging within the general dialogue in so far as the principle audience of LNG-Buy BC is small and medium sized BC Business, and the principal message to BC business is one of advocacy on their behalf in order for them, and thus those who are employed by them, to directly benefit through their engagement.

The individuals who make up BC small and medium size business sector are receptive to LNG expansion and many entrepreneurs are already working to find ways to take advantage of what is likely to be an economic game changer for British Columbia.

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LNG-Buy BC can highlight BC business success stories on the LNG in BC website that will provide a vehicle for BC business to demonstrate through their actions how British Columbians are working together to make this industry not only environmentally sound, but safe for their families who live within BC communities. For example: Eagle Eye Monitoring System – [www.energeticservices.com](http://www.energeticservices.com) is an innovative remote monitoring system designed to monitor fracturing fluid levels in containment rings which permits 24/7 monitoring of remote sites with real time visual display for ongoing monitoring. This is a made in Fort St. John solution to remote monitoring that provides a cost effective way to aid in the prevention of spills and greatly enhancing the “environmentally friendly” commitment to natural gas extraction. A second example is Xanatos Marine’s (a North Vancouver company with a long BC business supply chain) “Electronic Marine Highway” <http://xanatosmarine.com/> which is to marine traffic safety what air traffic control is to the aviation industry. Their system currently in use in South East Asia, Africa and the Middle East, will if applied to the coast of British Columbia greatly increase marine safety and provide the public greater certainty that our coast will remain safe when LNG tanker traffic is introduced.

LNG-Buy BC can also collaborate with MNGD on a FAQ section on the website which will be generated by questions that have been frequently asked during business and community consultations with answers linked to third party websites that are factual, non-argumentative and properly documented.

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LNG-Buy BC can also present the ongoing connectivity of business to proponent connection by reporting on the success of the online tool both in terms of business registrations and opportunity postings, and also in terms of reporting on how BC business is evolving to meet the rigorous standards of a world class industry such as LNG.

The LNG-Buy BC program and the provincial Advocate is in a unique position with respect to engaging within the general dialogue in order to assist with business connectivity to the database which is critical to the success of the LNG-Buy BC program.

The JTST LNG-Buy BC program and the MNGD LNG Task Force will meet to discuss an integrated ministry approach to the implementation of the discussion items included above. A timely response to this matter is desirable in order to reach a decision on an action plan prior to the full launch of the online tool in September.

Gordon F. D. Wilson  
LNG-Buy BC Advocate

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<b>Reviewed by</b>				
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Pages 23 through 48 redacted for the following reasons:

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# **Executive Summary of Research Findings and Recommendations for LNG-Buy BC**

**\*final draft\***

**Prepared for Hon. Shirley Bond, Minister of Jobs, Tourism, Skills,  
Training**

**By Gordon F.D. Wilson, LNG-Buy BC Advocate**

**January 31, 2014**

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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## LNG-Buy BC Advocate – Summary Research Findings

### *Introduction*

The creation of the LNG-Buy BC Program flows from a commitment made by Premier Christy Clark at the annual meeting of the Union of BC Municipalities on September 20, 2013. The LNG-Buy BC Program's mandate is to create an integrated, networked, province-wide program for local procurement, in order to maximize the potential benefit that BC-based businesses and BC communities receive from anticipated investment into British Columbia due to the expansion of LNG and its associated industries.

The objective of the LNG-Buy BC program is to:

- Generate a broad awareness regarding LNG opportunities, and promote ways for BC businesses to take advantage of these LNG opportunities;
- Provide BC businesses an opportunity to connect directly with LNG proponents to promote their businesses to maximize local procurement;
- Work with industry associations, economic development agencies, chambers of commerce and other engaged stakeholders to ensure the maximum exposure of the LNG-Buy BC program within these networks;
- Coordinate with BC-based organizations doing similar work on local procurement, and promote access to an online platform that is useful to both BC businesses seeking to engage in the LNG opportunity, and to proponents contemplating an investment in BC LNG.

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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The scope of the program is to:

- Gather information with respect to the Global industry in order to properly review the opportunities for British Columbia;
- Engage with stakeholders on project development and delivery;
- Promote existing networks and databases that support the program objectives;
- Create a web presence/portal for LNG-Buy BC and establish linkages to selected database program sites;
- Support and, where appropriate, promote the LNG Conference in May 2014;
- Assist BC businesses with preparations so that they are ready and qualified to compete in LNG global supply chains;
- Assess and report on the performance of the program.

In order to properly consider an approach to the LNG-Buy BC project, research has been undertaken to analyse the growth of LNG development in other jurisdictions and the approach used for best practices and advocacy policy. Four broad categories were reviewed:

1. Understanding and defining the historical trends globally in terms of scope of opportunity;
2. Reviewing the approaches taken by other jurisdictions with respect to preparing community engagement in large-scale investments on small communities;
3. Analysing existing online sites promoting business engagement with industry proponents; and,
4. The role that government has played.

With respect to the stated goal of creating a web presence/portal for LNG-Buy BC, along with linkages to selected database program sites, a broad review has been undertaken of existing internet sites, to make a thorough assessment of each and formulate recommendations for consideration.

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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One hundred and two (English language) sites that provide industry registrations, employment and procurement opportunities have been examined from a multitude of global jurisdictions, although not all are exclusive to LNG. These sites fall into four main categories:

1. Industry association sites;
2. Private corporate and for-profit sites;
3. Publicly funded or trust-related sites; and,
4. Government sites.

Consideration has also been given to social media sites such as Facebook, LinkedIn, and Twitter, which are playing an increasingly important role in connectivity between proponents and potential suppliers, as well as in the establishment of social license within communities impacted by large-scale economic development.

Virtually all major corporations currently engaged in the development of LNG worldwide have active Facebook sites which are directly connected to their online corporate web pages, and which provide an interactive opportunity for those looking for procurement opportunities and employment.

## ***Methodology***

The methodology used for this research has, by necessity, been confined to a review of relevant literature through online research, review of government and industry documentation, consultation with accredited individuals who have the benefit of conducting first-hand research in other jurisdictions, and documentation provided, on a confidential basis, by management within the LNG industry.

With respect to the review of online business registries, one hundred and two were chosen for review from amongst several hundreds of sites that provide some form of business registration or promotion. The limiting factor in the review of these sites was the language in which they were written. Only English sites were studied, as it was felt that there was sufficient commonality between English and foreign language sites that translation of foreign language sites was not required.

Government, industry, and private for-profit sites were reviewed. The categorization of sites was determined by what they delivered to those registered on them, rather than the status of the owner of

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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the site, and no consideration was given to whether or not the site represented a required business registration, which is represented in several government-sponsored sites that form part of a statutory requirement.

In considering the options for the LNG-Buy BC site, consideration was given to the requirements set out in the Project Charter:

1. The site must be provincial in scope and not be limited to the LNG supply corridor in northern British Columbia;
2. The site should provide an opportunity for potential suppliers to connect directly to proponents;
3. The site should not encumber the government in a manner that is cost-prohibitive or that creates an ongoing liability for government in terms of a dependency by suppliers on the site in order to succeed with respect to their engagement in the LNG industry.

Internet sites were categorized into three principal types:

1. Catalogue sites;
2. Service sites; and,
3. Interactive sites.

## ***Summary of Site Review***

### **Catalogue Sites**

These sites characteristically provide lists of companies frequently categorized by business type or in some cases more broadly grouped in terms of primary, secondary and tertiary industry, with a section split out to include professional services such as medical, legal, and financial services. Typically, these sites are institutional in nature. Some catalogue sites are government-sponsored, although the majority are sponsored by industry associations and private listing agencies.

Catalogue sites do provide useful information inasmuch as many are developed as an online “yellow pages”, and are annotated to include a description of the business; where the business advertises on the

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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site, information may include current and past projects. Company location and list of management personnel, along with contact information is standard.

Some examples of such sites are:

- Industry Canada Canadian Company Capability (federal) <http://www.ic.gc.ca/eic/site/ccc-rec.nsf/eng/home>
- BC Corporate Registry (provincial): <http://www.bcregistryservices.gov.bc.ca/bcreg/corppg/companies/index.page>
- ISC Corp Registry (provincial): <https://www.isc.ca/CorporateRegistry/Pages/default.aspx>
- BC Sustainable Energy Association (non-profit): <http://www.bcsea.org/sed>

## Service Sites

Typically there are two kinds of service sites:

1. Those that provide an online service; and,
2. Those that are designed to solicit business from web browser traffic.

Government service sites provide the best example of the first kind, and are created to assist in meeting a host of requirements, such as licensing and registration. While these sites provide a “service”, they are directed toward government statutory requirements, and do not provide any interaction. They are not designed to provide “third party” connection, neither are they designed to solicit clientele. ONE-Source for Business is an example of such a site.

[https://www.appmybizaccount.gov.on.ca/sodp/portal/osb!/ut/p/b0/04\\_Sj9CPykssy0xPLMnMz0vMAfljCxLTU3My87Kt8ouT9Aryi0oSc\\_QKSpNyMpP1MvjzU\\_ULsh0VAfzzwt0!/  
/](https://www.appmybizaccount.gov.on.ca/sodp/portal/osb!/ut/p/b0/04_Sj9CPykssy0xPLMnMz0vMAfljCxLTU3My87Kt8ouT9Aryi0oSc_QKSpNyMpP1MvjzU_ULsh0VAfzzwt0!/)

The second kind of service websites often require a subscription for service, unless operated by companies who may want registration in order to build a database of customers or users.

With respect to proponent LNG companies, these sites have active and current references to job opportunities and procurement procedures. Most provide a limited opportunity for interaction,

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although in several cases it was noted that enquiries are redirected to companies contracted to deal with webpage enquires.

**Note\*** I think it is important when considering the final recommendations for an LNG-Buy BC site to recognize how much engagement there currently is by corporate users in social media particularly Facebook and Twitter. Most corporate sites have a direct link to an active Facebook page where interaction happens in real time. Interactive web pages that do not have an active posting record will very quickly lose traction and soon be seen as redundant.

There are service sites such as indeed.ca <http://www.indeed.ca/> which provides, upon subscription, direct information on employment opportunity information across Canada by city or by company. Sites such as Indeed.ca have a team of dedicated people who maintain the site on a daily basis. A four week subscription for information on Bechtel jobs in Kitimat, for example, yielded two to three personal emails outlining job opportunities per week. Infomine <http://www.infomine.com/investment/mining-companies/> provides information on specific mining developments that are enrolled on the registry, along with daily financials and potential market investments. CSG-LNG Queensland <http://www.industry.qld.gov.au/lng/projects-queensland.html> is a state government site which provides information and a subscription service to those interested in LNG development in Queensland, Australia. The failure of this site in the context of what is anticipated through LNG-Buy BC is that there is no connection between potential suppliers and proponents, and neither is there an obvious link to how one should engage in the industry, and what will be required of companies who are trying to engage in procurement.

ICN is an independent website that is funded by the Governments of New Zealand and Australia as well as state interests <http://www.icn.org.au/>. It has a long history and anecdotal reference suggests that it has been a useful tool for business project managers looking for information regarding new Greenfield projects. The limitation in this site is the lack of direct contact and detail with respect to the procurement requirements of each project.

Most of these service websites are directed toward individuals who are trying to get information on employment opportunities and thus the social media connection works well for them. That said, there is a fast growing use of social media by companies as a valuable communication tool that is a key part of the mainstream patterns of internet use, with a very high level of automatic, built-in connectivity.

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**Note\*** If government is committed to the promotion of an interactive page that promotes business service for LNG-Buy BC advocacy, there is an obvious need for LNG-Buy BC to connect the government LNG web site to an active social media presence. That will require limited financial resources in terms of technical support, however it will require the full attention of those who are selected to staff this page either within government, or as part of a contract with other providers.

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Various corporate registries are included in the category of Service Sites:

- Qatar Petroleum, <http://www.qp.com.qa/en/Homepage/SupplyManagement.aspx>
- Bechtel supplier and contractor portal, <https://supplier.bechtel.com/>
- Rio Tinto procurement practice  
[http://procurement.riotinto.com/ENG/doingbusiness/407\\_our\\_expectations.asp](http://procurement.riotinto.com/ENG/doingbusiness/407_our_expectations.asp)
- Stantec <http://www.stantec.com/our-work/services/procurement.html>

The above are only a few of the examples of corporate supply sites. Other relevant sites include Petronas, ExxonMobile, and Shell. A government portal that reviewed for this section is Queensland Business and Industry Portal\_ <http://www.business.qld.gov.au>

## Interactive Sites

The major difference between interactive sites and catalogue and service sites is the extent to which the site is interactive in terms of providing an opportunity for registrants to connect with proponents, and

## Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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by doing so link directly into the supply chain. This interactive capacity is provided through online services such as webinars, blogs and online partnership services.

The Supply Chain Management Association site provides excellent examples of effective online partnership and can be found at <http://www.scmanational.ca/en/tools-a-resources/procurement-tools> the procurement tools page of the Supply Chain Management Association of Canada.

These sites typically have supply chain links to professionals, companies or industry associations, both domestic and international: <http://www.scmanational.ca/en/tools-a-resources/supply-chain-links>

Kinaxis is an Ottawa-based corporation with a global reach which provides cloud-based solutions and “rapid response” management for supply chain operations. Their website provides useful examples of supply chain connectors using a variety of tools such as short online videos, blogs, and professional links, and through the promotion of a single cloud-based management tool that is global in scope.

<http://www.Kinaxis.com/operations-performance-solutions/supply-chain-management.cfm>

The Kinaxis approach is highly sophisticated, somewhat more complex, and probably more expensive than what may be required for the LNG-Buy BC program, however should government choose to build a new site from scratch, there are many excellent examples within Kinaxis and SCMA to provide guidance. That said, there is a clear opportunity to mirror their Supply Chain Hub which provides an interesting format for an LNG-Buy BC connective web presence:

[https://cp.imotu.kinaxis.com/community/supply\\_chain](https://cp.imotu.kinaxis.com/community/supply_chain)

A web presence similar in its approach to SCMA-recommended practice and Kinaxis is the Northern Development Initiatives Trust (NDIT), which has created a very progressive BC-based supply chain connector site which is directly tied into a hands-on “boot camp” program linked to resource development in the northern part of the province. NDIT is unique because not only do they have a supply chain connector, but they are *directly* connected to their clients, and in addition have programs to offer real financial assistance for registered companies that meet the qualifications.

The NDIT supply chain connector site, <http://www.supplychainconnector.ca/> also provides links through iNVEST in Northwestern British Columbia to major investment initiatives that are currently underway in northern BC <http://investnorthwestbc.ca>

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The strength of the NDIT supply chain connector is their strict focus on the northern region of British Columbia. The format that is used by NDIT and the process of industry registration is likely to be well suited to the LNG-Buy BC program in all parts of BC, with the possible exception of the urban lower mainland, provided the mandate is expanded to be province-wide.

The British Columbia Business Network

<https://tools.britishcolumbia.ca/Buy/BCBusinessNetwork/Pages/BCBusinessNetworkSearch.aspx> can be considered interactive in so far as it is a member-driven site which provides customized, relevant and timely market news, exporting advice, and invitations to export-related events along with personal introductions to potential partners. Further, the extent to which members can access customized information that is both timely and relevant to their particular requirements makes this site a valuable tool.

### ***Options for LNG-Buy BC Website***

The primary objective of a LNG-Buy BC website is to link prospective suppliers with LNG proponents. To that end it will be imperative that the site established be interactive, and not simply a service or static catalogue site.

The terms of reference for this project established three criteria;

1. A province-wide presence;
2. Provision of a direct connection between proponent and supplier; and,
3. Conservative spending which does not encumber government in program implementation.

It is evident from this review that the most effective web presence must be interactive and province-wide in scope.

There are, therefore, three possible options:

1. Build a new site that is fully interactive, provincial in scope and cloud-based using a Kinaxis-type approach and software;
2. Piggyback onto an existing supply chain connector site and co-brand with LNG-Buy BC; or,

## Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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3. Create an online page that links to sites such as NDIT and BCBN with a view to expanding on the northern initiative and thus provide a wider provincial focus. This option referred to as the "online portal". (RECOMENDED OPTION)

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## ***Strategy for Community Consultation***

### **Industry/Business/ Community Consultation and LNG-Buy BC Promotion**

There are two distinct phases of outreach with the principal stakeholders: industry, business, First Nations and communities. First, contact should be done to provide an introduction to, and explanation of, the general terms of reference of the LNG-Buy BC program. The stakeholders should be approached through a fact-finding mission that provides a dialogue with stakeholders, who can offer guidance with respect to the design and delivery of the LNG-Buy BC program, and how it can best serve their needs.

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Stakeholder buy-in at the initial stage of communication will provide a greater chance of their participation in the program. Second, stakeholders should be shown the outcome of the work following consultation, be asked for feedback, and be encouraged to participate.

## Objective of Initial Consultation

- To make contact with key stakeholders:
  - a. LNG Proponents,
  - b. BC business interests,
  - c. First Nations and
  - d. Community leaders;
- To enter into a dialogue with these key stakeholders with respect to the program;
- Create awareness around LNG-Buy BC;
- Collect input for Supplier Boot Camps;
- Promote the LNG Conference and Pre-tradeshaw Training;
- Request/receive input regarding local success stories;
- Request/receive input on significant barriers inhibiting local businesses from accessing LNG opportunities as a result of:
  - a. Business development plans and procurement procedures and requirements,
  - b. The general understanding BC business has with respect to the LNG opportunity;
- To hear firsthand what the expectations are from BC businesses with respect to potential uptake from expanded LNG business; and,
- To understand and assess the general state of readiness of BC businesses based on region, skills training, and connectivity to information about the opportunity.

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## Initial Stakeholder Consultation

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## Secondary Stakeholder Consultation

The second round of contact will follow the building of the LNG-Buy BC online portal and should be done with a view to:

1. Showcase the product;
2. Measure business response, with a view to amending system design based on feedback;
3. Promote the program to encourage registrations; and,
4. Promote the May 21 LNG conference and expand participation and registrations.

## Program Promotion/LNG Advocacy

Follow up on the initial and secondary consultation process with promotion of the LNG-Buy BC online portal will maximize business and industry connection by:

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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1. Promoting the business registration process;
2. Providing a clear communication with stakeholders with respect to the LNG-Buy BC opportunity in terms of the potential provided by registration online and through the promotion of the May 21 LNG Conference;
3. Advocating on behalf of BC businesses who are seeking ways to take advantage of the potential of LNG development both in terms of direct benefit as well as secondary, related benefits.

## **Communities**

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## Industry and Business Consultation

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First contact has been made with a number of key businesses about the LNG-Buy BC project, and further consultation is planned to both update business on government progress with the LNG-Buy BC program, and to allow industry to relay new developments that are important to the success of the program.

The LNG Conference planned for May 21 -23 is a key part of messaging for the industry meetings, as it will be important to have industry participation in the LNG-Buy BC portion of the conference. Industry participation will assist with workshops and mini boot camps that can assist prospective suppliers to make initial contact with procurement personnel, and also to properly inform prospective suppliers with respect to the industry standards in health and safety, transportation regulations, certifications and other baselines that each successful supplier will have to meet in order to qualify for contract work.

References for the LNG-Buy BC Contact List, where contact has already been made:

First Name	Last Name	Title	Company	Email	Phone	Address
Jared	Kuehl	Deputy Head Government Relations	Shell Canada	Jared.Kuehl@shell.com	604 349 2847	www.shell.ca
Steve	Swaffield	President, BG Canada	BG Group	Steve.Swaffield@bg-group.com	s22	3862 West 38 <sup>th</sup> Ave, Van, BC V6N2Y4
Gary	Weilinger	VP Strategic Dev &	Spectra	gweilinger@spectraenergy.com		Suite 2600 425

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		External Affairs	Energy			1st Street SW, Fifth Ave Pl, East Tower, Calgary AB T2P 3L8
Geoff	Morrison	Manager, BC Operations	Can Assoc Petroleum Producers (CAPP)	geoff.morrison@capp.ca	778 410 5040  403 776 1409	www.capp.ca
Katie	Shaw	(Note Shaw was on the previous contact list provided but her contact details were not found on CEPA website)	Canadian Energy Pipeline Assoc (CEPA)	KShaw@cepa.com		<a href="http://www.cepa.com">www.cepa.com</a>
Karina	Brino	CEO	Mining Assoc of BC  (MABC)	kbrino@mining.bc.ca	604 681 4321  ext 120	900-808 W Hastings St. Van. BC V6C 2X4

New contacts (individuals to be determined in consultation with MNGD), with proponents of proposed LNG development:

Company	Project	Region
Apache/Chevron	Douglas Channel Energy	Kitimat
Spectra Energy and BG group	LNG Project 4.2Bcf/d	North East BC to Prince Rupert
Petronas	Pacific NorthWest LNG	Prince Rupert
LNG Canada	LNG Terminal facilities	Kitimat

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(Shell/PetroChina/KOGAS)		
DCEP (Haisla/LNG Partners Texas)	Douglas Channel LNG facility	Kitimat
Triton LNG -AltaGas LTD and Idemitsu Canada Corp	Floating LNG facility	TBD

### British Columbia business consultation:

- Greg D'Avignon, President and CEO British Columbia Business Council;
- John Winter, President & CEO BC Chamber of Commerce;
- Marcus Ewert-Johns, VP, British Columbia, Canadian Manufacturers & Exporters, BC.

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## Community Consultations

Initial contact - s13, s16

	Mayor	Contact Info	EDO	Contact Info	President Chamber	Contact Info
Fort St John	Lori Ackerman	250-627-0939	Diane Hunter, City Manager	250.787.8161, <a href="mailto:citymanager@fortstjohn.ca">citymanager@fortstjohn.ca</a>	Kathy Miller	(250) 785-6037  info@fsjchamber.com
Dawson Creek	Dale Bumstead	250-784-3616  mayorbumstead@dawsoncreek.ca	Sue Kenny	250-784-3200  <a href="mailto:info@southpeacebc.ca">info@southpeacebc.ca</a>  <a href="mailto:skinny@communityfutures.biz">skinny@communityfutures.biz</a>	Jerimy Earl	(250) 219 7752  Jerimy_earl@hotmail.com
Prince George*	Shari Green	250.561.7609  mayor@city.pg.bc.ca	Heather Oland, CEO Initiatives PG	oland@initiativespg.com  250.649.3201	Derek Dougherty	(250) 562-2454  chamber@pgchamber.bc.ca
Terrace	David Pernarowski	250.635.6311  dpernarowski@terrace.ca	Evan Van Dyk	250-635-4168  <a href="mailto:evan@teda.ca">evan@teda.ca</a>	Janice Shaben	250.635.2063  terracechamber@telus.net
Kitimat	Joanne Monaghan	250-632-8900	Ron Burnett	250-632-3753	Derick Stinson	250-632-6294

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		feedback@kitimat.ca		<a href="mailto:keda10@telus.net">keda10@telus.net</a>		info@kitimatchamber.ca
Prince Rupert	Jack Mussallem	250-627-0939	Derek Baker	250-627-5138 <a href="mailto:Derek.Baker@princerupert.ca">Derek.Baker@princerupert.ca</a>	Jason Scherr	250-624-2296 manager@princerupertchamber.ca

## Initial consultation complete

\*Prince George consultation planned - although visit to Prince George has taken place with respect to day-long session with Northern Development Initiative Trust

## *Global Perspective and Best Practice Review*

### 1. Understanding and Defining Historical Trends Globally: Scope of Opportunity

#### General overview

To properly advocate on behalf of British Columbians who wish to participate in the LNG “opportunity”, it is important to view the development opportunity in a global economic and historical context. By doing so, British Columbians who hope to benefit directly and indirectly through LNG development will have a broader understanding of, and appreciation for, the global determinants that will ultimately drive the industry in BC.

Based on observations of the public dialogue in conventional media, social media, and other venues, most British Columbians seem either uninformed or misinformed about LNG as an energy source. It is widely presented in the mainstream media as a “new” product. While technology has dramatically changed over the last forty years, the basic structure of the industry, wells, pipe, and import/export facilities have been with us for many decades. Technological development has allowed the extraction of relatively “unconventional” supplies of natural gas including shale gas, tight gas and coalbed methane, also referred to as coal seam gas (CSG), all previously considered unobtainable due to limited technology and extremely high cost.

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What has changed recently is the scale at which the LNG industry now operates. It is fair to say that most British Columbians do not have an appreciation of the scope and scale of LNG development worldwide. British Columbia is currently a relatively small player, albeit one with growing importance in the expanding marketplace.

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The following is a point summary of the global nature of this industry that British Columbians should come to appreciate in order to appreciate the global influences that impact the expansion of LNG in BC.

- LNG production on a commercial-scale is approaching its 50<sup>th</sup> birthday in 2014;
- Global LNG initiatives planned for the next ten years will, if all are built, double the current 300 million metric tonnes per year (mpta) to 650 million mpta by 2025;
- Global development of LNG will cause growing supply-side competition and upward pressures on development costs, along with downward pressures on price;
- LNG will supply an expanding market share of a growing market. *International Energy Agency, World Energy Outlook 2012* forecasts LNG annual demand growth of 5% to 6%;
- Japan, South Korea and Taiwan (JKT) are the premium LNG market, and account for more than half of 2012 global LNG demand;
- JKT have limited energy options, either domestic or through pipeline import, and will pay supply security premiums (SSP) on top of market price, keeping prices at a relatively high level;
- New rapidly expanding markets in China, India, the Middle East, Europe and South America are heavily invested in coal, oil and domestic natural gas, so are unlikely to pay SSP on top of price.
- It is a given that forecasting market price is a primary consideration in investment considerations;

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- LNG import/re-gasification global capacity is expected to rise as proposed plans for the construction or expansion of LNG import facilities have been announced in more than thirty countries new to the LNG market (J.P. Morgan Cazenove *Global LNG*, 13 January 2012), with China and India expected to be the biggest new consumers;
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China's current coal market is seven times larger than the total global LNG market (Deutsche Bank Markets Research, *Global LNG: Gorgon & the Global LNG Monster*, 17 September 2012);
- Where the first 40 years of LNG supply was dominated by Algeria, Malaysia and Indonesia, which collectively accounted for 60% of total LNG capacity in 2003, their contribution is expected to drop to 20% of total capacity by 2020. Qatar and Australia, which generated 20% of global LNG capacity in 2000, are expected to rise to 50% by 2020;
- There are currently 60mtpa of sanctioned Australian LNG greenfield projects – equivalent to roughly 25% of current global LNG demand. This contrasts to British Columbia, with four proposed (publicly commented) LNG export projects with 50mtpa capacity. This demonstrates the potential for BC's capacity to supply significant volume in the initial projects alone;
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## 2. A Comparative Analysis of Jurisdictions: Government Support for Local Procurement

When one considers how other major jurisdictions approach best practices with respect to local procurement and domestic advantage in the LNG engagement process, it is worth noting that British Columbia is in a somewhat unique position. The most successful examples of local procurement programs are in Qatar, Malaysia and Russia, and these countries all own a state-run LNG industry through government-owned corporations: Qatar Petroleum, Petronas and Gazprom respectively. Each

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of these companies operates with international partners, and each imposes a regulated restriction with respect to foreign corporate ownership, limiting them to a minority ownership position.

Nigeria and Algeria have independent corporate control.

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Australia is the jurisdiction that most closely mirrors the Canadian corporate and political culture, in as much as we share a common history with respect to our former colonial status, commonwealth membership and British parliamentary form of government. Both countries support a free market economy, and both countries work within the context of global trade agreements, which limit the practice of domestic pricing, hiring and tendering requirements.

That said, despite many government training initiatives and several private websites that advertise a supply chain connection with the procurement practices of LNG companies, research for this LNG-Buy BC Report has found no state or federal government program that directly matches the proposed LNG-Buy BC program.

The Australian governments, federal and state, treat LNG as part of the mining sector, and as such they have committed substantial investment in individual training initiatives. These initiatives are frequently funded through corporate joint venture and mentorship programs with the training institute. In many cases, the companies recruit and screen prospective workers for suitability before providing them the opportunity to engage in training.

There is no government effort in Australia comparable to the LNG-Buy BC initiative, where existing business are matched to LNG proponents through programs that provide assistance to existing Australian business.

An example of the Australian training initiatives, where the proponent is the main hiring, recruiting, and screening agency, is Shell and Challenger's Australian Centre for Energy and Process Training (ACEPT). This is located at the Australian Marine Complex, 23 kilometers south of Perth, and will be the home of a joint venture training program that is developed between Shell and Challenger. The institute will become the base for the delivery of the training, assessment and assurance of process and maintenance

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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technicians so they will be ready to work on the commissioning and startup of the Shell Prelude facility in early 2014. Prelude is a floating LNG facility in the East Browse Basin off WA’s Kimberley coast.

Another example of this approach is the July 2013 announcement by Skills and Training Minister Brendan O’Connor of the \$21 million (\$17M Federal and \$4M State) energy training center at the Central Queensland Institute of TAFE Gladstone campus. This initiative was a direct response to industry demand for more highly-skilled electrical and instrumentation technicians for the Queensland LNG initiatives.

What makes the BC LNG-Buy BC initiative unique, and more desirable, is that the British Columbia government has demonstrated a commitment to not only individual training initiatives, but to also to work with locally-owned businesses and BC industry. Through regional boot camp programs such as those offered by the Northern Development Initiatives Trust, as well as the unique financial assistance that it can provide companies seeking to upgrade their certifications, tendering practices and primary qualifications, as well as the proposed province-wide online registry to directly connect British Columbia business to industry proponents, this province will stand alone in terms of helping locally-owned business to engage as an owner/supplier rather than exclusively as an employee.

## Global Development LNG

**Glossary of Measurements:** Measurement is generally expressed in metric tonnes for the year. For example: 1 million tonnes per year or per annum is expressed as 1Mtpa. 1 MMtpa is one million metric tonnes per annum. Source: BP

<b>Natural gas and LNG</b>	billion cubic metres NG	billion cubic feet NG	million tonnes oil equivalent	million tonnes LNG	trillion British thermal units	million barrels oil equivalent
<b>From</b>	<b>Multiply by</b>					
1 billion cubic metres NG	1	35.3	0.90	0.74	35.7	6.60
1 billion cubic feet NG	0.028	1	0.025	0.021	1.01	0.19
1 million tonnes oil equivalent	1.11	39.2	1	0.82	39.7	7.33
1 million tonnes LNG	1.36	48.0	1.22	1	48.6	8.97
1 trillion British thermal units	0.028	0.99	0.025	0.021	1	0.18
1 million barrels oil equivalent	0.15	5.35	0.14	0.11	5.41	1

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## Qatar

- Qatar is currently ranked third in terms of global natural gas reserves, behind Russia and Iran, and in 2013 was the single largest supplier of liquefied natural gas (LNG) to global markets, with Japan the largest customer.
- Qatar is a member of OPEC and as such is a significant net exporter of oil also.
- LNG development and export is undertaken by Qatargas, and RasGas, both subsidiaries of Qatar Petroleum (QP) which is majority owned and controlled by the Qatari government (See corporate overview).
- While there is a long history of natural gas development, the export of liquefied natural gas (LNG) has been more recent. Qatar started producing LNG in 1997 and has become the world's largest supplier of LNG.
- Qatar is also a member of the Gas Exporting Countries Forum (GECF), an organization formed in 2001 to promote the interest of the world's major natural gas producers.
- Expansion of LNG export and production for domestic consumption accounted for a 36% increase in GDP in 2011 over 2010 and has continued to expand through to 2012 (*source: U.S. Energy Information Agency*).
- The oil and gas sector accounts for 58 percent of Qatar's gross domestic product (GDP).
- All electricity capacity in Qatar is gas-fired.

A majority share in all LNG production in Qatar is held by government through Qatar Petroleum, which owns the community of Ras Laffan, the principal export facility for LNG. Given this, comparables between British Columbia and Qatar, or Ras Laffan and Kitimat, with respect to the role of government in business promotion and/or community outreach are not strictly valid. That said, the LNG industry in Qatar has occurred through partnerships with some of the same global players now contemplating major investments in British Columbia, notably ExxonMobile, Shell, Chevron and Mitsubishi. This emphasizes the global nature of LNG development.

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## **Industry Partnerships with Qatar Petroleum – Ras Laffan**

Source: *Business Community – LNG, Qatar Petroleum 2014*

Company	Production	Capacity	Owners	Status
Qatargas 1	Train 1,2 & 3	10 mtpa	Qatar Petroleum (65%) ExxonMobil (10%) Total (10%) Mitsui (7.5%) Marubeni (7.5%)	Operational since 1996
Qatargas 2	Train 4	7.8 mtpa	Qatar Petroleum (70%) ExxonMobil (30%)	Operational since 2009
	Train 5	7.8 mtpa	Qatar Petroleum (65%) ExxonMobil (18.3%) Total (16.7%)	Operational since 2009
Qatargas 3	Train 6	7.8 mtpa	Qatar Petroleum (68.5%) ConocoPhillips (30%) Mitsui (1.5%)	Operational since 2010
Qatargas 4	Train 7	7.8 mtpa	Qatar Petroleum (70%) Royal Dutch Shell (30%)	Operational since 2011
RasGas RL	Train 1 & 2	6.6 mtpa (3.3 mtpa each)	Qatar Petroleum ExxonMobil RasGas Inc Koras Itochu LNG Japan	Operational since 1999
RasGas RL (2)	Train 3 & 4	14.1 mtpa (4.7 mtpa each)	Qatar Petroleum ExxonMobil RasGas Inc.	Train 3 since 2004 Train 4 since 2005
	Train 5		Qatar Petroleum ExxonMobil RasGas Inc. OPIC	Operational since 2006
RasGas RL (3)	Train 6 & 7	15.6 mtpa (7.8 mtpa each)	Qatar Petroleum Ras Gas 3 Ltd ExxonMobil RasLaffan (III)Ltd.	Train 6 since 2009 Train 7 since 2010

## **Preparing Community Engagement**

The Qatari government hosts Hookumi – [www.gov.qa](http://www.gov.qa) or [www.hukoomi.qa](http://www.hukoomi.qa) Hukoomi is the Qatar Government Portal, “the official gateway to information about the State of Qatar”. It provides connection to all government services, programs, events and initiatives. It is the latter two which have some application to the work of LNG Buy-BC, as the events links to business-related conferences, and the initiatives portal links to government-sponsored training programs.

There are several related sites that have application to the LNG industry, albeit indirectly, namely the line Ministries <http://portal.www.gov.qa/wps/portal/directory/ministries> provide links to initiatives for

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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foreign investment opportunities, and for their commitment to local hire, skills training and Qatari procurement. Note: only some of the websites are published in English, a few have translation links provided, but those dealing with domestic hire generally do not.

Qatargas and RasGas are both subsidiary companies of Qatar Petroleum, and while all three have an active online presence and community outreach programs, the parent company is the principal portal for procurement and community outreach.

Qatar Petroleum [www.qp.com.qa](http://www.qp.com.qa) has a very active online presence, both in terms of company websites as well as through interactive social media such as Facebook.

## ***Qatarization***

Local hire and local procurement where possible is a stated objective of the Qatar government through a program called Qatarization <http://www.qatarization.com.qa>

While this government site has been developed from a more personal skills training perspective, it underscores the government commitment to local procurement also. Those goals are mandated through state-run companies such as Qatar Petroleum.

The reality of LNG development is that it requires partnership and joint venture agreements with both domestic and foreign companies, and as such the supply chain is directly linked through all parties to a specific development.

An example of this connectivity can be read on the Shell Qatar site. Shell is the largest foreign investing company in Qatar.

*Hiring and buying locally*

*Shell is committed to [Qatarization](#)*

*Over 150 Qataris currently work for Shell, holding technical and commercial positions at all levels of the company from young people newly-started on their careers to senior managers. They include engineers, finance and commercial experts, geologists, researchers, IT specialists, legal consultants, technicians, human resources advisors, project managers, business analysts, marketing professionals and plant operators.*

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*Shell provides a structured approach to talent management and professional leadership development both in the technical and commercial fields. Upon joining, Qataris gain a deep understanding of Shell through a global on-boarding programme. Each employee is provided with the career progression tools that enable competence and skill development.*

*Shell provides multiple approaches to learning, which includes on-the-job coaching, mentoring, short term international assignments, online training, and internal and external courses. Shell won prestigious Industry Qatarisation awards in 2009 and 2010 and remains the only international energy company to do so.*

*We also seek to maximise local content in our procurement activity in Qatar. We monitor local content spend closely, proactively source local contractors to tender for contracts, and encourage local and international companies to partner strategically for work.*

*We also engage directly with local businessmen and companies to explain our contracting processes and future contracting needs, including in Al Khor near Ras Laffan Industrial City.*

*An example of our local content approach in action is the award, following competitive tenders, of long-term maintenance contracts on the Pearl Gas to Liquids project to two Qatari companies – Madina Group and Qatar National Facilities Service. <http://www.shell.com.qa/en/environment-society/shell-qatari-society.html>*

Similar commitments are held by other major foreign operators in the energy sector.

Exxonmobil, [http://www.exxonmobil.com.qa/qatar-English/PA/careers\\_qatarization.aspx](http://www.exxonmobil.com.qa/qatar-English/PA/careers_qatarization.aspx) for example, endorses Qatarization and is directly engaged in local hire, local training, international mentoring, local procurement and the provision of scholarship programs for the top Qatari students who demonstrate promise for the industry.

Given that Qatarization is a requirement in order to do business in Qatar, the program cannot be considered voluntary. That said, there are ample examples of good corporate relationships that have grown from the commitment to local procurement with several joint ventures. Shell's Qatargas 4 (QG4) operation that commenced LNG production in 2011 is the most notable, and all of these types of operations are reported to have resulted to the benefit of all parties involved.

QG4 involved the construction of a new LNG mega-train (Train 7) using a Joint Asset Development Team (JADT) comprised of local and foreign company expertise, resulting in a production capacity of 7.8 MTA.

*Source: Qatargas Operating Company LTD – Report 2013*

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## Additional Sources:

Qatar Petroleum (QP) annual reports 2010 – 2012

<http://www.qp.com.qa/en/homepage/mediacentre/publications/10-2015054360.aspx>

ExxonMobil in Qatar: Citizenship Report, 2013 <http://www.exxonmobil.com.qa/Qatar-English/PA/Files/CCRQatar2012.pdf>

Arabian Business.com <http://www.arabianbusiness.com/qatar-wants-raise-shell-stake-7-report-472211.html>

Qatar Gas Transport Company LTD (Nakilat) Q.S.C.

<http://www.nakilat.com.qa/Reports/PDF/Annual%20Report%202011.pdf>

## Malaysia

- Malaysia was the world's second largest exporter of liquefied natural gas after Qatar in 2012.
- As of January 2013, Malaysia had 83 trillion cubic feet (Tcf) of proven natural gas reserves.  
*Source Oil and Gas Journal, January 2013*
- It holds the third largest natural gas reserves in the Asia-Pacific region after China and Indonesia.
- Over half of the country's natural gas reserves are in its eastern areas, predominantly offshore Sarawak.
- Malaysia's state-owned Petroliam Nasional Berhad (Petronas) dominates the natural gas sector and plays the leading role in the LNG trade.
- ExxonMobil and Shell are the two largest foreign investing companies in LNG production through production sharing agreements (PSA) with Petronas
- Petronas holds exclusive ownership rights to all oil and gas exploration and production projects in Malaysia, and is responsible for all licensing procedures.
- The Prime Minister of Malaysia controls all appointments to the company board.

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- Petronas is the single largest contributor to Malaysian government revenues, about 45 percent, by way of taxes and dividends. *Source: Energy Information Administration Report, Sept 3, 2013.*
- Petronas is required by law to hold a 15% minimum equity in production sharing contracts (PSC) with all foreign and private companies.
- April 1, 2012 company set out a strict code of conduct and business ethics (CoBE's) which is applicable to all employees, contractors, sub-contractors and suppliers:

In view of the CoBE's international application, some provisions of the CoBE will be modified to adapt the CoBE to the requirements of the local jurisdictions where PETRONAS is operating. The CoBE will have separate Country Supplements to cater to local jurisdictions' applicable legislation and social mores. The CoBE is accompanied by a CoBE Guide that sets out frequently asked questions and some "Dos" & Don'ts" in relation to certain specific situations. The CoBE, the Country Supplements (where applicable) and the CoBE Guide were printed in booklets and distributed to all employees and are also available on PETRONAS' website for viewing by third parties dealing with the Company as well as the general public. *Source: Petronas Annual Report – 2012*

Malaysian LNG development and corporate best practices are in many ways similar to those of Qatar in so far as both are government owned industries and adhere to government policy and practice with respect to contracted agreements, whether they are through a PSC or through a more local procurement contract.

The Malaysian government has since July 2005 adhered to a Fair Trade Practices Policy with eight stated goals:

1. Promote and protect market competition;
2. Expand entrepreneurial opportunity;
3. Provide a fair and competitive market opportunity for business;
4. Prohibit anti-competitive practice including foreign corporate procurement;

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5. Prohibit “unfair trade” practice;
6. Promote Small and Medium Sized Enterprises (SMEs) to compete in the market place;
7. Provide consumer protection;
8. Encourage socio-economic development through greater efficiencies and equity;

Source: *Ministry of Domestic Trade, Cooperatives and Consumerism* <http://www.kpdnkk.gov.my>

It is noteworthy that these principles do not apply to government-owned corporations, including Petronas. Further, the domestic price of oil and gas is regulated and subsidized, providing a lower price for domestically-consumed product.

The government of Malaysia sponsors a Buy Malaysia initiative which is directed toward the “promotion of local brands and services to the people of Malaysia” Source: *Ministry of Domestic Trade, Cooperatives and Consumerism Annual Report, 2012*.

This initiative is better compared to the Buy BC (Buy Local) agricultural programs that exist within British Columbia than specifically to the LNG-Buy BC program currently being developed. The Buy Malaysia campaign is focussed around a Buy Malaysian Products Expo which was started in 2009 and has been staged every year since in Kuala Lumpur. The Expo covers all areas of domestic production, including but not limited to the automotive, electrical, textile, financial and furniture sectors, including a large “lifestyle” component featuring food and beverage, handicrafts and the arts, and also health and beauty products.

The Ministry Business Development Division does play an active role in assisting small and medium size business connect to potential buyers in the market place through a business matching program which is presented online as Malaysian Products, Our Taste and is interactive to a degree providing marketing potential both domestically and in foreign markets.

While it is not possible through this research initiative to determine the success of this program, some interesting parallels exist with respect to a companion program entitled Economic Transformation Programme (ETP), which is a comprehensive Government initiative to link individuals and businesses within the “National Key Economic Areas” NKEA with identified investment projects which are

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considered Entry Point Projects (EPP). The objective of this initiative is to successfully match proponent to supplier or employee, and by doing so, create 370,000 new jobs in managerial, professional and technical, executive and supervisory roles, as well as build JVPs between existing business and proposed investment.

This project is not connected directly to the energy sector but neither is it exclusive from it and the online web presence is similar in its design to that of NDIT in so far as it brings both proponent and potential contractor/employee directly together in a “matching session” or “boot camp”.

**Note:** In conducting this research it is evident that marine transportation and associated marine industries, as referenced in the Qatar section of this report are a critical part of the LNG industry. The Malaysia International Shipping Corporation (MISC), which is 63-percent owned by Petronas, owns and operates ships for transporting hydrocarbons and chemicals around the world. The company has 27 LNG tankers and is the second-largest LNG fleet operator in the world by fleet size, second only to Qatar Gas Transportation Company (Nakilat) with 54 ships. MISC also owns and charters 80 petroleum tankers and 28 ships for chemical transport.

A special section on the marine opportunity and challenge will be included at the end of this report. s13, s17

s13, s17

s13, s17

### Malaysia-Thailand Joint Development Area

<http://www.mtja.org>

- The same commitment to local procurement can be found even when projects occur in competing jurisdictions, as evidenced in the Malaysia-Thailand Joint Development Area.
- One of the most active areas for natural gas exploration and production is the Malaysia-Thailand Joint Development Area (MTJDA), located in the lower part of the Gulf of Thailand and northern part of the Malay Basin.
- MTJDA reportedly holds 9.5 Tcf of proven plus probable natural gas reserves.
- The area is divided into three blocks, A-18, B-17, and C-19, and is administered by the Malaysia-Thailand Joint Authority (MTJA), with each country owning 50 percent of the MTJDA's hydrocarbon resources.

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- Production at Block A-18 started in 2005 at the Cakerwala field, and the project's second phase brought on the Bumi, Suriya, and Bulan fields in 2008.
- Total gas production from Block A-18 is estimated to be 390 MMcf/d. Block B-17 came online in 2009 and produced 335 MMcf/d in 2010.
- Total production from the joint area was over 700 MMcf/d in 2011. The countries signed another agreement for production from the Bumi Bumi field, where 60 percent of the production will be designated for the MTJDA.
- The MTJDA is considered a model for cooperation between countries. The MTJDA has a joint Board of directors, consisting of two Co-Chairmen and twelve Members of Malaysia and Thai nationals, appointed in equal number by the respective Governments.
- The MTJDA has an active website, with an annual internship program (albeit limited in size) as well as current job and procurement opportunity postings on line.

### Nigeria

- Nigerian LNG is dominated by the Nigerian National Petroleum Company and its eleven subsidiary companies which, along with international partners, control all aspect of oil, gas and pipeline development in the country.
- Nigeria exported 19.8 MMtpa (million metric tons per annum) or 950 Bcf/y (billion cubic feet per year) of LNG in 2012, accounting for more than 8% of globally traded LNG, ranking it as the fourth largest LNG exporter worldwide.
- After 10 years of regular supply, in 2012 the United States stopped importing natural gas from Nigeria.
- Nigeria exports the vast majority of its natural gas in the form of LNG, with a relatively small amount exported via the West African Gas Pipeline (WAGP) to nearby countries.
- Japan is the largest importer of Nigerian LNG and imported 24% in 2012, followed by Spain (19%), France (12%), South Korea (9%), and India (7%). *Source: FACTS Global Energy Jan 2013*

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## ***Bonny LNG facility***

The Nigeria NLNG facility on Bonny Island is Nigeria's only operating LNG plant. NLNG partners include NNPC (49%), Shell (25.6%), Total (15%), and Eni (10.4%). NLNG currently has six liquefaction trains producing 22 MMtpa or an equivalency of 1,056 Bcf/y of LNG with a seventh train under construction projected to produce an additional 30 MMtpa or 1,440 Bcf/y.

## ***Brass LNG facility***

Brass LNG Ltd, a consortium made up of NNPC Brass LNG Limited, a consortium made up of NNPC (49%), Total (17%), ConocoPhillips (17%), and Eni (17%), is developing the Brass LNG Liquefaction Complex. The LNG facility is expected to have two liquefaction trains with a total capacity of 10 MMtpa (480 Bcf/y) and a loading terminal. The project is currently in the engineering phase.

## ***Sources:***

*Nigerian National Petroleum Corporation*

<http://www.nnpcgroup.com/NNPCBusiness/BusinessInformation/InvestmentOpportunities/NigeriaGas.aspx>

Nigeria LNG recruitment programme <https://sws.nlng.com/e-recruitment/>

Harvard- Nigeria: The Next Generation 2010

[https://www.hsph.harvard.edu/pgda/WorkingPapers/2010/PGDA\\_WP\\_62.pdf](https://www.hsph.harvard.edu/pgda/WorkingPapers/2010/PGDA_WP_62.pdf)

Petroleum Africa December 2013, <http://www.petroleumafrica.com/nigeria>

## **Algeria**

- Sonatrach with international partners is responsible for the majority of oil and gas development in Algeria and most of Africa with the exception of Nigeria.
- With a turnover nearing \$56.1 billion in 2010, Sonatrach ranked the number one oil and gas company in Africa and 12th worldwide.
- Sonatrach is ranked 4<sup>th</sup> in world LNG exports.
- Algeria became the world's first LNG producer in 1964 when the Arzew LNG plant came online.

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- Algeria now has three LNG complexes, two in Arzew and one in Skikda with the completion of the new Sonatrach LNG train in 2012. <http://www.sonatrach.com/en/sonatrach-en-bref.html>
- Sonatrach is building another LNG train at Arzew, with a planned capacity of 4.7 Mmtpa, to process natural gas output from the planned GassiTouil project.
- This LNG project has suffered delays as a result of major cost overruns and is not expected to come online until mid-2015.

Most of Algerian pipeline gas and LNG exports are sent to countries in the European Union, making it the group's fourth largest LNG gas supplier. In 2011, either through pipelines or via LNG tankers, Algeria exported 1.8 Tcf (trillion cubic feet).

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Algeria currently has no programs comparable to the LNG-Buy BC project, and works primarily with international companies through corporate procurement processes that are established on a project-by-project basis.

### Russia

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- Russian LNG is dominated by the state-owned corporation Gazprom, one of the world's largest energy companies, and the largest gas pipeline company in the world.
- Russia has developed its LNG export industry as a monopoly, and despite recent agreements to allow for more open competition, for the most part this has not occurred.
- Russia is a significant exporter of LNG. The Sakhalin Energy's LNG plant has been operating since 2009, and can export up to 788 MMcf of LNG per year on two trains.
- The majority of the LNG has been contracted to Japanese and South Korean buyers under long-term supply agreements.
- In 2012, Sakhalin LNG exports went to Japan (76%), South Korea (20%), China (3.5%), and Taiwan (0.6%), according to PFC Energy.

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- Russia is considered to have a geographical strategic advantage due to the continental nature of the market, and the extent to which Gazprom has developed a monopoly on pipeline delivery of product to the major European and Asian markets.

Source: PFC Energy <https://www.pfcenergy.com/PFC-Energy-Membership-Services/PFC-Energy-Membership-Services/PFC-Energy-Global-LNG-Service>

There are a number of proposals in various stages of planning and construction for new LNG terminals in Russia, including:

- Yamal LNG, which includes a proposal for three trains, and a total liquefaction capacity of 1.3 Bcf of LNG. The plant would use the large South Tambey gas condensate field as feedstock. Partners in the project include Novatek (80%) and Total (20%). *Source:* PFC Energy.
- The Arctic Yamal peninsula project is technologically, politically, and economically challenging. The plant will be situated on unstable permafrost, and shipping will take place via the Kara Sea, which is icebound for about 10 months of the year. The project's prospects have improved recently as Russia announced a lifting of the export monopoly. Previously, a number of banks announced they would be willing to finance the project once the export monopoly was lifted.
- Shtokman LNG is a Gazprom-led project to be built in conjunction with development of the 3.9 Tcf Shtokman gas field in the Barents Sea. It is planned as a two-train, 591 MMcf of LNG project, but the project is currently stalled and is highly uncertain.

In as much as the LNG industry is largely state-controlled, Russia does not have a program that is comparable to the proposed LNG-Buy BC project. They do engage in state procurement priorities, however, there is no comparable status to make a meaningful comparison.

## **Australia**

Australia has become a leading LNG exporter in the Asia-Pacific region in the past decade. Greater expected natural gas production and LNG capacity in the next several years is likely to boost LNG exports and make Australia the largest exporter worldwide.

In terms of comparison, Australia is more like British Columbia than any other jurisdiction producing LNG at world levels, in so far as Australia and Canada share a similar evolution in terms of British

## Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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colonization, commonwealth membership, adherence to a British Parliamentary model and common law. The two countries, while different today in their parliamentary model, have a common approach to world trade, and to the devolution of authority from a central state government to state and local authorities.

With those factors in mind, a close examination of the Australian experience is warranted.

### ***Australian LNG***

- As a result of its abundant gas resources and geographic proximity to consumer markets in Asia, Australia has become a leader of LNG supply for the Pacific basin.
- Over the last ten years, Australian LNG exports have increased by a factor of three as a result of new liquefaction projects that are coming on stream and expanding capacity.
- In 2012, Australia was the third largest LNG exporter behind Qatar and Malaysia, exporting approximately 990 Bcf of LNG in 2012. *Source: FACTS Global Energy.*
- Australia exports gas almost exclusively to the Asian market, with Japan the primary destination for roughly three-quarters of Australian export. As such, Australia is considered a principal competitor of British Columbia.
- Other key consumers targeted by potential BC LNG supply are South Korea and Taiwan.
- Japan's demand for LNG rose in 2011 when natural gas-fired generation was substituted for the lost nuclear capacity, following the Fukushima power plant accident, and Australia then became the largest source of LNG for Japan.
- The principal producers in Australia are the three main Chinese national oil companies, in partnership with several major international oil companies. These investments have resulted in signed gas purchase agreements to lock in supply for the growing market in China.
- Australia has three LNG export facilities with a total capacity of almost 1,200 Bcf/y.

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## ***Northwest Shelf LNG***

This is the largest LNG facility owned and operated by a consortium of Woodside, Shell, BP, Chevron, Japan Australia LNG, and BHP Billiton. The facility has five offshore LNG trains, with a total capacity of 780 Bcf/y, and it relies on natural gas supplied from nearby fields in the North West Shelf (NWS).

## ***Darwin LNG***

This operation is owned by a consortium that includes ConocoPhillips, Eni, Santos, Tokyo Gas, INPEX, and Tokyo Electric (TEPCO). With one production train it produces a capacity of 170 Bcf/y and exports LNG under contracts to Tokyo Gas Corp. and Tokyo Electric. Darwin LNG is located on Australia's northern coast and is supplied with natural gas from the Bayu-Undan field in the Timor Sea.

## ***Pluto LNG***

This is Australia's most recent LNG terminal, completed in 2012 with a capacity of over 200 Bcf/y largely directed to Japan. Planned expansion discussions by Woodside of Pluto LNG have recently slowed due to difficulties procuring additional gas reserves nearby, and the rising project cost, for reasons outlined below.

Australia has seven projects under construction, three in Queensland and four in the basins off the Northwest coast and offshore. It is estimated that the total capacity under construction will exceed 3 Tcf/y with a production date of 2017.

In addition to the seven projects currently under construction there are other projects waiting on regulatory approval or final investment decisions (FID), however, these projects are facing escalating costs of production and increased competition from jurisdictions such as British Columbia should the BC projected projects come on stream.

It is estimated that the total value of LNG projects currently under production exceeds \$200 billion and Australia, according to industry sources, will overtake Qatar as the world's largest LNG exporter by 2020.

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## Australian Lessons

It is worth noting from a LNG-Buy BC perspective that the acute capital financing costs facing the expansion of LNG in Australia, and putting some Greenfield projects in jeopardy are attributed to:

1. Acute labour shortages with resultant high wages, and not enough businesses with minimum qualifications to bid on local procurement;
2. Currency value increase of the Australian dollar against the U.S. dollar since 2009;
3. The impact of stricter environmental requirements from increased regulation required on the impact of development on habitat considered sensitive,
4. The remote locations of some projects;
5. Some projects have experienced substantial development overruns, notably Ichthys, Gorgon, Wheatstone, Gladstone, and Queensland Curtis (this may be a planning issue);
6. Pluto LNG, as referenced earlier, also incurred budget overruns of almost 30 percent from its original financial investment decision (FID) in 2007.
7. Ichthys LNG, licensed in 2012, is currently the world's most expensive liquefaction project on a per unit basis, and Chevron's Gorgon LNG project cited cost increases of over 40 percent in U.S. dollar terms, from US\$37 billion to US\$52 billion.

The lessons from Australia are notable because part of the response taken by industry project proponents is to make investment decisions to move away from onshore projects in favour of floating liquefied natural gas (FLNG) terminal design. The floating liquefied natural gas (FLNG) terminal design is less expensive than the cost of an onshore plant in Australia's high-cost environment, and companies have proposed several facilities. This completely changes the potential benefit to the residents and the crown.

Prelude LNG for example, located in the Browse basin off the Northwest coast, will become the world's first FLNG terminal using a new technology developed by Shell in response to high onshore development costs, and to hedge against potential competition from expensive gas from Russia, Canada (BC) and the United States.

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## ***Defining the Community Impact***

LNG in Australia is developing continent-wide on land, and also within gas-rich offshore basins. The pipeline corridors most frequently cross privately-held agricultural land, where right-of-ways have to be negotiated on a private basis between the Australian farmers impacted by drilling and/or the laying of pipelines. In most cases, this has proven to be a significant benefit to farmers, many of whom have made substantial money through negotiations with proponents. Community impact is reported to be similar to the impact of any other major industrial investment on a small community. Most commonly, the immediate issues are:

- The provision of potable water in sufficient quantities to supply camps of up to 1,500 people;
- The development of adequate sewage treatment, and solid waste disposal systems;
- Access roads and perimeter road construction;
- Adequate accommodation;
- General security, policing, and health services;
- Airport facilities to manage increased air traffic.

It should be noted that in virtually all major Australian LNG construction projects, most of the skilled workers are recruited on a fly-in-fly-out (FIFO) basis during the construction phase. This trend was not anticipated in some of the early projects, and upgrades were required to be hastily made to air services in order to accommodate both commercial and private aircraft on landing strips that had not previously been used on a commercial basis.

## ***Inflationary Influences***

At \$150,000 – \$170,000 Australian dollars per year, wages paid to LNG workers are in most cases significantly higher than those paid to workers in the more traditional service sector jobs such as a Queensland police officer, with a wage range of \$ 52,823 - \$64,135, Senior Sergeant \$92,667 - \$98,401, or teacher at \$41,109 to a top wage of Principal at \$95,101. These other positions are held by people who live in the same community as the LNG workers and face a significant increase in housing costs.

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A study conducted in six Western Australian communities impacted by the Gorgon and Pluto LNG projects showed that rents increased significantly, from ranges of \$800 - \$1200 per month, to a new range of \$2400 to \$3600 monthly, with the arrival of the LNG workers.

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In Western Australia, increased revenue from rental properties pushed property prices higher during the construction phase of the LNG project. However, many in Australia who refinanced with higher mortgages saw the value of their home decline substantially after the construction phase was completed, as fewer workers were required to operate the terminals once the pipe was laid and the gas was flowing. This caused a secondary local issue. These inflationary influences were not well anticipated by the government of Western Australia, and similar impacts are still being experienced by communities in Queensland.

It is worth noting that these inflationary impacts were not limited to the outback regions of Australia, but also occurred in the communities of Perth, Brisbane and Sydney, where many FIFO workers moved their families to enjoy city amenities while they, as LNG employees, flew into camp for two week in/six days off shifts.

Lastly, residents of rural communities impacted by rising costs will likely not benefit from the wages earned in their communities, as the Australian experience demonstrates that workers fly out with their money.

## ***Key differences***

While there are lessons to be learned from the Australian experience of continental LNG development there are several key differences:

- BC LNG is primarily concentrated in the North East of the province, an area that has already experienced significant oil and gas development;

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- While there are substantial quantities of gas offshore in the Queen Charlotte Sound, offshore gas extraction is not currently contemplated;
- The central supply corridor crosses First Nations traditional territory, reserve lands, and Treaty 8 First Nations jurisdictions, where the practice of consultation, a legal requirement, is well-established and practiced;
- With the exception of the more southern Pacific Northern Gas Looping Project Pipeline, the intended routes are comparatively sparsely settled;
- British Columbia has an environmental review process that is understood and accepted by proponents;
- Discussion with local government and First Nations with respect to the impact of terminal development in the coastal maritime terminals in the greater Prince Rupert area, Terrace and Kitimat are ongoing;
- The “camp” nature of British Columbia’s primary industry is not a new phenomenon and has been a functional part of forestry and mining operations for decades;
- British Columbia is well versed in the cyclical nature of resource based communities and understands the “boom and bust” nature of some resource-extractive industries. The province is well positioned to address these issues prior to FIDs being made.

### ***Business and Worker Readiness***

It is generally conceded that Australian State governments did not fully anticipate the scale of investment that occurred in their jurisdiction over the last ten years. Despite legislation that requires companies who operate in the mining and gas sectors to have a prescribed apprenticeship component within their workforce, the pool of Australian workers was not sufficient to meet industry demands, which required a significant number of foreign workers to take employment on a FIFO basis.

Further, in some instances the “opportunity” to local business and trades was oversold by government. The LNG industry is highly sophisticated and, as has been mentioned, global in scope.

## Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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Virtually all companies active in LNG development have well-established procurement practices. Most have “supplier and contractor portals” on their web pages which spell out in detail the requirement for subcontracted work and product supply. Those conditions were not well understood initially in some of the Australian projects, and local suppliers could not meet the regulatory compliance requirement not provide the quality of product demanded.

Most companies active in LNG development are international in both scope and in their corporate portfolio. While our focus is on energy production, these large multinational corporations operate in many sectors of the economy. Thus in order to meet supply requirements, the scale of production demanded of suppliers may be well beyond the ability of a local business.

### ***Specific Training of Workers***

The Australian federal and state government’s response to this situation has been to commit significant dollars to build trades training centers that are specifically directed to training workers who will meet the rigid requirement of the LNG industry. Shell and Challenger will jointly develop the training programs, which will be rolled out from 2014 as Shell completes the construction and commissioning of the Prelude FLNG facility, to be stationed in the East Browse Basin off WA’s Kimberley coast. LNG project-related activity in Australia is still generally treated as part of mining, both in terms of industry outlook and general preparedness, as well as training and certification programs.

Australia anticipates over \$60 billion in planned LNG projects over the next ten years. Emphasis on trades training and expansion of the requirement for apprentices within industry are at an all-time high as a response to industry demand for trained workers in project management, machinery skills training, and occupational health and safety courses.

There are many websites in each state that are specific to training opportunities. While these sites were developed to attract individuals to established sectors such as mining, the skill set requirements are similar, and there is a growing emphasis placed on LNG development. An example of such a site is

<http://iminco.net>

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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## ***Government Initiative and Domestic Benefit***

The Australian governments, both federal and state, are proactive in working with local business to enhance opportunities in terms of government award and private sector initiatives and, while programs vary from state to state, some states such as Queensland have moved toward formalizing local industry participation as a condition of contract awards for government-funded projects.

The State of Queensland's policy is driven by the desire to expand the capacity of local business through opportunities to successfully bid on government contracts, and by doing so, enhance their capacity and profile and prepare them to take advantage of the international supply chain.

Project proponents are required to submit a Local Industry Participation Plan (LIPP) in which they address how they intend to use local procurement and provide a "full, fair and reasonable opportunity" for local contractors.

## ***Queensland Business and Industry Portal***

<http://www.business.qld.gov.au>

This link from the Queensland Government connects corporations to local business. It is part of the LIPP process and is intended to expand business and industry capacity in order to meet both local need and to function within the international supply chain.

## ***Industry Capability Network (ICN)***

ICN is a business network introducing Australian companies to projects and defines itself as "the innovative industry matchmaker". Its stated objectives are to:

- Provide a sophisticated search service for project managers;
- Source suppliers and service providers;
- Work with local suppliers and project managers to assist with procurement;
- Work with major project developers to assist with project planning in terms of local capacity and sub-contractor supply.

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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## Summary

The BUY-BC LNG as envisioned by Premier Christy Clark is both a bold and creative initiative that will be unique to British Columbia and will create a program where all British Columbians and their communities can benefit from the development of LNG expansion in British Columbia.

The LNG-Buy BC program will:

- Generate a broad awareness regarding LNG opportunities, and promote ways for B.C. businesses to take advantage of LNG opportunities;
- Provide B.C. businesses an opportunity to connect directly with LNG proponents to promote their businesses;
- Work with Industry associations, economic development agencies, chambers of commerce and other engaged stakeholders to ensure the maximum exposure of the LNG-Buy BC program;
- Coordinate with organizations doing similar procurement work, and promote access to an online platform that is useful to both B.C. business seeking to engage in the LNG opportunity and to proponents contemplating an investment in B.C. LNG.

This will be achieved by:

- Gathering information with respect to the global industry, learning from the experiences of other countries, and providing programs for British Columbians so that they benefit from the opportunities for British Columbia;
- Engage with stakeholders on project development and delivery;
- Create a web presence/portal for LNG-Buy BC and establish linkages to selected database program sites in order to maximize the opportunity for British Columbia business to engage with LNG proponents;
- Support the LNG Conference in May 2014;
- Assist BC businesses in becoming ready and qualified to compete in LNG global supply chains;

# Executive Summary of Research Findings And Recommendations for LNG-Buy BC

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- Assess and report on the performance of the project.

There are three possible options for the creation of an LNG-Buy BC web presence:

1. Build a new site that is fully interactive, provincial in scope and cloud-based using a Kinaxis type approach and software.
2. Piggyback onto an existing supply chain connector site and co-brand with LNG-Buy BC
3. Create an online portal that links to sites such as NDIT and BCBN with a view to expanding on the northern initiative and thus provide a wider provincial focus.

Through positive consultation with Communities, First Nations, Economic Development organizations, Chambers of Commerce and industry proponents and suppliers the LNG-Buy BC program can facilitate an unprecedented opportunity for British Columbia based business interests in all parts of the province.

A careful review of the experiences from other jurisdictions in terms of best practices and adherence to social license has demonstrated that British Columbia is well positioned to take steps in advance to deal with community capacity, local training, and industry procurement requirements in order for British Columbia to fully participate and benefit from LNG expansion.



**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending April 25th, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Engage with BC Business and Professional Associations to provide information with respect to LNG-Buy BC uptake on the on-line tool.	<ul style="list-style-type: none"><li>• Meet with Professional associations to encourage their participation in the May 21- 23 conference</li><li>• Prepare documentation on the responses with respect to their engagement in the LNG-Buy BC project, from British Columbia business representing various sectors along with the Professional Associations that represent the general membership of those businesses</li><li>• Report out on general findings by April 18<sup>th</sup></li></ul>	Industry association consultations with BCCA, ICBA, PEGA, CAPP and CEPA complete  Concluded – British Columbia Mining Association consultation with Karina Brino President and CEO and Bryan Cox Vice-President, Corporate Affairs attending.

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Summary of engagement issues</p>	<ul style="list-style-type: none"> <li>Statement of core issues identified by professional associations and specific business sector engagement</li> </ul>	<ul style="list-style-type: none"> <li>The Mining Association</li> <li>-</li> <li>s13, s16, s17</li> <li>-</li> <li>s13, s17</li> <li>-</li> <li>s13, s17</li> </ul>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	<ul style="list-style-type: none"> <li>Statement of core issues identified by professional associations and specific business sector engagement</li> </ul>	<p>s13, s17</p> <p>-</p> <p>s13</p> <ul style="list-style-type: none"> <li>MNP will be full attenders at the LNG conference in May 21<sup>st</sup> – 23<sup>rd</sup>.</li> </ul> <p>Helijet – Ken Glaze, Director, Safety and Security</p> <p>- s13, s17</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	Statement of core issues identified by professional associations and specific business sector engagement	<p data-bbox="992 247 1321 331"><u>Spectra Energy</u>: Meeting with Kim Haakstad , Manager, Technical Workforce Strategy. s13, s17</p> <p data-bbox="1127 1010 1208 1031">s13, s17</p> <p data-bbox="1159 1100 1159 1121">-</p> <p data-bbox="1127 1331 1143 1352">-</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development.	<p>The purpose of these visits is to provide further engagement with communities selected for workshops and to have site specific visits with companies engaged in the sub-contracting aspect of the industry.</p> <p>This is critical to:</p> <ul style="list-style-type: none"> <li>• Gather information for website content;</li> <li>• Build a relevant connection between sub-contracting entities on the website;</li> </ul> <p>To generate relevant information for companies registering on the website.</p>	<p>A review of the BC Oil and Gas Commission 2014/25 – 2016/17 Service Plan in preparation for visits with BC business in the Northeast (Montney) supply region scheduled for May 7 – 9<sup>th</sup></p> <p>Businesses will include smaller sub-contract suppliers as well as larger companies involved directly in the supply side of LNG development.</p>
Preparation of a “mid-term” – six month overview report summarizing work to date and steps forward recommendations	<p>Report documentation should review</p> <ul style="list-style-type: none"> <li>• The overall response from business outreach and LNG-Buy BC program</li> <li>• The development of the online tool</li> <li>• LNG-Buy BC program representation in the May 21 -23 conference</li> <li>• A steps forward recommendation</li> </ul>	<p>Work has been undertaken in the preparation of a Mid Term report due the week of April 28<sup>th</sup></p> <p>Draft Web content is being prepared with respect to preparing FAQ’s – Draft content on Facts You Should Know – Profiles of BC Business Success stories and summary of LNG-Buy BC project to date</p>
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter: Promotion of the conference has taken place with uptake from BC Business – Agreement this week from MNP accounting firm, BCMA and BCCA – and confirmation from Spectra Energy – of attendance at both the conference and the trade show.</p>
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> </ul> <p>Report feedback received on the tool</p>	<p>Per Project Charter: Online tool in development – Review of the preliminary site to take place on April 30<sup>th</sup></p>
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	<p>Supplier boot camps for Kitimat and Terrace – Complete</p> <p>Kelowna boot camp – April 30<sup>th</sup></p> <p>Prince George May – 14<sup>th</sup></p> <p>Prince Rupert June – 3<sup>rd</sup></p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Ongoing consultation with respect to the design and construction of the Website.	Using the data from focus group work with business and proponents work with FVC and with potential registrants to make sure that the website is properly developed and subscribed.	- s13, s17
Development of website materials as part of the LNG-Buy BC Advocate role	Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as: <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	This will be explored with the LNG-Buy BC Board and the MNGD. s13  s13
Post conference follow up and on-going engagement with business to ensure the use of the website.	Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.  A second round of workshops may be considered in response to feedback from communities that have received consultation  Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.	The time frame and scope of this work is TBD as the project proceeds.

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending Aril 18th, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Engage with BC Business and Professional Associations to provide information with respect to LNG-Buy BC uptake on the on-line tool.	<ul style="list-style-type: none"> <li>• Meet with Professional associations to encourage their participation in the May 21- 23 conference</li> <li>• Prepare documentation on the responses with respect to their engagement in the LNG-Buy BC project, from British Columbia business representing various sectors along with the Professional Associations that represent the general membership of those businesses</li> <li>• Report out on general findings by April 18<sup>th</sup></li> </ul>	Industry association consultations with BCCA, ICBA, PEGA, CAPP and CEPA completed with exception of BCMA*  *British Columbia Mining Association consultation set for April 22 <sup>nd</sup> due to availability of BCMA representatives
Summary of engagement issues	<ul style="list-style-type: none"> <li>• Statement of core issues identified by professional associations and specific business sector engagement</li> </ul>	<ul style="list-style-type: none"> <li>• Specific Business sector - BC marine based business in the Prince Rupert and Kitimat areas including Port Edward</li> <li>• Representative companies included – HaiSea Marine, Seaspan, Smit Marine, Northern Breeze Surveyors Ltd, Pacific Pilotage Authority, Command Marine, Wainwright Marine, and Inlet Express.</li> <li>• General categories included</li> <li>• a) Tug and Tow operations</li> <li>• b) Escort and Docking operations</li> <li>• c) Pilotage</li> <li>• d) Marine Survey work (support vessels and scientific monitoring)</li> <li>• c) Marine supply and support operations</li> </ul>

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Summary of engagement issues

- Statement of core issues identified by professional associations and specific business sector engagement

s13, s17

s13

Summary of engagement issues

Statement of core issues identified by professional associations and specific business sector engagement

s13, s16, s17

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<p>Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development.</p>	<p>The purpose of these visits is to provide further engagement with communities selected for workshops and to have site specific visits with companies engaged in the sub-contracting aspect of the industry. This is critical to:</p> <ul style="list-style-type: none"> <li>• Gather information for website content;</li> <li>• Build a relevant connection between sub-contracting entities on the website;</li> </ul> <p>To generate relevant information for companies registering on the website.</p>	<p>Site visits to the proposed Kitimat LNG site undertaken.</p> <p>Inlet Express (John Turpin) active in the provision of both marine survey work and marine supply – His company provides an excellent example of small BC owned company engagements<sup>13, s17</sup></p> <p>s13, s17</p>
<p>Preparation of a “mid-term” – six month overview report summarizing work to date and steps forward recommendations</p>	<p>Report documentation should review</p> <ul style="list-style-type: none"> <li>• The overall response from business outreach and LNG-Buy BC program</li> <li>• The development of the online tool</li> <li>• LNG-Buy BC program representation in the May 21 -23 conference</li> <li>• A steps forward recommendation</li> </ul>	<p>Mid Term report is being prepared summarizing findings of business consultation, recommendations from professional associations, and sector consultation.</p> <p>Draft Web content is being prepared with respect to preparing FAQ’s – Draft content on Facts You Should Know – Profiles of BC Business Success stories and summary of LNG-Buy BC project to date</p> <p>Report due: April 28<sup>th</sup></p>
<p>LNG-Buy BC component of LNG Conference</p>	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter: Promotion of the conference has taken place with uptake from BC Business – agreement to attend by marine based business, Inlet Express, Wainwright Marine and representatives from Smit marine.</p>
<p>Market and promote LNG online business registry</p>	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> </ul> <p>Report feedback received on the tool</p>	<p>Per Project Charter: Online tool in development – Review of the preliminary site to take place on April 25th</p>

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<p>Deliver 10 Supplier Boot Camps</p>	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	<p>Attended the first supplier boot camp in Kitimat</p> <p>Thirty two people were in attendance from 6 pm – 8:30 pm at the Riverlodge Rec Center.</p> <p>A good presentation was made by Renata King, (NDIT) outlining the general opportunity that is anticipated in the Kitimat and Prince Rupert areas. The LNG-Buy BC program was described, although further refinement of the presentation will commence once the online tool is functional and can be more directly integrated into the presentation materials.</p>
<p>Ongoing consultation with respect to the design and construction of the Website.</p>	<p>Using the data from focus group work with business and proponents work with FVC and with potential registrants to make sure that the website is properly developed and subscribed.</p>	<p>Review of the online tool will take place on Friday 25<sup>th</sup> April</p> <p>s13, s17</p>
<p>Development of website materials as part of the LNG-Buy BC Advocate role</p>	<p>Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as:</p> <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	<p>This will be explored with the LNG-Buy BC Board and the MNGD. s13</p> <p>s13</p>

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<p>Post conference follow up and on-going engagement with business to ensure the use of the website.</p>	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.</p>	<p>The time frame and scope of this work is TBD as the project proceeds.</p>
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**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending April 12, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Engage with BC Business and Professional Associations to provide information with respect to LNG-Buy BC uptake on the on-line tool.	<ul style="list-style-type: none"><li>• Meet with Professional associations to encourage their participation in the May 21- 23 conference</li><li>• Prepare documentation on the responses with respect to their engagement in the LNG-Buy BC project, from British Columbia business representing various sectors along with the Professional Associations that represent the general membership of those businesses</li><li>• Report out on general findings by April 18<sup>th</sup></li></ul>	Industry association consultations with BCCA, ICBA, PEGA, CAPP and CEPA completed with exception of BCMA*  *British Columbia Mining Association consultation set for April 22 <sup>nd</sup> due to availability of BCMA representatives

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Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	<ul style="list-style-type: none"> <li>Statement of core issues identified by professional associations and specific business sector engagement</li> </ul>	<p>-</p> <p>-</p> <p>s13, s17</p> <p>s13</p> <p>-</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	<ul style="list-style-type: none"> <li>Statement of core issues identified by professional associations and specific business sector engagement</li> </ul>	s13, s17
Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development.	<p>The purpose of these visits is to provide further engagement with communities selected for workshops and to have site specific visits with companies engaged in the sub-contracting aspect of the industry. This is critical to:</p> <ul style="list-style-type: none"> <li>Gather information for website content;</li> <li>Build a relevant connection between sub-contracting entities on the website;</li> <li>To generate relevant information for companies registering on the website.</li> </ul>	Meetings for marine sector business in Prince Rupert and Kitimat were arranged and have been confirmed for April 15 <sup>th</sup> and 16 <sup>th</sup>
Provide when requested by off-shore companies as arranged through MIT, information relating to the Buy-BC program.	Meet, on the recommendation of representatives from MIT, with off-shore companies who are engaged in assessing procurement contracts for work with major proponents to properly inform them about the LNG-Buy BC program.	<p>Met, to outlined the LNG Buy BC program along with a promotion of and invitation to attend the May 21- 23 LNG conference, with:</p> <p>Sang Gyun Kim (Scott) Business Development Manager – Overseas Business Development Team III – Daewoo E&amp;C</p> <p>Woong Park, Assistant manager Global HR Management Team – Daewoo E&amp;C</p> <p>Accompanied by Manahan, Suzanne MNGD:EX</p> <p>P.L. (Paul) Kan Senior Manager International Investment and Company Attraction</p> <p>Sookyung Ahn, Senior Manager, Korea International Trade and Investment Attraction</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Preparation of a "mid-term" – six month overview report summarizing work to date and steps forward recommendations	Report documentation should review <ul style="list-style-type: none"> <li>• The overall response from business outreach and LNG-Buy BC program</li> <li>• The development of the online tool</li> <li>• LNG-Buy BC program representation in the May 21 -23 conference</li> <li>• A steps forward recommendation</li> </ul>	Preparation of next steps document to outline the features included in the LNG-Buy BC website;  Draft Web content is being prepared with respect to preparing FAQ's – Draft content on Facts You Should Know – Profiles of BC Business Success stories and summary of LNG-Buy BC project to date  Report due: April 26 <sup>th</sup>
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	Per Project Charter: Active consultation and promotion took place with BC Business representation from Business Associations with high level take up and attendance, Offer by Manly MaLachlan from the BCCA to present at one of the panel discussions at the conference.
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> </ul> Report feedback received on the tool	Per Project Charter: Online tool in development – further promotion to take place upon completion of the site.
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Five communities selected for boot camps including Kitimat, Terrace, Kelowna, Prince Rupert and Prince George.
Ongoing consultation with respect to the design and construction of the Website.	Using the data from focus group work with business and proponents work with FVC and with potential registrants to make sure that the website is properly developed and subscribed.	s13, s17

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Project Activity	Workplan Deliverable(s)	Activities/Source
Development of website materials as part of the LNG-Buy BC Advocate role	<p>Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as:</p> <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	<p>This will be explored with the LNG-Buy BC Board and the MNGD. s13</p> <p>s13</p>
Post conference follow up and on-going engagement with business to ensure the use of the website.	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.</p>	<p>The time frame and scope of this work is TBD as the project proceeds.</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending March 28st, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Evaluation of consultations with Business, Industry and communities.	<ul style="list-style-type: none"> <li>Outline the components of LNG-Buy BC</li> <li>Identify issues that will assist the on-line tool to make it successful and applicable to BC Business connected through LNG-Buy BC to Industry</li> </ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Engage with BC Business and interface with FCV to assist with the creation of the on-line tool.	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	Lists provided to FCV – for both industry and BC Business for focus groups – Completed – March 15 <sup>th</sup> .
Engage with BC Business to assist with the creation of the on-line tool.	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	<p>Industry association engagement in the conference largely complete: - BCBA, ICBA, PEGA, CAPP and CEPA all contacted.</p> <p>CAPP not likely to participate directly with the conference</p> <p>BCMA – follow up meeting to be held week of April 14th</p>
Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development.	<p>The purpose of these visits is to provide further engagement with communities selected for workshops and to have site specific visits with companies engaged in the sub-contracting aspect of the industry.</p> <p>This is critical to:</p> <ul style="list-style-type: none"> <li>Gather information for website content;</li> <li>Build a relevant connection between sub-contracting entities on the website;</li> <li>To generate relevant information for companies registering on the website.</li> </ul>	<p>Communities revisit started with business specific engagement:</p> <p>Squamish March 26th event completed:</p> <p><a href="http://www.squamishchief.com/news/local-news/advocate-defends-lng-export-strategy-1.940012">http://www.squamishchief.com/news/local-news/advocate-defends-lng-export-strategy-1.940012</a></p> <p>Prince Rupert/Kitimat – B.C. <u>marine based LNG industry review</u> set for April 15<sup>th</sup> – 17<sup>th</sup></p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Ongoing consultation with respect to the design and construction of the Website.	Using the data from focus group work with business and proponents work with FVC and with potential registrants to make sure that the website is properly developed and subscribed.	s13, s17  -
Development of website materials as part of the LNG-Buy BC Advocate role	Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as: <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	This will be explored with the LNG-Buy BC Board and the MNGD. s13  s13
Development of workplan and steps forward document	<ul style="list-style-type: none"> <li>• Identifying the next steps in the development of the LNG-Buy BC website</li> <li>• Developing the advocacy strategy for BC Business engagement with the LNG-Buy BC website and enrollment in the May 21-23 conference.</li> </ul>	Preparation of next steps document to outline the features included in the LNG-Buy BC website;  Draft Web content is being prepared with respect to preparing FAQ's – Draft content on Facts You Should Know – Profiles of BC Business Success stories.
May 21-23 conference promotion – assistance with the LNG-Buy BC piece of the tradeshow and conference.	Work to promote the conference and through Business contact help to increase enrollment for BC Business in the conference.	Engaged with the following with a view engaging industry in the May 21 – 23 conference.  Greg Staple – Director Marketing and Business Development – Spectra Energy Garth Johnson – VP Pipeline & Strategic Development – Spectra Energy Carol Greaves – Community and Aboriginal Relations Manager – Fortis BC Cynthia Des Brisay – VP – Energy Supply & Resource Development – Fortis BC

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Project Activity	Workplan Deliverable(s)	Activities/Source
Post conference follow up and on-going engagement with business to ensure the use of the website.	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.</p>	The time frame and scope of this work is TBD as the project proceeds.
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	Per Project Charter promotion of site underway – with focus groups to provide input to the overall design of website.
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	Per Project Charter: work underway in conjunction with the LNG Task Force.
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Community recommendations for “Boot Camps” have been submitted and are currently in the planning phase

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending March 28st, 2014**

<b>Project Activity</b>	<b>Workplan Deliverable(s)</b>	<b>Activities/Source</b>
Evaluation of consultations with Business, Industry and communities.	<ul style="list-style-type: none"><li>• Outline the components of LNG-Buy BC</li><li>• Identify issues that will assist the on-line tool to make it successful and applicable to BC Business connected through LNG-Buy BC to Industry</li></ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"><li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li><li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li></ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Engage with BC Business and interface with FCV to assist with the creation of the on-line tool.	<ul style="list-style-type: none"><li>• Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li></ul>	Lists provided to FCV – for both industry and BC Business for focus groups – Completed – March 15 <sup>th</sup> .

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Project Activity	Workplan Deliverable(s)	Activities/Source
Engage with BC Business to assist with the creation of the on-line tool.	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	<p>Set meeting times for approved Associations. Meetings to be completed by April 11<sup>th</sup>.</p> <p>Successful meetings with</p> <ol style="list-style-type: none"> <li>British Columbia Construction Association t. (250) 475-107 – Abigail Fulton with follow up in Victoria for April 10th</li> <li>Independent Contractors and Business Association <a href="mailto:info@icba.ca">info@icba.ca</a> – Phil Hochstein – follow up completed</li> <li>Association of Professional Engineers and Geoscientists <a href="https://www.apeg.bc.ca/Home">https://www.apeg.bc.ca/Home</a> - Peter Mitchell -</li> </ol> <p>s13, s17</p> <p>Other confirmed meetings:</p> <ol style="list-style-type: none"> <li>British Columbia Mining Association <a href="http://www.mining.bc.ca">http://www.mining.bc.ca</a></li> <li>Canadian Association and Petroleum Producers <a href="http://www.capp.ca/Pages/default.aspx">http://www.capp.ca/Pages/default.aspx</a></li> <li>Canadian Energy Pipeline Association <a href="http://www.cepa.com">http://www.cepa.com</a></li> <li>Western Canadian Roadbuilders and Heavy Construction Association <a href="http://www.wcrhca.org">http://www.wcrhca.org</a></li> </ol>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development.</p>	<p>The purpose of these visits is to provide further engagement with communities selected for workshops and to have site specific visits with companies engaged in the sub-contracting aspect of the industry. This is critical to:</p> <ul style="list-style-type: none"> <li>• Gather information for website content;</li> <li>• Build a relevant connection between sub-contracting entities on the website;</li> <li>• To generate relevant information for companies registering on the website.</li> </ul>	<p>Communities revisit started with business specific engagement:</p> <p>Squamish March 26th event successfully completed with positive following media:</p> <p><a href="http://www.squamishchief.com/news/local-news/advocate-defends-lng-export-strategy-1.940012">http://www.squamishchief.com/news/local-news/advocate-defends-lng-export-strategy-1.940012</a></p> <p>Panel discussion with:</p> <ul style="list-style-type: none"> <li>• <b>Greg Staple</b>, Director of Marketing and Business Development for Spectra Energy; and</li> <li>• <b>Joe Mazza</b>, Director of Resource Development for FortisBC Energy Inc.</li> </ul> <p>Presentation was attended by 82 businesses and several community representatives. The conference and Trade Show was highlighted</p> <p>Technology Students from Howe Sound Secondary School will attend the conference with teacher Vicki Schenk.</p>
<p>Ongoing consultation with respect to the design and construction of the Website.</p>	<p>Using the data from focus group work with business and proponents work with FVC and with potential registrants to make sure that the website is properly developed and subscribed.</p>	<p>s13, s17</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Development of website materials as part of the LNG-Buy BC Advocate role	<p>Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as:</p> <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	<p>This will be explored with the LNG-Buy BC Board and the MNGD. s13</p> <p style="text-align: center;">s13</p>
Development of workplan and steps forward document	<ul style="list-style-type: none"> <li>• Identifying the next steps in the development of the LNG-Buy BC website</li> <li>• Developing the advocacy strategy for BC Business engagement with the LNG-Buy BC website and enrollment in the May 21-23 conference.</li> </ul>	<p>Preparation of next steps document to outline the features included in the LNG-Buy BC website;</p> <p>Met with FCV for initial discussion on the direction for the LNG- Buy BC website and discussion on the business consultation with the list of businesses provided.</p>
May 21-23 conference promotion – assistance with the LNG-Buy BC piece of the tradeshow and conference.	<p>Work to promote the conference and through Business contact help to increase enrollment for BC Business in the conference.</p>	<p style="text-align: center;">s13, s17</p>
Post conference follow up and on-going engagement with business to ensure the use of the website.	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.</p>	<p>The time frame and scope of this work is TBD as the project proceeds.</p>
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	<p>Per Project Charter promotion of site underway – with focus groups to provide input to the overall design of website.</p>
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter: work underway in conjunction with the LNG Task Force.</p>
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	<p>Community recommendations for “Boot Camps” have been submitted and are currently in the planning phase</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending March 21st, 2014**

<b>Project Activity</b>	<b>Workplan Deliverable(s)</b>	<b>Activities/Source</b>
Evaluation of consultations with Business, Industry and communities.	<ul style="list-style-type: none"><li>• Outline the components of LNG-Buy BC</li><li>• Identify issues that will assist the on-line tool to make it successful and applicable to BC Business connected through LNG-Buy BC to Industry</li></ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"><li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li><li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li></ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Engage with BC Business and interface with FCV to assist with the creation of the on-line tool.	<ul style="list-style-type: none"><li>• Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li></ul>	Lists provided to FCV – for both industry and BC Business for focus groups – Completed – March 15 <sup>th</sup> .

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Project Activity	Workplan Deliverable(s)	Activities/Source
Engage with BC Business to assist with the creation of the on-line tool.	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	<p>Set meeting times for approved Associations. Meetings to be completed by April 11<sup>th</sup>.</p> <p>Successful meetings with</p> <ol style="list-style-type: none"> <li>British Columbia Construction Association t. (250) 475-107 – Abigail Fulton with follow up in Victoria for April 10th</li> <li>Independent Contractors and Business Association <a href="mailto:info@icba.ca">info@icba.ca</a> – Phil Hochstein - s13, s17</li> </ol> <p>s13, s17</p> <p>Meetings to follow April 3rd – 11<sup>th</sup> with: s13</p> <ol style="list-style-type: none"> <li>Association of Professional Engineers and Geoscientists <a href="https://www.apeg.bc.ca/Home">https://www.apeg.bc.ca/Home</a></li> <li>British Columbia Mining Association <a href="http://www.mining.bc.ca">http://www.mining.bc.ca</a></li> <li>Canadian Association and Petroleum Producers <a href="http://www.capp.ca/Pages/default.aspx">http://www.capp.ca/Pages/default.aspx</a></li> <li>Canadian Energy Pipeline Association <a href="http://www.cepa.com">http://www.cepa.com</a></li> <li>Western Canadian Roadbuilders and Heavy Construction Association <a href="http://www.wcrhca.org">http://www.wcrhca.org</a></li> </ol>

Project Activity	Workplan Deliverable(s)	Activities/Source
Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development.	<p>The purpose of these visits is to provide further engagement with communities selected for workshops and to have site specific visits with companies engaged in the sub-contracting aspect of the industry.</p> <p>This is critical to:</p> <ul style="list-style-type: none"> <li>• Gather information for website content;</li> <li>• Build a relevant connection between sub-contracting entities on the website;</li> <li>• To generate relevant information for companies registering on the website.</li> </ul>	<p>Communities to be revisited with site and business specific engagement: Squamish March 26th confirmed; Panel discussion with:</p> <ul style="list-style-type: none"> <li>• <b>Greg Staple</b>, Director of Marketing and Business Development for Spectra Energy; and</li> <li>• <b>Joe Mazza</b>, Director of Resource Development for FortisBC Energy Inc.</li> </ul> <p>Confirmations – April 15<sup>th</sup> – 17<sup>th</sup> Prince Rupert – industry site visits – to gather success stories. - Marine sector review Kitimat – meeting industry for industry success stories and web content.</p> <p>Prince George – To be confirmed – April 23<sup>rd</sup> with follow up to Vanderhoof and Smithers</p>
Ongoing consultation with respect to the design and construction of the Website.	Using the data from focus group work with business and proponents work with FVC and with potential registrants to make sure that the website is properly developed and subscribed.	s13, s17
Development of website materials as part of the LNG-Buy BC Advocate role	<p>Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as:</p> <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	<p>This will be explored with the LNG-Buy BC Board and the MNGD. s13</p> <p>s13</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Development of workplan and steps forward document	<ul style="list-style-type: none"> <li>Identifying the next steps in the development of the LNG-Buy BC website</li> <li>Developing the advocacy strategy for BC Business engagement with the LNG-Buy BC website and enrollment in the May 21-23 conference.</li> </ul>	<p>Preparation of next steps document to outline the features included in the LNG-Buy BC website;</p> <p>Met with FCV for initial discussion on the direction for the LNG- Buy BC website and discussion on the business consultation with the list of businesses provided.</p>
May 21-23 conference promotion – assistance with the LNG-Buy BC piece of the tradeshow and conference.	Work to promote the conference and through Business contact help to increase enrollment for BC Business in the conference.	<p>Ongoing work with organizations such as: Ventures Kamloops; Central Okanagan Economic Development Commission; Kitimat Economic Development Association; and direct business contacts gained through outreach work to ensure broad awareness about the conference and trade show.</p> <p>Further work will be undertaken in this regard with respect to Professional Association during the month of March.</p>
Post conference follow up and on-going engagement with business to ensure the use of the website.	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.</p>	The time frame and scope of this work is TBD as the project proceeds.
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>Promote the online tool</li> <li>Encourage registration through LNG-Buy BC website</li> <li>Report feedback received on the tool</li> </ul>	Per Project Charter promotion of site underway – with focus groups to provide input to the overall design of website.
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>Promote the LNG Conference during engagements</li> <li>Encourage registration and participation</li> <li>Report on feedback from businesses, communities and proponents</li> </ul>	Per Project Charter: work underway in conjunction with the LNG Task Force.
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>Promote provincially supported supplier boot camps</li> <li>Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Community recommendations for “Boot Camps” have been submitted and are currently in the planning phase

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LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week Ending March 14th, 2014

Project Mandate	Workplan Deliverable(s)	Activities/Source
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	Developed work plan for March to June 2014 including consultation plan.
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>Report on findings with respect to existing registries</li> <li>Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	<p>Engaged with BC Business and interface with FCV to assist with the creation of the on-line tool.</p> <ul style="list-style-type: none"> <li>Annotated list of BC Business to be used in focus group provided to FCV</li> </ul> <p>Consultation with proponents who will assist with web development through focus group involvement.</p> <p>Contact list of Associations:</p> <ol style="list-style-type: none"> <li>Association of Professional Engineers and Geoscientists <a href="https://www.apeg.bc.ca/Home">https://www.apeg.bc.ca/Home</a></li> <li>British Columbia Mining Association <a href="http://www.mining.bc.ca">http://www.mining.bc.ca</a></li> <li>Canadian Association and Petroleum Producers <a href="http://www.capp.ca/Pages/default.aspx">http://www.capp.ca/Pages/default.aspx</a></li> <li>Canadian Energy Pipeline Association <a href="http://www.cepa.com">http://www.cepa.com</a></li> <li>Western Canadian Roadbuilders and Heavy Construction Association <a href="http://www.wcrhca.org">http://www.wcrhca.org</a></li> <li>British Columbia Construction Association t. (250) 475-107</li> <li>Independent Contractors and Business Association <a href="mailto:info@icba.ca">info@icba.ca</a></li> </ol>
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>Report on findings with respect to existing registries</li> <li>Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	Met with FCV for initial discussion on the direction for the LNG- Buy BC website and discussion on the business consultation with the list of businesses provided.
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>Report on findings with respect to existing registries</li> <li>Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	Worked with focus group companies for FCV engagement on online tool development.

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LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week Ending March 14th, 2014

Project Mandate	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>Promote the online tool</li> <li>Encourage registration through LNG-Buy BC website</li> <li>Report feedback received on the tool</li> </ul>	Promoted the on-line tool while recruiting BC businesses and LNG proponents to participate in user input sessions.
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>Promote the LNG Conference during engagements</li> <li>Encourage registration and participation</li> <li>Report on feedback from businesses, communities and proponents</li> </ul>	<p>Ongoing work with organizations such as: Ventures Kamloops; Central Okanagan Economic Development Commission; Kitimat Economic Development Association; and direct business contacts gained through outreach work to ensure broad awareness about the conference and trade show.</p> <p>Further work will be undertaken in this regard with respect to Professional Association during the month of March.</p>
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>Promote the LNG Conference during engagements</li> <li>Encourage registration and participation</li> <li>Report on feedback from businesses, communities and proponents</li> </ul>	<p>Held discussions with:</p> <ul style="list-style-type: none"> <li>Shell Canada</li> <li>BG Group</li> <li>Woodfibre LNG</li> </ul>
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>Promote provincially supported supplier boot camps</li> <li>Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Community recommendations for “Boot Camps” have been submitted and are currently in the planning phase.

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Weeks Feb 24th to March 7th, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Evaluation of consultations with Business, Industry and communities.	<ul style="list-style-type: none"> <li>Outline the components of LNG-Buy BC</li> <li>Identify issues that will assist the on-line tool to make it successful and applicable to BC Business connected through LNG-Buy BC to Industry</li> </ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	Report out on findings from consultations – Feb 28 – Complete. Submitted.
Engage with BC Business to assist with the creation of the on-line tool.	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	Engaged Venture Kamloops in direct discussion with respect to identifying companies that are success stories in terms of engagement in the energy sector; Engaged Central Okanagan Economic Development Commission with respect to assisting with registrations for May 21-23 LNG conference and finding companies that will assist in focus group work with FCV web developers; Identified and provided list of BC Companies for FCV web development.
Engage with BC Business to assist with the creation of the on-line tool.	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	Proponents- contact list: <u>John Dunn</u> – Vice President, Prince Rupert Gas Transmission Ltd – TransCanada <u>Jared Kuehl</u> – Deputy Head Government Relations – Shell Canada Ltd <u>Carson Newby</u> – Community Affairs – Shell Canada Ltd <u>Edna Howard</u> – Senior Aboriginal Content Specialist – Shell Canada Ltd; <u>Susannah Pierce</u> – GM Social Performance @ External Engagement – Shell Canada Ltd <u>John Turner</u> – Manager Government Relations – Spectra Energy;

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Project Activity	Workplan Deliverable(s)	Activities/Source
Engage with BC Business to assist with the creation of the on-line tool.	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	<p><u>Gary Weilinger</u> – VP Strategic Development &amp; External Affairs – Spectra Energy  <u>Tessa Gill</u> – Head Corporate Stakeholder Relations – Pacific Northwest LNG  <u>Derek Baker</u> – Director Community Relations – Prince Rupert – Pacific Northwest LNG  <u>Paul Welsh</u> – Manager Procurement Contracts – Pacific Northwest LNG  <u>Herb Pond</u> – Project Manager – BG Group - Prince Rupert LNG  Marian Ngo – Project Manager, LNG Woodfibre.</p>
Consultation with proponents, business community, other stakeholders with respect to the creation of LNG-Buy BC Website	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	<p>BC Companies:  <u>Dave Gordon</u> – Cambria Gordon (Stantec) – Science Technical Environmental Management – Terrace, BC;  <u>Robert Stromdahl</u> – Western Canada Marine Response Corporation – Prince Rupert;  <u>Ryan Hilton</u> – President CEO – SPL (Spirit Pipelines Ltd) – Terrace – (parent company Alberta based);  <u>Trevor Hilton</u> – Operations Manager – SPL (Spirit Pipelines Ltd) – Terrace;  <u>Mike Sindia</u> – co-owner - Sunshine Contracting – Prince Rupert – Terrace – Kitimat;  <u>Rob Sindia</u> – co-owner – Sunshine Contracting;  <u>Douglas Audfroid</u> – ACL Project Management Services – Construction, Commissioning, Management Power Generation, Oil and Gas – Terrace;  <u>Bill Hickman</u> – CEO – William Hickman and Associates – Kitimat;  <u>Art Jarvis</u> – Executive Director – Energy Services BC – Dawson Creek;  <u>Val Gauvin</u> – Manager - Progressive Ventures – Terrace  <u>Robert Hedley</u> – Senior Vice President – Seaspn Marine – North Vancouver;</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Consultation with proponents, business community, other stakeholders with respect to the creation of LNG-Buy BC Website	<ul style="list-style-type: none"> <li>Identify business and industry that will assist through focus group work with the creation of an online web tool for LNG-Buy BC</li> </ul>	<p><u>Bodo Papke</u> – Division Manager, Maple Reinders Inc – Kelowna BC;  <u>Jay Dilley</u> – President – HawkAir.</p>
Development of workplan and steps forward document	<ul style="list-style-type: none"> <li>Identifying the next steps in the development of the LNG-Buy BC website</li> <li>Developing the advocacy strategy for BC Business engagement with the LNG-Buy BC website and enrollment in the May 21-23 conference.</li> </ul>	<p>Preparation of next steps document to outline the features included in the LNG-Buy BC website;</p> <p>Met with FCV for initial discussion on the direction for the LNG- Buy BC website and discussion on the business consultation with the list of businesses provided.</p>
Industry consultation with respect to the development of LNG-Buy BC website	<ul style="list-style-type: none"> <li>Industry consultation from shared list with MIT</li> <li>Direct discussion with respect to industry presentations at the trade show portion of the May 21 -23 conference</li> <li>Generate agreement for presentation to trade show portion of May 21 -23 conference</li> </ul>	<p><u>Marian Ngo</u> – Manager, Communications and External Relations WNG Ltd.;</p> <p><u>Natalie Poole-Moffatt</u> Apache Oil Corp;</p> <p><u>David Keane</u> BG Canada.</p>

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s13, s16, s17

Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>Report on findings with respect to existing registries</li> <li>Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	Findings on community consultation completed and provided to contract provider FCV. Work underway on the construction of site.
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>Promote the online tool</li> <li>Encourage registration through LNG-Buy BC website</li> <li>Report feedback received on the tool</li> </ul>	Per Project Charter promotion of site underway – with focus groups to provide input to the overall design of website.
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>Promote the LNG Conference during engagements</li> <li>Encourage registration and participation</li> <li>Report on feedback from businesses, communities and proponents</li> </ul>	Per Project Charter: work underway in conjunction with the LNG Task Force.
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>Promote provincially supported supplier boot camps</li> <li>Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Boot camps are being prepared in consultation with stakeholders and EDCs in the interior of BC.



**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Weeks Feb 10 – 21, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Evaluation of existing tools, recommendations on web portal and online registry	<ul style="list-style-type: none"> <li>• Research to identify existing online business registries</li> <li>• Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	Review of 100 global online databases, including Canadian federal and provincial online services. Report – Completed and submitted.
	Research of best practices in other jurisdictions on advocacy of LNG	Review of LNG development analysing government’s role in procurement opportunities Report – Completed and submitted.
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Stakeholder consultation: Meeting: Kelowna Chamber of Commerce Executive + Networking with Kelowna business interests.</p> <p>Highlighted potential business for video shorts to be shown at the May 21 -23 conference. Several business interests already in final bidding procedures for LNG contract work – Companies highlighted are Electrical engineering and contracting companies – As well as building and industrial design companies.</p> <p>Met with Mayor Walter Grey and Council members including Maxine DeHart, councillor responsible for the Economic Development function.</p> <p>s13, s17</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13, s17</p> <p>A follow up visit is required and in the planning process.</p>
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Meeting with Kamloops Mayor <u>Peter Milobar</u> and Councillor <u>Nancy Bepple</u>.</p> <p>s13, s17</p> <p><u>Nancy Bepple</u> is engaged in program development at Thompson Rivers University in Kelowna.</p> <p>Detailed discussion with respect to the running of “boot camps” for local business who wish to engage with LNG development. Suggestion that Ventures Kamloops be involved in the setting up of such programs.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13, s17</p> <p>Meeting with Kamloops Chamber of Commerce executive and Jim Anderson Executive Director Ventures Kamloops, and Colin O’Leary Business Retention and Expansion Manager Ventures Kamloops. A full discussion took place with respect to the inclusion of Ventures Kamloops in the delivery of boot camps and in the registrations for the May 21-23 LNG conference,</p> <p>It was agreed, a second meeting is required for engagement.</p>
		<p>Meeting with Squamish Mayor Rob Kirkham and networking session with Squamish based business engaging or proposing to engage with Woodfibre LNG development plans. Met with the Squamish Chamber of Commerce executive and Elliot Moses the Executive Director.</p> <p>s13, s17</p> <p>Meeting with Woodfibre LNG Marian Ngo s13, s17</p> <p>s13, s17</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
		<p>s13, s17</p> <p>Several local businesses have expressed interest in attending the LNG conference, May 21 -23 and were directed to the LNG in BC webpage.</p> <p>A follow up meeting with Woodfibre LNG in Vancouver has been agreed to and will be set within the following week.</p> <p>NOTE: A scheduled meeting with Pacific Northwest LNG had to be postponed and will be reset for Tuesday February 25<sup>th</sup>.</p>
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13, s16, s17</p>
<p>Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on findings with respect to existing registries</li> <li>• Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	<p>Compilation report with recommendations, completed and submitted on January 31<sup>st</sup>.</p>
<p>Market and promote LNG online business registry</p>	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	<p>Per Project Charter: work underway on options report, done January 31, 2014.</p>
<p>LNG-Buy BC component of LNG Conference</p>	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter: work underway in conjunction with the LNG Task Force.</p>
<p>Deliver 10 Supplier Boot Camps</p>	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	<p>Pending executive decision on Boot Camps.</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending Feb 7, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Evaluation of existing tools, recommendations on web portal and online registry</p>	<ul style="list-style-type: none"> <li>• Research to identify existing online business registries</li> <li>• Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	<p>Review of 100 global online databases, including Canadian federal and provincial online services, to compare and categorize existing tools and web portals along with options provided in January 31<sup>st</sup> report – Completed and submitted.</p>
<p>Research of best practices in other jurisdictions on advocacy of LNG</p>	<ul style="list-style-type: none"> <li>• A review of global LNG development -scan of domestic and global examples of business advocacy programs and practices which could/should be adopted by LNG-Buy BC</li> </ul>	<p>Review of LNG development in Qatar, Malaysia, Algeria, Nigeria, Australia, Indonesia and Russia analysing government’s role in procurement opportunities provided in January 31<sup>st</sup> report – Completed and submitted.</p>
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Stakeholder consultation: Meeting with Fort St. John Chamber Executive, and presentation on the LNG-Buy BC initiative given to Chamber membership along with promotion on May 21 -23 conference.</p> <p>Highlighted potential business for video shorts to be shown at the May 21 -23 conference:</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Meeting with Mayor <u>Lori Ackerman</u> and Fort St. John Council – Outlined the LNG-Buy BC program and highlighted the May 21-23 convention – held a detailed discussion on local procurement and LNG-Buy BC</p> <p>s13, s17</p>
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13, s17</p> <p><u>Industry meetings:</u> -</p> <p><u>John Turner</u> P.Ag. Manager Government Relations Spectra Energy. Fort St. John – Bag Service 6180 Mile 53 Alaska Hwy B1J 3H7</p> <p><u>Jared Kuehl</u> – Deputy Head Government Relations Shell Canada Ltd.</p> <p><u>Susannah Pierce</u> – GM Social</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Permorance &amp; External Engagement Shell Canada Ltd  <u>Carson Newby</u> BSc RPF Manager  Community Affairs Shell Canada Ltd  <u>Bryant Bird</u> Community outreach officer Shell Canada Ltd Fort St. John</p> <p>s13, s16, s17</p> <p><u>Art Jarvis</u> Executive Director (South) Energy Services BC  <a href="mailto:art@energyservicesbc.org">art@energyservicesbc.org</a> *  An excellent resource for May 21-23 workshops and business connection information.</p> <p>Executive of Dawson Creek Chamber of Commerce – and presentation to and information gathering from general membership on LNG-Buy BC, Local industry profiling opportunity and May 21 -23 conference.</p> <p>Accompanied by Local MLA <u>Mike Bernier</u>, MLA (Peace River South)</p> <p>Meeting with <u>Mayor Bumstead</u> and Dawson Creek Council – Discussed LNG-Buy BC program, May 21 -23 conference and industry profiling –</p> <p>Accompanied by <u>Mike Bernier</u>, MLA</p> <p>s13, s17</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13, s16, s17</p> <p>s13, s17</p> <p><b>Note:</b>  It will be difficult to complete consultation with all 20 communities before Feb 28 due strictly to logistical issues and stakeholder availability</p> <p>Final report on consultation Feb 28<sup>th</sup>.</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13, s16, s17</p>
<p>Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on findings with respect to existing registries</li> <li>• Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	<p>Compilation report with recommendations, completed and submitted on January 31<sup>st</sup>.</p>
<p>Market and promote LNG online business registry</p>	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	<p>Per Project Charter: work underway on options report, done January 31, 2014.</p>
<p>LNG-Buy BC component of LNG Conference</p>	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter: work underway in conjunction with the LNG Task Force.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Pending executive decision on Boot Camps.

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending Jan24, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Evaluation of existing tools, recommendations on web portal and online registry</p>	<ul style="list-style-type: none"> <li>• Research to identify existing online business registries</li> <li>• Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	<p>Exhaustive review of 100 global online databases, including Canadian federal and provincial online services, to compare and categorize existing tools and web portals. Three general categories: <u>Catalogue</u>, e.g. Industry Canada, Canadian Company Capability, BC Business Online Registry, ISC Corp Registry, etc.  <u>Service</u>: e.g. Indeed.ca; CSG-LNG Queensland; Opportunities BC; Bayt.com; + various corporate procurement registries, such as Qatar Petroleum, Bechtel, Rio Tinto, Petronas, ExxonMobile, Shell, etc.  <u>Interactive</u>: Specific to business connection to supply chain business registrations, e.g. scamanational.ca; Kinaxis.ca; NDIT supplychainconnector.ca etc. Compilation work complete. Recommendation for website development included in the report.            Final draft report complete January 31, 2014, and attached to this report</p>
<p>Research of best practices in other jurisdictions on advocacy of LNG</p>	<ul style="list-style-type: none"> <li>• A review of global LNG development -scan of domestic and global examples of business advocacy programs and practices which could/should be adopted by LNG-Buy BC</li> </ul>	<p>Review of LNG development in Qatar, Malaysia, Algeria, Nigeria, Australia, Indonesia and Russia analysing government’s role in procurement opportunities for domestic companies and reviewing partnership agreements on procurement with partnered companies to provide a context within which LNG-Buy BC fits. Review of related marine service industry in terms of scope, diversity of requirement, and BC preparedness.            January 31<sup>st</sup> report complete and attached to this email report</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Stakeholder consultation: Robert Hedley – Senior VP Seaspan.</p> <p>s13, s17</p> <p>Meeting with Jared Kuehl, Deputy Head, Government Relations Shell Canada and Susannah Pierce, General Manager, Social Performance and External Relations, LNG Canada</p> <p>s13, s17</p> <p>Established the meetings for Fort Saint John and Dawson Creek – confirmed meetings with Mayor and Council and the Chamber of Commerce in both communities and Shell Canada in Fort St. John</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	Meetings set for Kelowna consultation February 13 <sup>th</sup> with confirmation anticipated for Kamloops and Squamish for February 12 <sup>th</sup> and 11 <sup>th</sup> consecutively. Final report on consultation Feb 28 <sup>th</sup> .
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	s13, s16, s17
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>• Report on findings with respect to existing registries</li> <li>• Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	Compilation report with recommendations, now also including a section on marine-based services to be complete January 31 <sup>st</sup> .
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	Per Project Charter: work underway on options report, done January 31, 2014.
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	Per Project Charter: work underway in conjunction with the LNG Task Force.
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Pending executive decision on Boot Camps.

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending Jan24, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Evaluation of existing tools, recommendations on web portal and online registry</p>	<ul style="list-style-type: none"> <li>• Research to identify existing online business registries</li> <li>• Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	<p>Exhaustive review of 100 global online databases, including Canadian federal and provincial online services, to compare and categorize existing tools and web portals. Three general categories: <u>Catalogue</u>, e.g. Industry Canada, Canadian Company Capability, BC Business Online Registry, ISC Corp Registry, etc.  <u>Service</u>: e.g. Indeed.ca; CSG-LNG Queensland; Opportunities BC; Bayt.com; + various corporate procurement registries, such as Qatar Petroleum, Bechtel, Rio Tinto, Petronas, ExxonMobile, Shell, etc.  <u>Interactive</u>: Specific to business connection to supply chain business registrations, e.g. scamanational.ca; Kinaxis.ca; NDIT supplychainconnector.ca etc.            Compilation work complete January 31, 2014.</p>
<p>Research of best practices in other jurisdictions on advocacy of LNG</p>	<ul style="list-style-type: none"> <li>• A review of global LNG development -scan of domestic and global examples of business advocacy programs and practices which could/should be adopted by LNG-Buy BC</li> </ul>	<p>Review of LNG development in Qatar, Malaysia, Algeria, Nigeria, Australia, Indonesia and Russia analysing government’s role in procurement opportunities for domestic companies and reviewing partnership agreements on procurement with partnered companies to provide a context within which LNG-Buy BC fits.            Review of related marine service industry in terms of scope, diversity of requirement, and BC preparedness.            On course for January 31<sup>st</sup> report out.</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Stakeholder consultation:  <u>Prince Rupert Chamber Executive:</u>  Jason Scherr, (Pres), Prince Rupert Port Authority;  John Farrell, (VP), Community Futures Pacific Northwest;  Scott Farwell, Crest Hotel;  Robert Stromdahl, Western Canada Marine Response;  Herb Pond, BG Group;  Rosa Miller, Northern Savings Credit Union.  Discussed the LNG-Buy BC program and upcoming May 21-23 conference. Strong interest in attending.  <u>ACTION ITEM:</u> Invitations to attend May 21 -23 to be sent to companies represented by this executive group.</p> <p>s13, s17</p> <p><u>Prince Rupert Council:</u>  Gina Garon, Acting Mayor;  Nelson Kinney, Councillor;  Judy Carlick-Pearson, Councillor and First Nation;  Barry Cunningham, Councillor;  Corine Bomben Chief Financial Officer, Deputy Corporate Administrator;  Zeno Krekic, City Planner.  Introduced LNG-Buy BC program, and highlighted May 21- 23 Conference. They had received preliminary notice of the conference.</p> <p>s13, s17</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Prince Rupert Chamber of Commerce Lunch: 138 individuals attending. Presented the “elevator pitch” on LNG-Buy BC program – the May 21 -23 conference and networked with local companies. Keynote speaker John Dunn, Vice President, Prince Rupert Gas Transmission Ltd. TransCanada</p> <p>s13</p> <p>Terrace Municipal Council: <u>Brian Downie</u>, Councillor responsible for economic development function; <u>Blain Moore</u>, Economic Development Officer; <u>Heather Avison</u>, Chief Administrative Officer.</p> <p>Presented LNG-Buy BC program and reviewed analysis and database provided in Harris/ Palmer Terrace LNG report. Promoted May conference, and was provided with company names* for potential profiling at the conference.</p> <p>Terrace Chamber of Commerce lunch: 78 people attending. Had opportunity to address the Chamber lunch and outline the LNG-Buy BC project. Promoted May conference and networked with several business interests. See company names for possible video work*.</p> <p>s13</p> <p><u>Kitimat Economic Development Association</u> Bill Eynon, Director, Bill Hickman, Director, Ron Burnett (President), Presented LNG-Buy BC program and promoted May conference. Full support for the web presence,</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
		<p>and will assist with company identification.</p> <p>s13, s17</p> <p>s13, s16, s17</p> <p>s13</p> <p>s13</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
		<p>s13</p> <p>Meeting with Captain Stephen Brown, Chamber of Shipping of British Columbia in Vancouver. Also attending Captain Kevin Obermeyer, President and CEO of Pacific Pilotage Authority.</p> <p>Discussed the growing demand for Marine Pilots in BC resulting from the marine component of the LNG industry, the training currently underway, (BCIT connection) and the safety modeling that is being undertaken with respect to marine response.</p> <p>s13</p> <p>Final report on consultation Feb 28<sup>th</sup>.</p>
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13</p> <p>s13, s16, s17</p>
<p>Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on findings with respect to existing registries</li> <li>• Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	<p>Compilation report with recommendations, now also including a section on marine-based services to be complete January 31<sup>st</sup>.</p>
<p>Market and promote LNG online business registry</p>	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	<p>Per Project Charter: work underway on options report, done January 31, 2014.</p>
<p>LNG-Buy BC component of LNG Conference</p>	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter: work underway in conjunction with the LNG Task Force.</p>
<p>Deliver 10 Supplier Boot Camps</p>	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	<p>Pending executive decision on Boot Camps.</p>

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# Strictly Confidential

## LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending Jan17, 2014

Project Activity	Workplan Deliverable(s)	Activities/Source
Evaluation of existing tools, recommendations on web portal and online registry	<ul style="list-style-type: none"> <li>• Research to identify existing online business registries</li> <li>• Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	<p>Exhaustive review of 100 global online data bases including Canadian Federal and Provincial online services with a view to comparing and categorizing exiting tools and web portals. Three general categories:</p> <p><u>Catalogue</u>, e.g. - Industry Canada Canadian Company Capability, BC Business Online Registry, ISC Corp Registry etc</p> <p><u>Service</u>: e.g. Indeed.ca; CSG-LNG Queensland; Opportunities BC; Bayt.com; + various corporate procurement registries, such as Qatar Petroleum, Bechtel, Rio Tinto, Petronas, ExxonMobile, Shell etc</p> <p><u>Interactive</u>: Specific to business connection to supply chain business registrations, e.g. scamanational.ca; Kinaxis.ca; NDIT supplychainconnector.ca etc.</p> <p>Compilation work complete January 31, 2014</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Research of best practices in other jurisdictions on advocacy of LNG	<ul style="list-style-type: none"> <li>A review of global LNG development -scan of domestic and global examples of business advocacy programs and practices which could/should be adopted by LNG-Buy BC</li> </ul>	<p>Review of LNG development in Qatar, Malaysia, Algeria, Nigeria, Australia, Indonesia and Russia analysing government's role in procurement opportunities for domestic companies and reviewing partnership agreements on procurement with partnered companies to provide a context within which LNG-Buy BC fits, – Review of related marine service Industry in terms of scope, diversity of requirement and BC preparedness On course for January 31<sup>st</sup> report out.</p>
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Commenced stakeholder consultation: Scott Randolph (Pres) and Dale Wheeldon (CEO)</p> <p>s13</p> <p>s13, s17</p> <p>s13</p>
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Met John Winters Pres/CEO BC Chamber January 14<sup>th</sup>. BCCC will help connect LNG- Buy BC to local chambers.</p> <p>s13</p> <p>Community consultations commenced in Quesnel on Wed Jan 15<sup>th</sup> Attended NDIIT</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
		<p>Boot Camp/ met with Mayor Sjoström, Bryan Johnson, EDO Amy Reid. Promoted the May LNG Conference, they are preparing to attend. Also explained the nature of the LNG-Buy BC program and solicited their assistance through EDO Amy Reid to promote registry and in finding businesses that can be highlighted at the May conference.</p> <p>s13</p> <p>Final report on consultation Feb 28<sup>th</sup>.</p>
<p>Consultation with proponents, business community, other stakeholders</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>s13, s16</p>
<p>Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on findings with respect to existing registries</li> <li>• Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	<p>Compilation report with recommendations, now also including a section on marine based services to be complete January 31<sup>st</sup></p>
<p>Market and promote LNG online business registry</p>	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	<p>Per Project Charter – work underway on options report – January 31, 2014</p>
<p>LNG-Buy BC component of LNG Conference</p>	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter – work underway in conjunction with the LNG Task Force</p>
<p>Deliver 10 Supplier Boot Camps</p>	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	<p>Pending executive decision on Boot Camps</p>

s13



# Strictly Confidential

## LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending Jan10, 2014

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Evaluation of existing tools, recommendations on web portal and online registry</p>	<ul style="list-style-type: none"> <li>• Research to identify existing online business registries</li> <li>• Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	<p>Exhaustive review of 100 global online data bases including Canadian Federal and Provincial online services with a view to comparing and categorizing exiting tools and web portals. Three general categories:</p> <p><u>Catalogue</u>, e.g. - Industry Canada Canadian Company Capability, BC Business Online Registry, ISC Corp Registry etc</p> <p><u>Service</u>: e.g. Indeed.ca; CSG-LNG Queensland; Opportunities BC; Bayt.com; + various corporate procurement registries, such as Qatar Petroleum, Bechtel, Rio Tinto, Petronas, ExxonMobile, Shell etc</p> <p><u>Interactive</u>: Specific to business connection to supply chain business registrations, e.g. scamanational.ca; Kinaxis.ca; NDIT supplychainconnector.ca etc.</p> <p>Analysis of specific analytic components</p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
Research of best practices in other jurisdictions on advocacy of LNG	<ul style="list-style-type: none"> <li>A review of global LNG development - scan of domestic and global examples of business advocacy programs and practices which could/should be adopted by LNG-Buy BC</li> </ul>	<p>Review of LNG development in Qatar, Malaysia, Algeria, Nigeria, Australia, Indonesia and Russia analysing government's role in procurement opportunities for domestic companies and reviewing partnership agreements on procurement with partnered companies to provide a context within which LNG-Buy BC fits, –</p> <p>Report out January 31<sup>st</sup></p>
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	<p>Developed a consultation strategy for community, First Nations, business and industry consultations.</p> <p>BCEDA consultations commence January 14<sup>th</sup>, BC</p> <p>Chamber of Commerce January 14<sup>th</sup> and</p> <p>Community consultations commence in Quesnel on Wednesday January 15<sup>th</sup></p> <p>A full calendar of community consultations being prepared for LNG Website. Schedule dependent upon community confirmation.</p> <p>Industry consultation commence week of January 20<sup>th</sup></p> <p>Final report on consultation Feb 28<sup>th</sup></p>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	s13, s16
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>• Report on findings with respect to existing registries</li> <li>• Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	Compilation report with recommendations to be complete January 31 <sup>st</sup>
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	Per Project Charter – work underway on options report – January 31, 2014
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	Per Project Charter – work underway in conjunction with the LNG Task Force
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Pending executive decision on Boot Camps

s13



## Strictly Confidential

### LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, December 9-13, 2013

Project Activity	Workplan Deliverable(s)	Activities/Source
Evaluation of existing tools, recommendations on web portal and online registry	<ul style="list-style-type: none"> <li>• Research to identify existing online business registries</li> <li>• Identification of registry attributes that make them successful or especially applicable to LNG-Buy BC</li> </ul>	
Research of best practices in other jurisdictions on advocacy of LNG	<ul style="list-style-type: none"> <li>• A scan of domestic and global examples of business advocacy programs and practices which could/should be adopted by LNG-Buy BC</li> </ul>	
Consultation with proponents, business community, other stakeholders	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on commercial business related to LNG projects</li> <li>• Identify and report on barriers to greater utilization of BC business in LNG projects</li> </ul>	Per Project Charter – work is scheduled to begin in Jan 2014
Build on-line LNG-Buy BC web site and province-wide registry for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>• Report on findings with respect to existing registries</li> <li>• Provide input and recommendations based upon research and consultations conducted in this area</li> </ul>	
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> <li>• Report feedback received on the tool</li> </ul>	Pending Executive decision on online tool
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	Per Project Charter – work is scheduled to begin in Jan 2014
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	Pending executive decision on Boot Camps

s13



		<p>quarter of 2015. The last accepted Chamber invitation is Victoria on February 19<sup>th</sup>. Future speaking engagements, including a combined lower mainland presentation, remain pending a final decision on the position of the Advocate.</p>
<p>Work with Local Business Associations in high impact communities (northwest supply region – pipeline impacted communities and northwest export region) to secure their engagement with the tool</p>	<ul style="list-style-type: none"> <li>• Make regular contact with businesses engaged or intending to engage within the industry to monitor and report on their progress.</li> <li>•</li> </ul> <p>s13, s17</p>	<ul style="list-style-type: none"> <li>• Regular contacts as part of the ongoing LNG-Buy BC advocacy continues to take place with large, medium and small scale businesses. With the LNG-Buy BC brand now becoming more accepted and understood there is considerable interest in engage within the early stage of LNG development.</li> <li>•</li> </ul> <p>s13, s17</p>
<p>Work with major LNG proponent companies through the LNG Developers Alliance, to gain buy-in to the LNG-Buy BC program and the online tool</p>	<ul style="list-style-type: none"> <li>• Meet regularly with representatives of the LNG Developers Alliance to seek assistance in gaining an industry-wide protocol that supports the use of the LNG-Buy BC online tool in terms of major contractors regularly posting opportunities online</li> <li>• Meet regularly with LNG companies that are early in their development planning to get them to accept the online tool as a useful posting platform for opportunities related to the work that is required to be completed</li> </ul>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul> <p>s13, s17</p>
<p>Work with smaller emerging LNG companies that are not part of the</p>	<ul style="list-style-type: none"> <li>• Work with the LNG-Buy BC project team to assist in the development of a launch</li> </ul>	<ul style="list-style-type: none"> <li>• Meetings have taken place with Discovery LNG,(Campbell River) Douglas Channel LNG</li> </ul>

s13

Development Alliance	strategy of the online tool in early November that is coordinated with the MNGD outreach program.	<ul style="list-style-type: none"> <li>(Altagas), Steelhead LNG (Port Alberni)</li> </ul> <p>s13, s17</p>
Work with ICBA and BCCA to coordinate opportunity listing and membership registrations for the online tool	<ul style="list-style-type: none"> <li>Both ICBA and BCCA are currently engaged in the promotion of the LNG-Buy BC program</li> </ul> <p>s13, s17</p>	<ul style="list-style-type: none"> <li></li> </ul> <p>s13, s17</p>
Continue the promotion of the program through the BC Federation of Independent Business	<ul style="list-style-type: none"> <li>Successful engagement with the BC Federation of Independent Business has been completed</li> </ul>	<ul style="list-style-type: none"> <li>The BCFIB has included promotional materials for LNG-Buy BC in their recent publication and future articles are planned</li> </ul>
Engage with the BC Business Council to assist with the promotion of the online tool with their memberships	The BC Business Council has been contacted and asked to assist with the promotion of the online tool.	<ul style="list-style-type: none"> <li></li> </ul> <p>s13, s17</p>
Work with the project team to shape a longer-term partnership of LNG-Buy BC program with NDIT's ongoing efforts and programming to develop supply chains in the northern region of province.	<ul style="list-style-type: none"> <li>Analyse what has taken place with respect to NDIT run boot-camps</li> <li>Provide advice on what should be included or excluded from future boot-camps</li> <li>Provide advice on which other communities should be included</li> </ul>	<ul style="list-style-type: none"> <li>Twenty-four communities have now benefitted from NDIT run boot-camps with good attendance in every location</li> <li>The much anticipated Squamish bootcamp was extremely well attended with 70 businesses attending. The workshop was well received and follow up sessions with the Advocate are <u>scheduled for early in the new year.</u></li> </ul> <p>s13, s17</p> <p>s13, s17</p> <ul style="list-style-type: none"> <li>Boot-camps are planned for Nanaimo and Campbell River.</li> </ul>

s13

		<ul style="list-style-type: none"> <li>• Consideration of future bootcamps is currently being undertaken. Inclusion of the Advocate presentations remains pending a decision on the status of the position.</li> </ul>
<p>Assist by coordinating community presentations with the Literacy Working Group outreach</p>	<ul style="list-style-type: none"> <li>• Work with the Literacy Working Group to include LNG-Buy BC in the community seminar program</li> </ul>	<ul style="list-style-type: none"> <li>• Active Advocate participation has taken place with LNG-Buy BC represented in Prince George, Fort St. John, Terrace, Prince Rupert and Squamish. Nanaimo is set for January 13<sup>th</sup> and 14<sup>th</sup>, 2015 and Kamloops for February 15<sup>th</sup> 2015</li> <li>• An interactive online seminar on the LNG-Buy BC program directed toward all provincial EDOs but open to the public will be run on February 5<sup>th</sup> with Advocate presentation and third party business validation.</li> </ul>
<p>Engage with domestic users of LNG in order to tie the expanded use and development of domestic LNG applications to the LNG-Buy BC online tool</p>	<ul style="list-style-type: none"> <li>• Work with companies such as Fortis and Spectra to fully understand the domestic opportunities that expanded LNG development will provide for BC business engagement</li> <li>• -</li> </ul> <p>s13, s17</p> <ul style="list-style-type: none"> <li>• Make sure that BC businesses that may be within the supply chain for domestic LNG applications are registered on the LNG-Buy</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul> <p>s13, s17</p> <ul style="list-style-type: none"> <li>• BC Ferries has been engaged in a discussion with respect to their planned marine conversion program as part of the LNG-Buy BC program.</li> <li>•</li> </ul> <p>s13, s17</p>

s13

		s13, s17
Work with First Nations businesses to encourage their enrollment on the LNG-Buy BC tool and to encourage their engagement in the development of LNG facilities.		s13, s16, s17
Take on and exercise the role of s13 spokesperson (Advocate) for BC Business and LNG development. Advance wherever possible an accurate documentary of BC business engagement and the positive results from that engagement	<ul style="list-style-type: none"> <li>• Be an informed spokesperson at various professional, university and college, or industry and community sponsored forums on LNG</li> <li>• Be available at government Symposia forums as a part of the LNG literacy strategy</li> <li>• Be available to speak at annual meetings where attendees have an interest in and potential to benefit from LNG engagement and where the LNG online tool may be of benefit to them</li> </ul>	<ul style="list-style-type: none"> <li>• As Advocate I have presented at Prince George, Fort St. John, Dawson Creek, Terrace, Prince Rupert, Kitimat, Kelowna, Quesnel, Powell River, Campbell River, Port Hardy, Port McNeil, Nanaimo, and Squamish. The results have proven very positive with respect to increased general awareness and acceptance of LNG as a critical part of natural gas expansion in British Columbia</li> <li>• Invitations to speak have been accepted during the months of January and February for North Vancouver, Surrey, Victoria, and Kamloops.</li> <li>• Invitations to speak to industry annual meetings and business development sessions have been received but not accepted pending decision on the status of the Advocate position.</li> </ul>
Assist as required with the planning and development of an LNG-Buy BC component at the 2015 LNG in BC conference	<ul style="list-style-type: none"> <li>• Work with representatives of MNGD to assist were practical on the implementation of an LNG-Buy BC program presentation and bus</li> </ul>	<ul style="list-style-type: none"> <li>• This work is ongoing through to February and remains pending a decision on the Advocate position.</li> </ul>

s13

# Accompanying Notes – December 23rd Report LNG-Buy BC Advocate

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Three items included within the December Advocates report require further explanation and comment:

1.

s13, s17

2.

s13, s17

3.

s13, s16, s17

# Accompanying Notes – December 23rd Report LNG-Buy BC Advocate

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s13, s16, s17

Respectfully submitted,

Gordon F.D. Wilson  
LNG-Buy BC Advocate



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**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, November 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Meet with various Councils and Economic Development officers at UBCM – Sept 23-25	<ul style="list-style-type: none"> <li>• Use UBCM as networking opportunity to engage Mayors and Councillors in discussion on the LNG-Buy BC program</li> <li>• Attend the regions sessions to engage Economic Development officers in a discussion on LNG-Buy BC.</li> </ul>	<ul style="list-style-type: none"> <li>• Successfully engaged with Councillors from Dawson Creek, Fort St. John, Prince Rupert, Terrace, Kitimat, Port Edward, Esquimalt, Campbell River, Squamish, West Vancouver, and Bowen Island.</li> <li>• Met with NCLGA North Central Local Government Association – NDIT – and KEDA – Kitimat Economic Development Association.</li> </ul>
Present the LNG-Buy BC tool to Chambers of Commerce and recruit companies to register on the tool	<ul style="list-style-type: none"> <li>• Provide Blog, op-ed and newsworthy content on the LNG BuyBC webpage (through the LNG in BC website) and linked to internal government sites (BC Newsroom) highlighting BC Business success in their engagement within the LNG industry</li> <li>• Coordinating community outreach activities such as Chamber of Commerce, Business Association, Rotary presentations with the timetable of events currently planned through the LNG literacy working group.</li> </ul>	<ul style="list-style-type: none"> <li>• Short blogs, op-ed pieces and magazine articles and responses have been prepared and submitted however they have not received required approvals in order to be put forward and published</li> <li>• The coordination of community outreach activities continues with a good response in northern communities and a mixed response from communities in the southern part of the province.</li> <li>• The BC Chamber of Commerce is working toward a joint lower mainland presentation to a combined Chamber audience.</li> </ul>
Work with Local Business Associations in high impact communities (northwest supply region – pipeline impacted communities and northwest export region) to secure their engagement with the tool	<ul style="list-style-type: none"> <li>• Make regular contact with businesses engaged or intending to engage within the industry to monitor and report on their progress.</li> </ul> <p style="text-align: center;">s13, s17</p>	<ul style="list-style-type: none"> <li>• Regular contacts are taking place with large, medium and small scale businesses in order to monitor their success in engaging within the early stage development of the industry.</li> </ul> <p style="text-align: center;">s13, s17</p>
Work with major LNG proponent companies through the LNG Developers Alliance, to gain buy-in to the LNG-Buy BC program and the online tool	<ul style="list-style-type: none"> <li>• Meet regularly with representatives of the LNG Developers Alliance to seek assistance in gaining an industry-wide protocol that supports the use of the LNG-Buy BC online tool in terms of major contractors regularly posting opportunities online</li> <li>• Meet regularly with LNG companies that are early in their development planning to get them to accept the online tool as a useful posting platform for opportunities related to the work that is required to be completed</li> </ul>	<ul style="list-style-type: none"> <li>•</li> <li>• s13, s17</li> <li>•</li> </ul>

s13

<b>Project Activity</b>	<b>Workplan Deliverable(s)</b>	<b>Activities/Source</b>
Work with smaller emerging LNG companies that are not part of the Development Alliance	<ul style="list-style-type: none"> <li>Work with the LNG-Buy BC project team to assist in the development of a launch strategy of the online tool in early November that is coordinated with the MNGD outreach program.</li> </ul>	<ul style="list-style-type: none"> <li>Meetings have taken place with Woodfibre (now a part of the Alliance) Discovery LNG, Douglas Channel LNG (Altogas), Steelhead LNG (Port Alberni)</li> </ul> <p>s13, s17, s21</p>
Work with ICBA and BCCA to coordinate opportunity listing and membership registrations for the online tool	<ul style="list-style-type: none"> <li>Both ICBA and BCCA are currently engaged in the promotion of the LNG-Buy BC program</li> </ul> <p>s13, s17</p>	<ul style="list-style-type: none"> <li></li> </ul> <p>s13, s17</p>
Continue the promotion of the program through the BC Federation of Independent Business	<ul style="list-style-type: none"> <li>Successful engagement with the BC Federation of Independent Business has been completed</li> </ul>	<ul style="list-style-type: none"> <li>The BCFIB has included promotional materials for LNG-Buy BC in their recent publication and future articles are planned</li> </ul>
Engage with the BC Business Council to assist with the promotion of the online tool with their memberships	The BC Business Council has been contacted and asked to assist with the promotion of the online tool.	<ul style="list-style-type: none"> <li>Despite several attempts to get a more formal engagement from the BC Business Council there has been no formal take-up at this time.</li> </ul>
Work with the project team to shape a longer-term partnership of LNG-Buy BC program with NDIT's ongoing efforts and programming to develop supply chains in the northern region of province.	<ul style="list-style-type: none"> <li>Analyse what has taken place with respect to NDIT run boot-camps</li> <li>Provide advice on what should be included or excluded from future boot-camps</li> <li>Provide advice on which other communities should be included</li> </ul>	<ul style="list-style-type: none"> <li>Twenty-two communities have now benefitted from NDIT run boot-camps with good attendance in every location</li> <li>The two workshops provided – Company Preparedness and How to respond to an RFP have both been well received and the formal reporting by attendees has demonstrated a high degree of satisfaction</li> <li>Two additional boot-camps are in the planning stage with a decision to be taken – Squamish and Nanaimo</li> <li>A report is being prepared for the project team on which lower mainland communities should be included in future boot-camps</li> </ul>
Assist by coordinating community presentations with the Literacy Working Group outreach	<ul style="list-style-type: none"> <li>Work with the Literacy Working Group to include LNG-Buy BC in the community seminar program</li> </ul>	<ul style="list-style-type: none"> <li>Active participation has taken place with LNG-Buy BC represented in Prince George, Fort St. John, Terrace and Prince Rupert. Future community seminar sessions will take place in Squamish, Nanaimo and Kamloops</li> </ul>

s13

Project Activity	Workplan Deliverable(s)	Activities/Source
Engage with domestic users of LNG in order to tie the expanded use and development of domestic LNG applications to the LNG-Buy BC online tool	<ul style="list-style-type: none"> <li>• Work with companies such as Fortis and Spectra to fully understand the domestic opportunities that expanded LNG development will provide for BC business engagement</li> <li>•</li> </ul> <p style="text-align: center;">s13, s17</p> <ul style="list-style-type: none"> <li>• Make sure that BC businesses that may be within the supply chain for domestic LNG applications are registered on the LNG-Buy</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul> <p style="text-align: center;">s13, s17</p> <ul style="list-style-type: none"> <li>• BC Ferries has been engaged in a discussion with respect to their planned marine conversion program as part of the LNG-Buy BC program.</li> </ul> <p style="text-align: center;">s13, s17</p>
Work with First Nations businesses to encourage their enrollment on the LNG-Buy BC tool and to encourage their engagement in the development of LNG facilities.	<ul style="list-style-type: none"> <li>•</li> </ul> <p style="text-align: center;">s13, s16, s17</p> <ul style="list-style-type: none"> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul> <p style="text-align: center;">s13, s16, s17</p> <ul style="list-style-type: none"> <li>•</li> </ul>
Take on and exercise the role of s13 spokesperson (Advocate) for BC Business and LNG development. Advance wherever possible an accurate documentary of BC business engagement and the positive results from that engagement	<ul style="list-style-type: none"> <li>• Be an informed spokesperson at various professional, university and college, or industry and community sponsored forums on LNG</li> <li>• Be available at government Symposia forums as a part of the LNG literacy strategy</li> <li>• Be available to speak at annual meetings where attendees have an interest in and potential to benefit from LNG engagement and where the LNG online tool may be of benefit to them</li> </ul>	<ul style="list-style-type: none"> <li>• This role is being enhanced through Advocate attendance at the community literacy program that is being driven by MNGD</li> <li>• More can be done with respect to the Advocate's attendance at broader based community forums that are organized and sponsored by independent sponsorships</li> <li>• Invites to speak at industry annual meetings is anticipated as the LNG-Buy BC brand receives greater recognition</li> </ul>
Assist as required with the planning and development of an LNG-Buy BC component at the 2015 LNG in BC conference	<ul style="list-style-type: none"> <li>• Work with representatives of MNGD to assist were practical on the implementation of an LNG-Buy BC program presentation and bus</li> </ul>	<ul style="list-style-type: none"> <li>• This work is ongoing</li> </ul>



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LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Month ending August 29th 2014

Project Activity	Workplan Deliverable(s)	Activities/Source
Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li> <li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li> </ul> <p>s13, s17</p>	<p>Pre-registration of the online tool has plateaued at 261 companies – s13, s17</p> <p>s13</p> <p>s13, s17</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>• Have procurement opportunities on the tool at the time of live launch in September.</li> </ul> <p>Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</p>	<p>s13, s16, s17</p> <p>s13</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>• Target promotion of the online tool.</li> <li>• Encourage registration through LNG-Buy BC web page.</li> <li>• Report feedback received on the tool.</li> </ul>	<p style="text-align: center;">s13, s17</p> <p>The BC Federation of Independent Business was contacted and content provided for inclusion in their next mailing to their membership</p> <p>The BC Chamber of Commerce has been contacted and meetings have taken place to identify ways by which their membership can be more formally engaged at the behest of the BC Chamber. This will complement the ongoing outreach with local Chambers of Commerce in Prince Rupert, Terrace, Kitimat, Prince George, Fort St. John, Dawson Creek, Kamloops, Kelowna, Squamish, Campbell River, Port Hardy, Port McNeil, Port Alberni and Nanaimo.</p> <p>A second round of consultations with Industry associations is being planned to coincide with the launch of the online tool in November.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.</p>	<ul style="list-style-type: none"> <li>• Create website content that               <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>Web content has been prepared for review prior to placing the material on site in September. This material is being developed in a manner to be compatible with the LNG information materials that are currently being prepared and reviewed by other agencies.</p> <p>Companies that are innovators or have demonstrated success through their engagement with the LNG industry are being contacted and their story reviewed for possible inclusion on the LNG-Buy BC website.</p>
<p>Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.</p>	<ul style="list-style-type: none"> <li>• Carefully review the reports provided on the Boot Camps offered.</li> <li>• Consult with companies where specific impediments to their engagement are identified.</li> <li>• Provide recommendations for solutions to these impediments.</li> <li>• Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>The review of materials gathered through the boot camps has been undertaken.</p> <p>The report filed by NDIIT demonstrates a high level of interest by BC Business, particularly small business.</p> <p style="text-align: center;">s13, s17</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>• Promote the online tool and work to pre-populate the site with company registrations.</li> <li>• Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>Improving the website template is an ongoing process.</p> <p>Meetings have taken place with MNGD to determine what the best mechanism is to achieve the flexibility that MNGD needs for their site as well as to meet the needs of LNG-Buy BC.</p> <p>s13, s17</p>
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>• Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>• Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved Workplan for post launch promotion of the live site</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending August 1<sup>st</sup>, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li> <li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li> <li>•</li> </ul> <p>s13, s17</p>	<p>Presentation of the online tool to Chevron and representatives from Fluor. Attendees included Kelvin.Down, Fluor; Martin Chalmers, Chevron; Kevin Ruffcorn, Chevron; Marc Douglas, Chevron; Brad Caldwell, Chevron.</p> <p>-</p> <p>-</p> <p>s13, s16, s17</p> <p>-</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>• Target promotion of the online tool.</li> <li>• Encourage registration through LNG-Buy BC web page.</li> <li>• Report feedback received on the tool.</li> </ul>	<p>A meeting with the BC Federation of Independent Business secured their buy-in to our program and a commitment to send out our promotional materials to their membership.</p> <p>Early discussion took place with respect to a cooperative approach to the promotion of the online tool after Labour Day.</p> <p>A follow up meeting with the BC Business Council has been arranged for the week of August 12<sup>th</sup>.</p> <p>Presentations to Chambers of Commerce for the promotion of the online tool to their members will commence after Labour Day due to a lack of summer meeting times.</p>
Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.	<ul style="list-style-type: none"> <li>• Create website content that               <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>Creation of a web materials is being undertaken in cooperation with MGND and will be presented on August 14<sup>th</sup></p> <p>The information flyer from the Chamber of Shipping's planned LNG workshop on October 15<sup>th</sup> which will focus exclusively on the safety aspects of LNG carriage and handling has been circulated and will provide good information for the website.</p> <p style="text-align: center;">s13, s17</p>
Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.	<ul style="list-style-type: none"> <li>• Carefully review the reports provided on the Boot Camps offered.</li> <li>• Consult with companies where specific impediments to their engagement are identified.</li> <li>• Provide recommendations for solutions to these impediments.</li> <li>• Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>The final draft of the NDI was received July 30<sup>th</sup> and will be analysed over the course of the next week.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>• Promote the online tool and work to pre-populate the site with company registrations.</li> <li>• Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>Promotion of the online tool is taking place through industry and business associations with a view to pre-populating the site prior to a fall launch.</p>
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>• Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>• Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved Workplan for post launch promotion of the live site</p>

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Strictly Confidential

LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending July 25th 2014

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li> <li>Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li> </ul> <p>s13, s17</p>	<p>While response from BC business continues to be generally favourable toward LNG-Buy BC and enrollment on the online tool continues to rise (206 companies) s13, s17</p> <p>s13, s17</p>

s13

s13, s17

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>• Have procurement opportunities on the tool at the time of live launch in September.</li> </ul> <p>Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</p>	<p>s13, s17</p> <p>s13</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>• Target promotion of the online tool.</li> <li>• Encourage registration through LNG-Buy BC web page.</li> <li>• Report feedback received on the tool.</li> </ul>	<p>As the final refinements to the online tool are made a continued effort is underway to secure pre-registrations and this effort is seeing a modest but steady increase of company registrations (206) s13</p> <p>s13</p> <p>Industry associations are being requested to advise their members of the pre-registration option.</p> <p>Presentations to Chambers of Commerce for the promotion of the online tool to their members will commence after Labour Day due to a lack of summer meeting times.</p>
Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.	<ul style="list-style-type: none"> <li>• Create website content that <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>Web content is being prepared for review prior to placing the material on site in September. This material is being developed in a manner to be compatible with the LNG information materials that are currently being prepared and reviewed by other agencies.</p> <p>Companies that are innovators or have demonstrated success through their engagement with the LNG industry are being contacted and their story reviewed for possible inclusion on the LNG-Buy BC website.</p>
Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.	<ul style="list-style-type: none"> <li>• Carefully review the reports provided on the Boot Camps offered.</li> <li>• Consult with companies where specific impediments to their engagement are identified.</li> <li>• Provide recommendations for solutions to these impediments.</li> <li>• Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>The review of materials gathered through the boot camps is still pending, awaiting the NDIT submitted reports.</p>
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>• Promote the online tool and work to pre-populate the site with company registrations.</li> <li>• Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>The online site is receiving advanced registrations.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>• Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>• Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved Workplan for post launch promotion of the live site</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending July 11th 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents	<ul style="list-style-type: none"><li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li><li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li></ul> <p>s13, s17</p>	<p>s13, s17</p> <p>s13</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>• Have procurement opportunities on the tool at the time of live launch in September.</li> </ul> <p>Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</p>	<p>Notification has been sent to the proponent companies that the <a href="http://www.lngbuybc.ca">www.lngbuybc.ca</a> is now active for pre-registration and a request for a formal presentation of the online tool to the LNG industry alliance has been made.</p> <p>Follow up meetings to secure postings of opportunities are being scheduled with Spectra and Fortis.</p> <p>Woodfibre LNG follow up meeting is set for July 24th.</p> <p>Pacific Northwest LNG follow up meeting set July 25<sup>th</sup></p> <p>Chevron and Fluor meeting is set for July 31<sup>st</sup></p> <p>BG meetings TBC</p> <p>Initial contact has been made with Quicksilver Resources Canada Inc. (Discovery LNG – Campbell River) and with Steelhead LNG (Port Alberni) with requests for meetings. These meetings are expected to take place in the next two weeks depending upon proponent summer schedules.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>• Target promotion of the online tool.</li> <li>• Encourage registration through LNG-Buy BC web page.</li> <li>• Report feedback received on the tool.</li> </ul>	<p>The ability to contact key personnel at many companies is hindered by the large number of people who are unavailable due to summer vacations.</p> <p>s13, s17</p> <p>s13</p> <p>Presentations to Chambers of Commerce for the promotion of the online tool to their members will commence after Labour Day due to a lack of summer meeting times.</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.</p>	<ul style="list-style-type: none"> <li>• Create website content that               <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>A briefing was provided to MLAs representing the ridings of West Vancouver – Sea to Sky, North Vancouver – Lonsdale, North Vancouver – Seymour, and West Vancouver – Capilano.</p> <p>The subject of the briefing was a report on the feedback obtained from consultations with companies that are operating from within those areas in relation to their connection or possible connection to the development of an LNG export facility in the Howe Sound area.</p> <p>Suggestions were offered with respect to the need for general literacy surrounding the development of the LNG industry in particular and natural gas more generally.</p> <p>Those suggestions are being incorporated into materials that will be prepared for review in August.</p>
<p>Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.</p>	<ul style="list-style-type: none"> <li>• Carefully review the reports provided on the Boot Camps offered.</li> <li>• Consult with companies where specific impediments to their engagement are identified.</li> <li>• Provide recommendations for solutions to these impediments.</li> <li>• Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>The review of materials gathered through the boot camps is still pending, awaiting the NDIT submitted reports.</p> <p>The list of companies that attended the boot camps is now part of the data base of companies being approached to pre-registration on the online tool over the next two months.</p>
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>• Promote the online tool and work to pre-populate the site with company registrations.</li> <li>• Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>The online site is receiving advanced registrations.</p> <p>Currently 160 companies have preregistered.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>• Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>• Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved Workplan for post launch promotion of the live site</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending July 4th 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li> <li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li> </ul> <p style="text-align: center;">s13, s17</p>	<p>Roughly 100 businesses are pre-registered.</p> <p style="text-align: right;">s13</p> <p style="text-align: center;">s13, s17</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>• Have procurement opportunities on the tool at the time of live launch in September. Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</li> </ul>	<p>Notification has been sent to the proponent companies that the <a href="http://www.lngbuybc.ca">www.lngbuybc.ca</a> is no active for pre-registration.</p> <p>A request for a formal presentation to the LNG industry alliance has been made.</p>
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>• Target promotion of the online tool.</li> <li>• Encourage registration through LNG-Buy BC web page.</li> <li>• Report feedback received on the tool.</li> </ul>	<p>Pre-registration possible as of Monday June 23<sup>rd</sup>.</p> <p>Company contact is underway with a view to targeting small and medium sized business by region in a manner similar to that used in the initial outreach.</p> <p>Industry associations are being contacted with a view to having them promote the online tool within their industry publications and mail outs. Also requests are being made for a speaking opportunity at their annual general meetings.</p> <p>Presentations to Chambers of Commerce are being booked in order to promote the online tool with their members. North Island, Prince Rupert, Kitimat, Terrace, Smithers, Fort St. John, Dawson Creek and Prince George are currently targeted with Kamloops, Penticton and Kelowna to follow.</p> <p>Presentations are likely to commence after Labour Day due to a lack of summer meeting times by many Chambers.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.</p>	<ul style="list-style-type: none"> <li>● Create website content that               <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>A strategy for website content development in three major categories has been developed for review in the week of July 7<sup>th</sup></p> <p>*See attached briefing note</p>
<p>Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.</p>	<ul style="list-style-type: none"> <li>● Carefully review the reports provided on the Boot Camps offered.</li> <li>● Consult with companies where specific impediments to their engagement are identified.</li> <li>● Provide recommendations for solutions to these impediments.</li> <li>● Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>A review of materials is pending waiting upon receipt of the NDIT submitted reports.</p> <p>The list of attending companies has been received and will become part of the data base of companies for an approach to registration on the online tool over the next few weeks.</p>
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>● Promote the online tool and work to pre-populate the site with company registrations.</li> <li>● Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>The online site is now ready for registration.</p> <p>Currently 100 companies have preregistered.</p> <p>Current feedback reflects general satisfaction with the ease of registration but also some skepticism with respect to the posting of opportunities and real connectivity.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>● Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>● Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved Workplan for post launch promotion of the live site</p>

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**Strictly Confidential**

**LNG-Buy BC - Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending June 27th 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents	<ul style="list-style-type: none"><li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li><li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li></ul> <p>s13, s17</p>	<p>Continued focus on the Howe Sound – Lower mainland business engagement with LNG - the Woodfibre LNG highlighted.</p> <p>s13</p> <p>s13, s17</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>• Have procurement opportunities on the tool at the time of live launch in September.</li> </ul> <p>Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</p>	<p>s13, s17</p> <p>Further follow up with the LNG Alliance of companies has been made in order to finalize a meeting with this group to present the LNG Buy-BC program and discuss the posting of opportunities on the online tool.</p> <p>Chevron and their major contractor Fluor will be given a presentation of the online tool on July 3<sup>rd</sup> to further insure industry commitment to the posting of opportunities on the LNG Buy-BC site</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>● Target promotion of the online tool.</li> <li>● Encourage registration through LNG-Buy BC web page.</li> <li>● Report feedback received on the tool.</li> </ul>	<p>Pre-registration on the online tool became possible on Monday June 23<sup>rd</sup>.</p> <p>A strategy for company contact with follow up is underway with a view to targeting small and medium sized business by region in a manner similar to that used in the initial outreach.</p>
Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.	<ul style="list-style-type: none"> <li>● Create website content that <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>A strategy for website content development in three major categories has been developed for review in the week of July 7<sup>th</sup></p> <p>The focus of this strategy is to promote “good news stories” and to work with third party validations of fact based information on LNG development. In addition the materials will include.</p> <ul style="list-style-type: none"> <li>● Report on BC Business engagement in LNG.</li> <li>● FAQs – Questions that have been posed during consultation rounds and require accurate answers. Myth busting.</li> <li>● BC Business innovators – developing new opportunities through invention, adaption and entrepreneurial spirit.</li> </ul> <p>The strategy and protocol for website content development will be reviewed by both the LNG-Buy BC Board and MNGD.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.</p>	<ul style="list-style-type: none"> <li>● Carefully review the reports provided on the Boot Camps offered.</li> <li>● Consult with companies where specific impediments to their engagement are identified.</li> <li>● Provide recommendations for solutions to these impediments.</li> <li>● Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>A review of materials is pending waiting upon receipt of the NDIT submitted reports.</p> <p>The list of attending companies has been received and will become part of the data base of companies for an approach to registration on the online tool over the next few weeks.</p> <p>Additional Prince George boot camp scheduled June 23<sup>rd</sup> and Kamloops June 24<sup>th</sup> were held. Report out pending.</p>
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>● Promote the online tool and work to pre-populate the site with company registrations.</li> <li>● Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>The online site is now ready for registration.</p>
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>● Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>● Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved Workplan for post launch promotion of the live site</p>

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Strictly Confidential

LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending June 20th 2014

Project Activity	Workplan Deliverable(s)	Activities/Source
Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li> <li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li> </ul> <p>s13, s17</p>	<p>Focus on company engagement in the Howe Sound, West Vancouver, and North Vancouver/Deep Cove area with a broader reach to the lower mainland and south Vancouver Island.</p> <p>s13</p> <p>s13, s17</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>• Have procurement opportunities on the tool at the time of live launch in September.</li> </ul> <p>Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</p>	<p>Met with Madeline Whittaker, VP BG Canada to discuss the online tool in terms of proponent company postings of opportunities.</p> <p>Ms. Whittaker currently also serves on the Board of the newly created LNG Developers Alliance with the principle role of outreach and local procurement,</p> <p>The B.C. LNG Developers Alliance, formed earlier this year, includes:</p> <ul style="list-style-type: none"> <li>• Pacific NorthWest LNG,</li> <li>• The BG Group,</li> <li>• Shell-led LNG Canada and</li> <li>• Chevron-led Kitimat LNG.</li> </ul> <p>An invitation to meet with this group to present the LNG Buy-BC program and discuss the posting of opportunities on the online tool was extended and accepted with a date to be determined in the next few weeks.</p> <p>Chevron and their major contractor Fluor will be given a presentation of the online tool on July 3<sup>rd</sup> to further insure industry commitment to the posting of opportunities on the LNG Buy-BC site</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>● Target promotion of the online tool.</li> <li>● Encourage registration through LNG-Buy BC web page.</li> <li>● Report feedback received on the tool.</li> </ul>	<p>A follow up strategy for business engagement to specifically promote the online tool is in development.</p> <p>The online tool is anticipated to be ready for pre-registrations by Monday June 23<sup>rd</sup>.</p> <p>s13, s17</p>
Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.	<ul style="list-style-type: none"> <li>● Create website content that <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>Strategy for website content development in three major categories</p> <ul style="list-style-type: none"> <li>● Report on BC Business engagement in LNG.</li> <li>● FAQs – Questions that have been posed during consultation rounds and require accurate answers. Myth busting.</li> <li>● BC Business innovators – developing new opportunities through invention, adaption and entrepreneurial spirit.</li> </ul> <p>The strategy and protocol for website content development will be submitted for review by both the LNG-Buy BC Board and MNGD in the week of June 24<sup>th</sup>.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.</p>	<ul style="list-style-type: none"> <li>● Carefully review the reports provided on the Boot Camps offered.</li> <li>● Consult with companies where specific impediments to their engagement are identified.</li> <li>● Provide recommendations for solutions to these impediments.</li> <li>● Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>Reports on the boot camps held to date including: Kitimat, Prince Rupert, Terrace, Prince George, Kamloops and Kelowna, as well as those at the trade show are anticipated in the week of June 23rd.</p> <p>A review of materials will be conducted upon receipt.</p> <p>Additional Prince George boot camp scheduled June 23<sup>rd</sup> and Kamloops June 24<sup>th</sup></p> <p style="text-align: center;">s13, s17</p>
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>● Promote the online tool and work to pre-populate the site with company registrations.</li> <li>● Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>The online site is due to be available for re-registration by June 23<sup>rd</sup>.</p> <p>Once the site is up then a more aggressive campaign to pre-populate prior to launch can commence.</p> <p>Note* it will be important to have a communication strategy for those companies who pre-register beyond the initial confirmation letter. This is important in order to keep those companies informed as to the progress of the site going live and to remind those companies that they must keep their content current.</p>
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>● Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>● Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved workplan for post launch promotion of the live site</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending June 13th 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Report on business and proponent needs with respect to connecting on the LNG-Buy BC online tool.</li> <li>• Identify and report on barriers to greater utilization of the online tool by BC businesses that wish to engage in LNG projects.</li> </ul> <p>s13, s17</p>	<p>Developing a list of businesses based upon previous engagement and their attendance at the May 21 -23 trade show, for direct contact with respect to their registration on the province-wide online tool.</p> <p>s13, s17</p> <p>s13</p> <p>Working with several Squamish, West Vancouver and North Vancouver based businesses with respect to their requirements for engagement – this is being done with a view to setting a date for boot camp and RFP workshops in the Squamish area early in the fall of this year.</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Build LNG-Buy BC web page and province-wide online tool for BC businesses and LNG proponents</p>	<ul style="list-style-type: none"> <li>• Work with major proponent companies to encourage them to place procurement opportunities on the LNG-Buy BC online tool.</li> <li>• Have procurement opportunities on the tool at the time of live launch in September.</li> </ul> <p>Encourage proponent companies to view their participation on the LNG-Buy BC online tool as part of their commitment to local hire.</p>	<p>Met with Brad Caldwell – Chevron Canada to demonstrate the online tool.</p> <p>Meetings now set (June 18) with Madeline Whitaker VP BG Canada with respect to both the BG group buy into posting of opportunities on the website and also to get a fuller understanding of the establishment of the LNG Industry Alliance and what role that might play in getting industry-wide use of the online tool for posting opportunities.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online tool.	<ul style="list-style-type: none"> <li>• Target promotion of the online tool.</li> <li>• Encourage registration through LNG-Buy BC web page.</li> <li>• Report feedback received on the tool.</li> </ul>	<p>Developed a strategy for business connection by region and by sector starting with the lower mainland Howe Sound corridor marine sector companies.</p> <p>Scheduled to meet with Xanatos Marine, North Vancouver and some of their affiliated BC companies starting June 17<sup>th</sup> with follow through to June 30<sup>th</sup>.</p> <p>Reconnect with SMIT and Seaspan tug operations in terms of local business opportunity in the export side of LNG development in Howe Sound (Woodfibre LNG)</p>
Help to promote the LNG-Buy BC program through the LNB-Buy BC web page.	<ul style="list-style-type: none"> <li>• Create website content that <ul style="list-style-type: none"> <li>○ Reflects BC business engagement in the LNG industry.</li> <li>○ Informs those who visit the site about the LNG opportunity in terms of BC Business connection.</li> </ul> </li> </ul> <p>Highlights BC innovations within the LNG sector and/or related areas of endeavor.</p>	<p>Completing a strategy for website content development that will meet the requirements of MNGD's main LNG website</p> <p>This strategy and development protocol for website content development will be submitted for review by both the LNG-Buy BC Board and MNGD by June 24<sup>th</sup>.</p>
Review of Boot Camps offered with a view to identifying specific impediments for BC business engagement that may require follow up and provide recommendations for overcoming impediments.	<ul style="list-style-type: none"> <li>• Carefully review the reports provided on the Boot Camps offered.</li> <li>• Consult with companies where specific impediments to their engagement are identified.</li> <li>• Provide recommendations for solutions to these impediments.</li> <li>• Provide recommendations for additional workshop offerings in communities where demand exists.</li> </ul> <p>Explore partnership funding opportunities for workshops with proponents.</p>	<p>Request has been made for the reports on the boot camps held to date including: Kitimat, Prince Rupert, Terrace, Prince George, Kamloops and Kelowna.</p> <p>A review of materials will be conducted upon receipt.</p> <p>Additional Prince George boot camp scheduled June 23<sup>rd</sup> and Kamloops June 24<sup>th</sup></p> <p>Engagement with proponents on partnership funding is currently on hold pending further consideration and direction by the Minister.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
<p>Assist in preparations for and the promotion of the live launch of the online tool.</p> <p>Monitor BC Business engagement in the weeks immediately following the live launch.</p>	<ul style="list-style-type: none"> <li>● Promote the online tool and work to pre-populate the site with company registrations.</li> <li>● Assist in creating awareness around the live launch of the online tool.</li> </ul> <p>Cross reference business engagement records with online tool and solicit feedback on the business online experience.</p>	<p>Review of the online tool is set for mid-week June 16<sup>th</sup> - 20<sup>th</sup></p> <p>s13, s17</p>
<p>Post September live launch of the LNG-Buy BC province-wide online tool, promote the site to industry, business and communities.</p>	<ul style="list-style-type: none"> <li>● Post live launch of the LNG-Buy BC online tool – engage in an online campaign for the promotion of the tool.</li> <li>● Encourage registration and participation through presentations of the site to communities through local Chambers of Commerce and industry and professional associations</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>As per the approved workplan for post launch promotion of the live site</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending May 16<sup>th</sup> 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
<p>LNG-Buy BC component of LNG Conference.</p>	<ul style="list-style-type: none"> <li>Promote the LNG Conference during engagements</li> <li>Encourage registration and participation</li> </ul> <p>Report on feedback from businesses, communities and proponents</p>	<p>LNG conference and tradeshow now completed with a very successful engagement from BC business and a high level of positive response to the experience gained through their attendance.</p> <p>All BC companies attending under LNG-Buy BC sponsorship were contacted and encouraged to become familiar with the online tool.</p> <p>Given that the tool was in prototype form without an opportunity for companies to register at the tradeshow a full list of companies attending will form the basis of the first follow up to get the site preloaded for a fall launch date.</p> <p>The reception of the online tool was positive with many good suggestions offered by companies who took the time to go through the site and offer opinions.</p> <p>s13, s17</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	<ul style="list-style-type: none"> <li>Statement of core issues identified by professional associations and specific business sector engagement</li> </ul>	<p>Moderated two panel sessions with respect to “preparing for success”. These panel sessions featured both BC business and proponent companies in a discussion around what is required to succeed in the bidding process for procurement, and what some BC companies have done to garner success.</p> <p>First Panel Discussion  <u>Thursday May 22<sup>nd</sup> 10:30 – 12:00</u></p> <p><u>Blair Lekstrom, Vice President of Business Development Duz Cho Construction</u> s13, s21</p> <p><u>David Molinski – Responsible for Policy and External Affairs on the Kitmat LNG project with Chevron Canada</u> s13, s21</p> <p><u>David Phibbs – President and co-owner of Alpha Safety Ltd. and Alpha Training Solutions</u></p> <p>s13, s21</p> <p><u>Allan Russell – President and CEO McElhanney Consulting Services Ltd</u></p> <p>s13, s21</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	<ul style="list-style-type: none"> <li>Statement of core issues identified by specific business sector engagement</li> </ul>	<p><u>Kim Haakstad – Manager, Technical Workforce, Spectra Energy Transmission</u></p> <p>s13, s21</p> <p><u>John Turpin – President and Founder Inlet Express Services Ltd –</u></p> <p>s13, s21</p> <p>s13</p> <p>Second Panel Discussion <u>Thursday May 22<sup>nd</sup> 1- 2:30 pm</u></p> <p><u>Aaron Nelson – Principal Contract Manager LNG Canada</u></p> <p>s13, s21</p> <p><u>Dean Allen – President of Summit Camps</u> s13, s21</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	Statement of core issues identified by specific business sector engagement	<p><u>David Hill – Vice President of Customer Solutions, Allteck Line Contractors</u> s13, s21</p> <p><u>Ian Munson – President and Owner of the Bear Creek Group of Companies</u> s13, s21</p>
Summary of engagement issues, site visits and profile development of issues related to BC Business engagement in LNG	<p>This is critical to:</p> <ul style="list-style-type: none"> <li>• Gather information for website content;</li> <li>• Help promote the online tool</li> <li>• Build a relevant connection between sub-contracting entities on the website; Generate relevant information for companies registering on the website.</li> </ul>	<p>68 tradeshow registered BC companies were directly contacted and encouraged to review the prototype online tool, and to register once the tool is fully active.</p> <p>Follow up will be required to make sure they do register once the online tool is fully functional and launched in the fall.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>Promote the online tool</li> <li>Encourage registration through LNG-Buy BC website</li> <li>Report feedback received on the tool</li> </ul>	<p data-bbox="987 247 1268 304"><u>Wednesday May 21 1– 2 pm</u> <u>Shell</u></p> <p data-bbox="1117 485 1198 510">s13, s21</p> <p data-bbox="987 716 1141 772"><u>Wed. 2 -3 pm</u> <u>Woodfibre LNG</u></p> <p data-bbox="1117 863 1198 888">s13, s21</p> <p data-bbox="1390 926 1430 951">s13</p> <p data-bbox="987 978 1260 1035"><u>Thursday May 22 9 – 10 am</u> <u>PNWLNG</u></p> <p data-bbox="1117 1146 1198 1171">s13, s21</p> <p data-bbox="987 1293 1166 1350"><u>Thursday 3 – 4 pm</u> <u>BG Group</u></p> <p data-bbox="1117 1440 1198 1465">s13, s21</p>

Project Activity	Workplan Deliverable(s)	Activities/Source
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>Promote the online tool</li> <li>Encourage registration through LNG-Buy BC website</li> <li>Report feedback received on the tool</li> </ul>	<p>Friday May 23 11 - 12 am <u>Spectra</u></p> <p>s13, s21</p>
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>Promote provincially supported supplier boot camps</li> <li>Collect and report input on needed content and feedback on previously run Boot Camps.</li> </ul>	<p>Supplier boot camps for Kitimat and Terrace, Kelowna and Prince George are completed with over 300 companies reported to have attended.</p> <p>Moderated the two supplier boot camps (Renata King) and two RFP boot camps (Deborah Leroux) that were offered at the tradeshow.</p> <p>All of those sessions had a high level of attendance with a good response from attendees toward the online tool at its conclusion.</p> <p>Prince Rupert boot camp June – 3<sup>rd</sup> Request for proposal workshops Kelowna, May 27 Kitimat, June 5th Boot camps in Kamloops and Squamish is currently under consideration</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Development of website materials as part of the LNG-Buy BC Advocate role	<p>Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as:</p> <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	<p>Next steps strategy is being prepared in response to the feedback from BC business particularly in relationship to the online tool, company registration and to an exploration with the LNG-Buy BC Board and the MNGD with respect to adding appropriate information to the website to counter misinformation that currently acts as an inhibitor to BC business engagement.</p>
Post conference follow up and on-going engagement with business to ensure the use of the website.	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Promotion of the online tool will be essential in order to keep the site active and to generate a strong base of registrants.</p> <p>Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.</p>	<p>The time frame and scope of this work is TBD as the project proceeds.</p>

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**Strictly Confidential**

**LNG-Buy BC – Weekly project update from Gordon Wilson, LNG-Buy BC Advocate for Honourable Shirley Bond, Minister, Week ending Aril 25th, 2014**

Project Activity	Workplan Deliverable(s)	Activities/Source
BC Business and Prof. Assoc. engagement	<ul style="list-style-type: none"> <li>Meet with Professional associations to encourage their participation in the May 21- 23 Conference and Trade Show and document responses.</li> </ul>	Industry association consultations complete.
Summary of engagement issues	<ul style="list-style-type: none"> <li>Statement of core issues identified by professional associations and specific business sector engagement</li> </ul>	<p>Research with BC Companies and proponents engaged in the LNG industry to identify specific business opportunities <u>pre-final investment decision</u>, and general preparedness to meet demand.</p> <p>Consultancy contracts for traditional land use (TLU) and traditional environmental knowledge (TEK) First Nations Consultancy.</p> <p>Preliminary Survey and engineering contracts including helicopter rentals. Land clearing, road construction and up-grading.</p> <p>Equipment rentals including Water-trucks, feller bunchers, logging, and heavy load vehicles.</p> <p>First aid services, including industrial safety contractors.</p> <p>Professional services including Surveyors, Hydrologists, Environmental Technicians, Archaeologists, Engineering Technicians, Biologists and Wildlife Monitors.</p> <p>Labourers – land clearing, slashers, wood salvage, logging, camp maintenance, and security.</p> <p>Subject to the categories below. BC companies are well established to compete, but may not be able to meet the scale of the requirement given existing demands on projects unrelated to LNG.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Summary of engagement issues	<ul style="list-style-type: none"> <li>Statement of core issues identified by specific business sector engagement</li> </ul>	<p>British Columbia companies may be put into one of three categories.</p> <p>1. Those currently engaged in the energy or mining sector and have a proven history and are well connected with major suppliers and are already positioned within the supply chain. This group is well informed and engaged in on-going discussions with respect to opportunities. These companies tend to be small and medium-sized businesses (SMBs) that have developed proficiency within a specific area of supply or service.</p> <p>2. SMBs that have no track record in the energy sector but have a proven track record in areas such as land clearing and logging, road building, heavy equipment operations such as crane operators, trucking, or tug and tow operations etc. In many cases they are not well informed about the opportunity; however they have a high degree of interest in the potential of an expanded natural gas industry.</p> <p>*This sector will make up the core group for LNG-Buy BC engagement. Scepticism with respect to what they read or hear must be overcome.</p> <p>3. Small business, many with fewer than 20 employees, sometimes single proprietorships, anxious to take advantage of a post FID opportunity. This category of business has a high degree of interest in LNG development but has little specific knowledge of the industry or its engagement requirements.</p> <p>*They are prime candidates for the boot camps and given the scale of potential business impact stand to benefit the most from ongoing promotion and recruitment to register on the online tool post May 21 -23.</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Continued outreach with communities and site specific visits with a view to connecting to BC Business that are engaged in LNG development.	<p>The purpose of these visits is to provide further engagement with communities selected for workshops and to have site specific visits with companies engaged in the sub-contracting aspect of the industry.</p> <p>This is critical to:</p> <ul style="list-style-type: none"> <li>• Gather information for website content;</li> <li>• Build a relevant connection between sub-contracting entities on the website;</li> </ul> <p>To generate relevant information for companies registering on the website.</p>	<p>Established contact to establish the list of companies for site visits in the LNG supply area on May 7<sup>th</sup> – 9<sup>th</sup></p> <p>Report on May 12<sup>th</sup></p>
Preparation of a “mid-term” – six month overview report summarizing work to date and steps forward recommendations	<p>Report documentation should review</p> <ul style="list-style-type: none"> <li>• The overall response from business outreach and LNG-Buy BC program</li> <li>• The development of the online tool</li> <li>• LNG-Buy BC program representation in the May 21 -23 conference</li> <li>• A steps forward recommendation</li> </ul>	<p>Work has been undertaken in the preparation of a Mid Term report.</p> <p>Consideration being given to a presentation format in smaller “bullets” by subject heading.</p> <p>Draft Web content with respect to FAQ’s and basic facts surrounding the LNG industry including profiles of BC Business Success stories and summary of LNG-Buy BC project to date.</p>
LNG-Buy BC component of LNG Conference	<ul style="list-style-type: none"> <li>• Promote the LNG Conference during engagements</li> <li>• Encourage registration and participation</li> <li>• Report on feedback from businesses, communities and proponents</li> </ul>	<p>Per Project Charter: Promotion of the conference has taken place with uptake from BC Business – Agreement this week from MNP accounting firm, BCMA and BCCA – and confirmation from Spectra Energy – of attendance at both the conference and the trade show.</p>
Market and promote LNG online business registry	<ul style="list-style-type: none"> <li>• Promote the online tool</li> <li>• Encourage registration through LNG-Buy BC website</li> </ul> <p>Report feedback received on the tool</p>	<p>Full review of the online tool was undertaken on April 30<sup>th</sup>. Industry contact for a preliminary screening during the conference has been made.</p> <p>s13, s17</p>

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Project Activity	Workplan Deliverable(s)	Activities/Source
Deliver 10 Supplier Boot Camps	<ul style="list-style-type: none"> <li>• Promote provincially supported supplier boot camps</li> <li>• Collect and report input on needed content and feedback on previously run Boot Camps</li> </ul>	<p>Supplier boot camps for Kitimat and Terrace, and Kelowna - Complete</p> <p>Prince George May – 14<sup>th</sup> Prince Rupert June – 3<sup>rd</sup></p>
Ongoing consultation with respect to the design and construction of the Website.	Using the data from focus group work with business and proponents work with FVC and with potential registrants to make sure that the website is properly developed and subscribed.	s13, s17
Development of website materials as part of the LNG-Buy BC Advocate role	<p>Due to the fact that one of the most consistent comments received during the consultation process was the general lack of understanding of the LNG industry – a part of the advocacy role could be to develop web materials such as:</p> <ol style="list-style-type: none"> <li>1. Blog on industry and on myth busting;</li> <li>2. FAQ's;</li> <li>3. BC business spotlight piece.</li> </ol>	<p>This will be explored with the LNG-Buy BC Board and the MNGD. s13</p> <p>s13</p>
Post conference follow up and on-going engagement with business to ensure the use of the website.	<p>Post May 21 -23 there will need to be close follow up with BC companies that have taken advantage of workshops that have been given in order to ensure continued use of the website.</p> <p>A second round of workshops may be considered in response to feedback from communities that have received consultation</p> <p>Ongoing data must be produced to keep the website current and to make sure that it has a dynamic feel that encourages people to engage with it.</p>	The time frame and scope of this work is TBD as the project proceeds.

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