



Hebron Public Review Oral Presentation Outline

Speaking Time: 15 Minutes

Background of the Eastern Suppliers Development Alliance (ESDA)

- The mandate of the Eastern Supplier Development Alliance (ESDA) is to enhance the ability of businesses in the Eastern Region to competitively supply the oil and gas industry, specifically focusing on the Hebron Project.
- The ESDA partnership includes:
 - Discovery Zone (Zone 15) with boundaries extending from Chapel Arm through Bonavista, on to Port Blandford and then to Swift Current.
 - Schooner Regional Development Corporation (Zone 16) which encompasses communities south of Monkstown on the Burin Peninsula.
 - Avalon Gateway (Zone 18) that includes the Placentia Area, the Cape Shore and St. Mary's Bay North.
 - Arnold's Cove Area Chamber of Commerce
 - Burin Peninsula Chamber of Commerce
 - Clarenville Area Chamber of Commerce
- Through the "Supplier Development Initiative", the ESDA has hired a Project Manager who will work directly with private sector companies in the region to assist them in overcoming perceived/actual barriers that are preventing them from supplying this sector.
- The ESDA has developed a database which provides detailed information on the companies throughout the region, which identifies a range of goods and services as it relates to industry needs (i.e. construction, welders, fabricators, service supplies, etc).
- The ESDA has identified common knowledge gaps and barriers that are negatively impacting the ability of suppliers in this region from successfully bidding on work in the oil and gas industry. The ESDA will be organizing knowledge building sessions in Clarenville, Marystown and Placentia around the following topics.

- Health and Safety
- Opportunities for Diversity
- Advertising and Marketing
- How to Form Joint Ventures
- Steps in the Procurement Process
- How to Form a Joint Venture or Alliance
- Quality Management Systems
- Successful Contract Execution

Relationships with Hebron Operator and Sub-Contractors (ExxonMobil, Kiewit-Kvaerner Contractors (KKC) & WorleyParsons)

- The ESDA has had great access to benefits managers and other personnel from the operators and sub-contractors.
- The ESDA provides ExxonMobil and other leading contractors on the Hebron Project with single point of contact in the Eastern Region to reach the local ‘supplier community’.
- The ESDA successfully lobbied to have Expressions of Interest related to the Hebron Project placed in newspaper rather than just posted online. Likewise, to further strengthen the relationship with industry, the ESDA networks regularly with key players like NOIA, ExxonMobil, Kiewit-Kvaerner Contractors and WorleyParsons ensuring this region stays top of mind.
- The ESDA will be organizing knowledge building sessions in Clarenville, Marystown and Placentia, and the three partners (ExxonMobil, Kiewit-Kvaerner Contractors and WorleyParsons) have contributed financially.

Future

- Once all of the permissions are given to the operators from government, some sort of mechanism has to be put in place to ensure that the dialogue is kept open.
- There has to be something put in place that will encourage the operators and sub-contractors (ExxonMobil, Kiewit-Kvaerner Contractors and WorleyParsons) to stay engaged with the business community and organizations like the ESDA.