



uniongas

A Spectra Energy Company

An Indigenous Engagement Model

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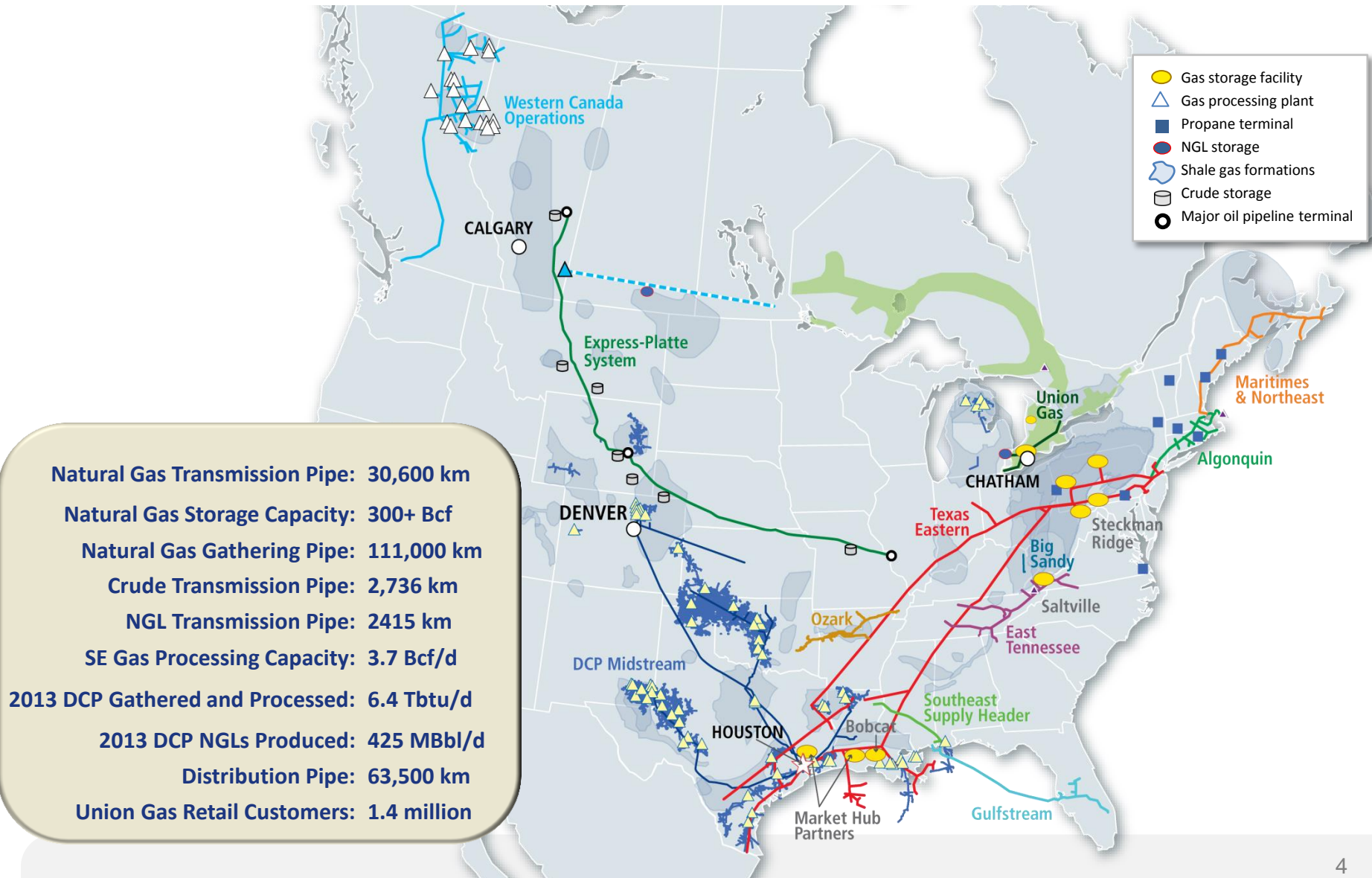
Boozhoo
Aaniin
Tawnshi
Bonjour
Hello and Good Morning

Agenda

- Spectra Energy Overview
- Union Gas Overview
- Our Strategy
- Internal Change Management
- External Change Management
- Recent Successes
- Q and A

Spectra Energy

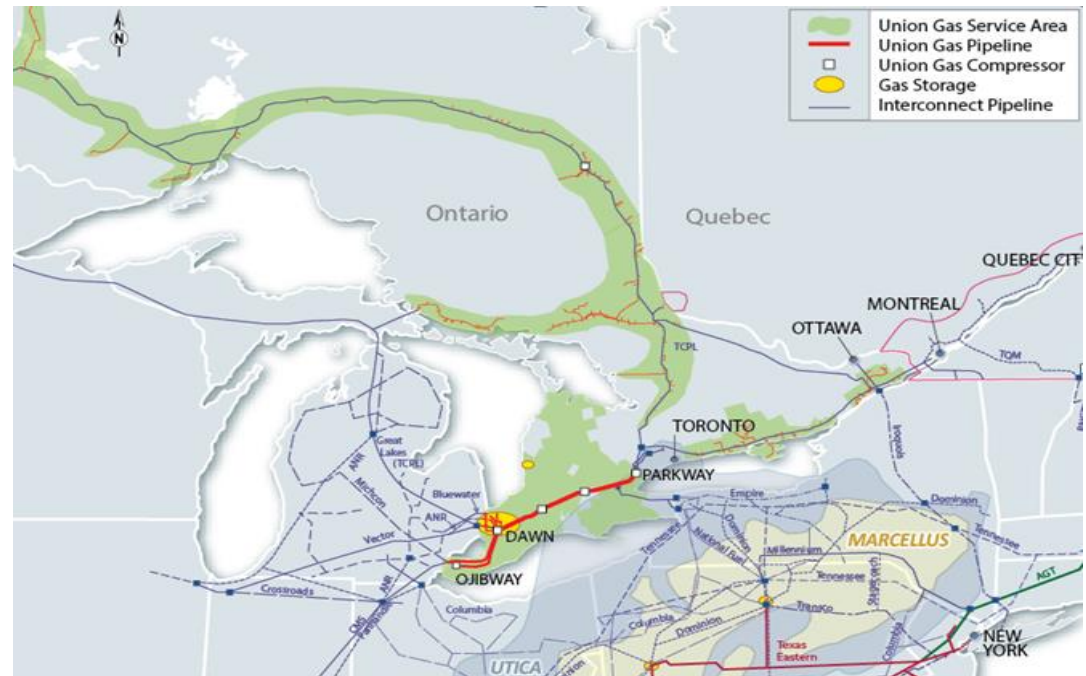
A North American Energy Leader



Union Gas

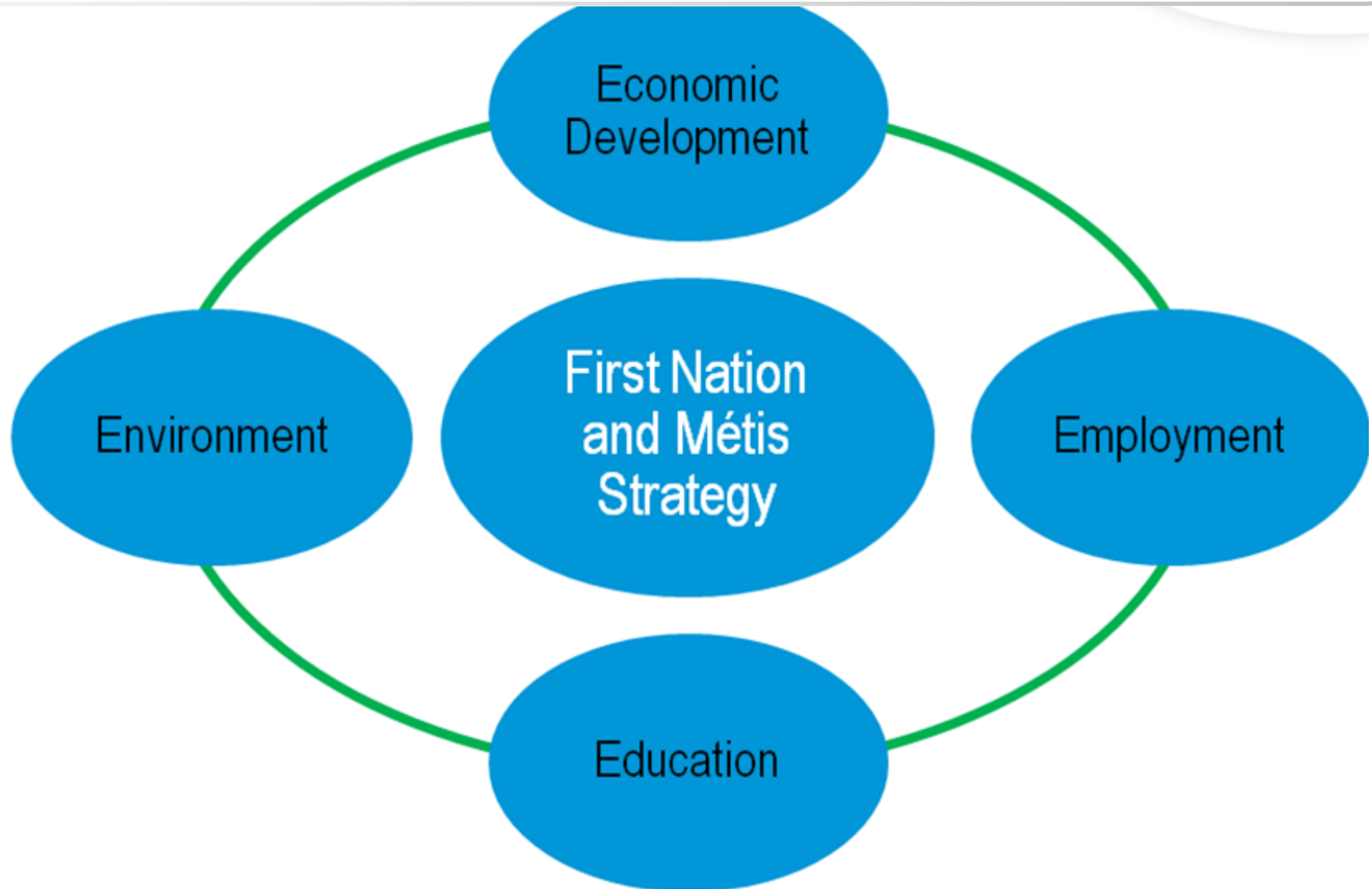
Safe and Reliable Partner

- Major Canadian natural gas storage, transmission and distribution company based in Ontario
- Over 100 years of experience and safe service to customers
- Dawn Storage facility – largest underground storage facility in Canada
- Assets of \$6.4 billion, ~1.4 million customers, ~2,400 employees
- One of Canada's Top 100 Employers for 2011-2015
- A Spectra Energy (NYSE: SE) company



Retail Customers	1.4 million
2013 Pipeline Throughput	1,400 Bcf
Distribution Pipe	63,500 km / 39,500 mi
Storage Capacity	156 Bcf / 170 PJ's
Transmission Pipe	4,784 km 3,000 mi

Union Gas Engagement Strategy



Union Gas Guiding Principles We Commit To:

- **Respect** the treaty and aboriginal rights of First Nations, Métis and Inuit peoples of Canada, as recognized and affirmed in the Constitution Act (1982).
- Build and maintain **sustainable, long-term relationships** with First Nations and Métis peoples, based on mutual respect and common interests.
- Support the advancement and build **local capacity** for First Nations and Métis peoples through education, sponsorships and economic development.
- **Increase** the **quantity and quality** of First Nations and Métis **participation** in Union Gas' workforce through training, employment and contracting.
- Recognize that First Nations and Métis peoples have **unique cultural and historical characteristics** and connections to the land, which must be accommodated when developing consultation programs for our local facilities and operations.
- **Engage** First Nations and Métis peoples in culturally appropriate ways as we design, build, operate and maintain our local facilities. We seek constructive consultative processes; open, transparent communications; and innovative, mutually-beneficial working arrangements.

Internal Change Management

- 2013 - Corporate Review of internal Aboriginal procurement processes with Executive sponsorship

Results: Multi departmental task teams established new processes for procurement of goods and services and establishment of Corporate targets
- Establishment of specific management role for First Nations/Métis Economic Development
- RFP's language changed to request information from vendors on their Aboriginal Procurement program
- Gap analysis being completed on RFP's where no aboriginal vendors bidding on work
- Union Gas First Nations and Métis business directory on line for employees to use in vendor selection on RFP's
 - Other online directories linked to Provincial, Federal Ministries and Canadian Council of Aboriginal businesses
- Developed a quarterly Corporate Scorecard for Executive Review and approval

Union Gas Website

First Nation and Métis Business List

To meet your purchasing requirements using a First Nation or Métis supplier for a product or service, we have three simple ways to help you locate one.

First, take a look at this [First Nation and Métis Business list](#), which can be printed if needed. Then check out the websites of those businesses, if one available, to gather details on what they provide to customers, or may be able to provide. Learn more about how we [partner with suppliers](#) who bring financial strength and stability, excellent customer service and value-adding capabilities to our organization.

We also recommend that you take a look at four other directories.

The [Ministry of Indigenous Relations and Reconciliation Aboriginal Business Directory](#), which is jointly sponsored by Union Gas, contains more than 190 companies from across the province. The database itself allows you to search by business type and geographic region.

The national [Indigenous and Northern Affairs Canada Aboriginal Business Directory](#) is administered by Aboriginal Affairs and Northern Development Canada (AANDC) and housed within Industry Canada's Canadian Company Capabilities (CCC) database. It is a search engine available to the public, government and procurement community to showcase [Indigenous and Northern Affairs Canada Procurement Strategy for Aboriginal Business \(PSAB\)](#) eligible businesses and their products and services.

[Métis Nation of Ontario Business Directory](#)

The founding document of the Métis Nation of Ontario (MNO), identifies developing "prosperity and economic self-sufficiency within the Métis Nation" as a key objective. In pursuit of this goal, the MNO, in 2008, adopted an economic development strategy. With funding from Ontario and Canada, the MNO retained policy, legal and tax advice to design a model based on "best practices" and the MNO's unique needs.

[Canadian Council for Aboriginal Business \(CCAB\)](#) is a national member-based business organization. They drive business opportunities and enable sustainable relationships. Their members include Aboriginal businesses, Aboriginal community owned economic development corporations, and companies operating in Canada. CCAB is non-partisan and receives no core government funding.



We'd like to thank you for visiting our First Nation and Métis Business List.

First Nation, Métis and Municipal Affairs

External Change Management

- Include procurement opportunities in consultation for project work
- Expectation of pipeline contractors to source where possible from local First Nations/Métis businesses
- Work with current and potential First Nations/Métis businesses to assist in expanding their business lines
- Tier one vendors to report quarterly to Union Gas on Aboriginal procurement
- Assisted Provincial ministry in establishment of online Aboriginal Business Directory
- Maintain membership with Ontario First Nations Economic Development Association and Canadian Council of Aboriginal Businesses to source new businesses

First Nations and Métis Recent Procurement Successes

- **Young's Forestry (easement maintenance)**
- **Algonquin Business Interiors (office furniture)**
- Darren Greene Sandblasting and Painting
- Neegan Burnside Consulting (environmental work)
- PlanetStitch (promotional items)
- Obish Construction (JV Lac Seul First Nation and Moncrief Construction)
- Kayanase (ecological restoration Six Nations First Nation)
- Bear Paw Land Surveyors
- Ronco General Contracting (easement maintenance)
- **A6N (JV partnership Aecon and Six Nations)**
- **Morningstar Caterers (Rama First Nation)**

Working in Harmony and Partnership has Benefits



The Value to an Indigenous Community of Partnerships

Marsee
Miigwetch
Merci
Thank you

Q&A

www.uniongas.com

