



ENGAGE

APRIL — JUNE 2014

Board Message

NAABA doesn't do anything for me!

Greetings to all.

I was elected to the NAABA board back in 2012.

Being on the Board has been a learning and growing experience. I'm involved in the direction the Board goes which I find rewarding. I also enjoy being a resource for our membership. I'm able to take our members concerns and help focus it towards educating them on what NAABA actually does for you. A very common statement I've heard is that "NAABA doesn't do anything for me!"

That statement begs the question "Can you elaborate a little for me? What do you expect NAABA to do for you?"

The replies are normally, "I haven't received any contracts from NAABA; NAABA has not provided us with a facility to work from, I'd like NAABA to bring me to site and introduce me to the people who award the contracts..."

I think at this time a little education about what NAABA does is extremely important. NAABA (The Northeastern Alberta Aboriginal Business Association) is an association. We support the interaction between aboriginal businesses and industry, but we do not award contracts to companies or provide land/buildings for people to work from.

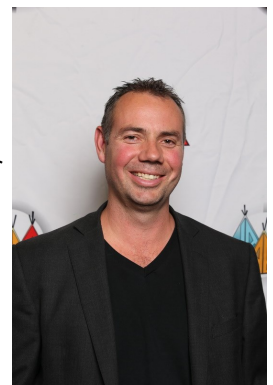
How do we support this interaction between aboriginal businesses and industry? NAABA enhances opportunities by supporting economic development of Aboriginal people in the Wood Buffalo region. Please note that we create an environment, which promotes businesses, jobs, and training for the betterment of all native people in the region. We do not award contracts or provide jobs, but as I said we create an environment so our membership is positioned to have a competitive advantage to have the opportunity to be awarded on their own merit and perseverance.

Our business objectives include:

- * Promote and facilitate public relations of Aboriginal businesses and NAABA.
- * Business Development
- * Strengthening relationships between Industry and Membership
- * Embracing and enhancing the needs of membership to meet the vision of opportunity and unity
- * Supporting educational strategies

We host monthly meetings between an industry partner and our membership. Members are encouraged to attend and interact with industry members. Occasionally these events are well attended, but I have never seen the people at these events who have heard these complaints from. These information sessions gives our membership a huge competitive advantage by introducing them to key people from the oil industry. You have the opportunity to ask questions, exchange business cards, and it provides our members with a contact that they can continue to ask questions and assistance with getting the contracts or work. Sometimes it takes a while for a business to get a contract but again it is the industry companies that award the contracts, not NAABA.

We book venues in Calgary for mixers with industry members to extend opportunities to our membership to meet key people that haven't had the opportunity to come to Fort McMurray to meet our membership.



Board of Directors: Todd Pruden
(Athabasca Workforce Solutions)

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Board Message - Todd Pruden

Again it is another fantastic opportunity to meet key industry partners.

We host training opportunities such as the keys for success, office management, leadership and so forth. We provide resources and promote mutual support between Aboriginal Businesses. As you can see we do not physically escort people to sites, instead we bring the sites to Fort McMurray so you can meet with

key people that may be able to help you grow your business.

NAABA is committed to the growth of our members by providing the opportunities as listed above. Remember if you are in need of information, contacts, resources either look at our website or contact our office. We offer many more services than listed so please do yourself a favor and allow you to grow your business by being informed. We want our members to grow and become as successful as you can.



Upcoming General Meeting dates:

April 23, 2014

Sponsored by

4 - 6 pm at the Radisson Hotel & Suites

May 21, 2014

Sponsored by

4 - 6 pm: location to be determined

June 18, 2014

Sponsored by

4—6 pm at the Anzac Rec Centre

General Meetings

The January General Meeting was sponsored by Syncrude Canada Ltd. Greg Fuhr, VP of Production and Mining held their presentation which highlighted Syncrude's long history of success when it comes to interfacing and developing relationships with Aboriginal companies to develop strong business results. Through their procurement processes with Aboriginal business, Syncrude is diving larger contracts, improving efficiency and entrepreneurial success. From 1992-2014 Syncrude has invested \$2 billion into Regional Aboriginal Business.

The Full Member presentation was held by FIT Nitapin Partnership Ltd. They are proud of providing Geotechnical inspection and testing services (soil tests, concrete tests and piling inspection), Mechanical QA/QC (CWB Welding Inspection) and project management specialists to all work sites.

FIT Nitapin is a local company that has built a team with the expertise, local knowledge, and the logistical ability to provide inspection and testing services for oil sands projects that involve site preparation, construction of facilities, and building of site roads and travel ways. FIT Nitapin prides itself on client relationships built on trust, quality service, timely response to issues and many more.

Our General Meeting in February was sponsored by FT Services. They were established in 2006, FT Services is a jointly owned venture of Transfield Services, a leader in asset management and maintenance of complex systems and technologies, and URS Flint, which has extensive Canadian hydrocarbons expertise.

FT Services is a growing provider of maintenance services to industrial facilities in Canada with a focus on Oil Sands Extraction & Upgrading; Oil Refining & Petrochemical; Mining & Mineral Processing; and Power Generation. Services they provide, include Maintenance & Reliability; Sustaining Projects; Shutdowns & Turnarounds; and supplier & subcontractor Management.

Turnarounds

FT Services has been contracted to provide services for several turnarounds between now and September. The largest is scheduled for 40 days and will employ 470 people at its peak.

They frequently hire subcontractors during turnarounds, especially when the cost of hiring a subcontractor is less than doing the work themselves. Sometimes FT Services does not have the expertise to

complete the scope of work, and at other times where they use subcontractors due to schedule and time restrictions.

FT Services has a policy that requires the continuing evaluation, analysis, and verification of a supplier's records, methods, procedures, products, and services, to assure that requirements are met.

FT Services has a value proposition which it applies to every turnaround, and the expectation is that all of our subcontractors to do likewise. This proposition is focused on achieving Safety First, Leading Quality Control, Contractor Synergies, Alignment via KPIs, Maximum Productivity, and is underpinned by zero harm, zero re-work, effective processes and protocol, leadership at coalface, and cross site/cross service capabilities.

Wapose Medical Services Inc is a local aboriginal company from the Municipality of Wood Buffalo whose goal is to enhance communities in which they live for a strong and educated aboriginal workforce.



Their sustainable community resource policy includes contributions for communities' enhancement of \$25,000 year to youth, and elders' activities.

With a solid management base, cutting edge equipment, and a perfect safety record Wapose Medical has the experience to get the job done right

Some of their highlights are:

- Complete emergency site response
- Based in Fort McMurray
- Full member of NAABA
- Largest privately owned emergency services fleet in Northern Alberta

For their Medical Services Division Wapose provides all levels of care and the quickest mobilization times as well as:

- Registered staff available at all times
- Mobile treatment centres and medical clinics
- 4x4 ambulances custom built for Northern Conditions

For their Fire Division they provide complete management of all fire rescue site requirements

- Emergency response programs
- Complete fire hall management and staffing
- Crisis management plans

For their Occupational Health Division Wapose provides full Occupational Health testing and are the only provider conveniently located north of Fort McMurray at Mildred Lake

- Drug and alcohol testing
- Audiometric testing
- Vision screening

The Full Member presentation for Bayzik Electrical, Valve & Instrumentation was held by Tyrone Brass. Bayzik Electrical was established in 2005 and is 100 % Aboriginal owned. Since 2005 the company has built a solid employee skill base and reputation for reliable, quality project delivery services.



Our General Meeting in March was sponsored by Scotiabank. They are a multinational financial services provider and Canada's most international bank. Scotiabank provides innovative financial products and services to individuals, small and medium-size businesses, corporations and governments across Canada and around the world. Here in Fort McMurray, Scotiabank has Small Business Advisors that specifically work with Aboriginal companies.



Wood Buffalo Industrial Surveyors just recently became a NAABA Full Member and had the opportunity to hold a short presentation about their company. They carry a full complement of commercial and professional liability insurance that meet or exceed most site requirements. Their insurance coverage is upgradeable if additional limits are required. With more than 25 years of project experience as senior surveyors, their expertise encompasses all aspects of industrial, commercial and cadastral surveying. Wood Buffalo Industrial Surveyors utilize traditional and robotic total stations and also offer GPS topographic surveys for earthworks, surface modeling, pipeline surveys, environmental surveys, etc.



Events update

On February 19th NAABA held the **7th Annual Business Showcase at the Nexen Field House, Suncor Leisure Center**. With 38 booths registered, the Showcase was sold out. The day started off with Speed Networking, which had full participation from both Full and Industry Members. There was representation from 12 different Industry companies in each of the two Speed Networking Circles. Once again we had the Mentorship portion of the Showcase where the high school students from both the Aboriginal Entrepreneurship Program at Father Patrick Mercredi, as well as the newest program, which is The Martin Aboriginal Entrepreneurship Program at Composite High School. These students were involved in The Business Showcase through mentorship from participating NAABA Members, and they also organized the Silent Auction for which they received \$5396.00 to help support their program. This event was sponsored by Total E & P Canada Ltd., Canadian Natural Resources Limited, Athabasca Oil Corporation, & Royal Solution Inc. ...a big thanks goes to these companies and to all those participating members who put in a long day promoting your business!

“Redefining Your Possibilities,” was the theme for the 5th Annual Women In Business Luncheon that was held on **April 10, 2014 at the Miskanaw Ball Room, Suncor Leisure Center**. This event was attended by over 200 people who enjoyed a beautiful lunch which was blessed by Elder, Mrs. Elsie Yanik. We heard the unique stories of Lori Cyprien (Syncrude), Joy Flett (Suncor) and Cheryl Golosky (Regional Emergency Services) who inspired the attendees. Thanks to CNOOC Nexen for their support as the presenting sponsor, as well as to the following individual and businesses who gave donations that added to this event:

The Flower Studio, Stella & Dot, Michelle Toner Independent Stylist, Keyano Theatre, The Sawridge Inn & Conference Centre, Achieve Wellness Spa, PTI Group, & Sheila Hahn.

While we all wait for spring to come and the grass to turn green, preparations for the **16th Annual NAABA Golf Tournament** are well underway. This year's tournament is on **July 11, 2014 at the Fort McMurray Golf Club** and the presenting sponsor is *Bouchier Contracting Ltd.* Also many thanks to all of the other sponsoring companies. There will be great prizing for all. If anyone has donations for the golf prizing, please contact Pam at 780-791-0478 or by email at pamela@naaba.ca. Watch your email, Facebook, and the NAABA website for more detailed information about the Golf Tournament as the snow melts and the date gets closer!

The 21st Annual General Meeting will be held on **September 25, 2014 at the Sawridge Inn & Conference Centre**. This year's event is sponsored by Syncrude, Suncor, Noralta Lodge, Athabasca Oil, Canadian Natural Resources Limited, Surmont Project/Conoco Phillips/ Total E&P. This event will be a sit down dinner with entertainment and NAABA Awards. Watch for updated information pertaining to the awards!

We are happy to announce that all NAABA Sponsorships for 2014 are taken! We are currently working on the 2015 Sponsorship packages which will go out in the Fall, however if you are interested in sponsoring an event. . .other than the Golf Tournament. . . because that is not until February, please do not hesitate to contact Pam!

Main Events 2014:

| | | |
|---------------------|-----------------------------|----------------------------------|
| July 11, 2014: | 16th Annual Golf Tournament | Fort McMurray Golf Club |
| September 25, 2014: | Annual General Meeting | Sawridge Inn & Conference Centre |

For more information regarding our events, please contact Pam at 780-791-0478 or at Pamela@naaba.ca



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