

## Terra Nova Development



## Canada-Newfoundland and Labrador Industrial Benefits

### Public Quarterly Report

January 01, 2015 – March 31, 2015

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## Section 1.0 – Introduction

The Terra Nova Oil Field is situated on the Grand Banks, about 350 kilometers east-southeast of St. John's, Newfoundland, and 35 kilometers southeast of the Hibernia Oil Field. The Terra Nova field is comprised of a combination of producing wells, as well as water injection and gas injection wells, and delivers production from the Graben, East Flank and Far East blocks.

Discovered in 1984, the field was the second to be developed off Newfoundland. Production from the field began in 2002, through the use of a Floating, Production, Storage and Offloading (FPSO) vessel. This was the first development in North America to use FPSO technology in a harsh weather environment.

The FPSO is a ship-shaped vessel which has integrated oil storage capability from which oil is offloaded into a shuttle tanker. The storage capacity of the Terra Nova FPSO is 960,000 barrels of oil with accommodations for up to 120 personnel while producing. The vessel is 292.2 meters long, 45.5 meters wide and stands higher than 18 storeys. Terra Nova pre-production capital expenditures were approximately \$2.8 billion. The FPSO arrived in field on August 21, 2001 and produced first oil in January 2002.

Suncor Energy, as operator of Terra Nova, is committed to enhancing opportunities for the people of the province through participation in the Terra Nova Development. A lasting economic legacy is being created for the province through Suncor's recruitment and training of local talent, its provision of full and fair opportunity to local businesses, and by giving first consideration to locally produced goods and services within the Province, where those goods and services are deemed competitive.

The following represents Suncor's Industrial Benefits Public Report for the first quarter ending March 31, 2015. This first quarter public report provides a summary of activities related to the production phase of the Terra Nova project carried out by Suncor and its major sub-contractors.

## Section 2.0 – Project Activity and Benefits Accomplishments

Suncor achieved a number of milestones during the first quarter of 2015. Some of these highlights and achievements include:

- Operational and capital expenditures for the Terra Nova project totaled approximately \$121 million, 74% of which was spent in Newfoundland and Labrador (NL) and the other provinces and territories of Canada.
  - 59% was spent in NL
  - 15% was spent in the other provinces and territories of Canada
- A total of 1,409 purchase orders valued at \$15.2 million were issued, 1,283 of which were awarded to vendors with a NL location or another Canadian location. Approximately \$12.1 million (80%) was spent in Canada including NL.
  - \$9.4 million in purchase orders awarded to NL locations (62%), and
  - \$2.7 million in purchase orders awarded to other Canadian locations (18%).
- A total of 977 people were working on the Terra Nova project at the end of March 31, 2015, of which 98% (964) were residents of Canada including NL.
  - 896 or approximately 92% were residents of Newfoundland and Labrador
  - 68 or approximately 7% were residents of other Canadian provinces or territories

## Section 3.0 – Employment

As of March 31, 2015, a total of 977 people were working on the Terra Nova development. Of the 977 total, 896 or approximately 92% were residents of NL, while another 68 or approximately 7% were residents of other regions of Canada at the time of hiring (Table 3.1). Of the Newfoundland and Labrador residents, 490 employees worked onshore, and 406 worked offshore. Of the residents from other Canadian provinces and territories, 33 worked onshore, 32 worked offshore and 3 worked outside of NL (Table 3.2).

<b>Table 3.1 – Total Employment Summary Terra Nova Project (Q1, 2015)</b>			
Direct Employment (Total Number of Persons)	Newfoundland and Labrador Residents (%)	Other Canadians (OC) (%)	Non-Canadians (NC) (%)
<b>997</b>	<b>92%</b>	<b>7%</b>	<b>1%</b>

<b>Table 3.2 – Employment Summary by Location Terra Nova Project (Q1, 2015)</b>						
Location	Total Number of Persons					Total
	Residency Status			Gender		
	NL	OC	NC	Male	Female	
<b>Onshore</b>	<b>490</b>	<b>33</b>	<b>8</b>	<b>392</b>	<b>139</b>	<b>531</b>
<b>Offshore</b>	<b>406</b>	<b>32</b>	<b>1</b>	<b>420</b>	<b>19</b>	<b>439</b>
<b>Other</b>	<b>0</b>	<b>3</b>	<b>4</b>	<b>6</b>	<b>1</b>	<b>7</b>
	<b>Total:</b>					<b>977</b>

Of the 977 employees supporting the Terra Nova development, 818 were male and 159 were female or approximately 16% of the total workforce (Table 3.3). Table 3.3 also breaks down the employment summary by discipline, which includes management, administration, engineers, technicians, professionals, skilled trades workers, labour workers, students and others that do not fit one of these categories. The disciplines that are the most male dominant are the other category (largely represented by

marine crew) and the skilled trades category - at 97% and 99% male respectively, while the discipline that is the most female-dominated is administration at 81% female.

<b>Table 3.3 – Employment Summary by Discipline Terra Nova Project (Q1, 2015)</b>					
Discipline	Number of Persons				Total Number of Persons
	Male	%	Female	%	
<b>Management</b>	<b>84</b>	<b>80%</b>	<b>21</b>	<b>20%</b>	<b>105</b>
<b>Administration</b>	<b>13</b>	<b>19%</b>	<b>56</b>	<b>81%</b>	<b>69</b>
<b>Engineers</b>	<b>62</b>	<b>83%</b>	<b>13</b>	<b>17%</b>	<b>75</b>
<b>Technicians</b>	<b>88</b>	<b>83%</b>	<b>18</b>	<b>17%</b>	<b>106</b>
<b>Professionals</b>	<b>69</b>	<b>75%</b>	<b>23</b>	<b>25%</b>	<b>92</b>
<b>Skilled Trades</b>	<b>185</b>	<b>99%</b>	<b>1</b>	<b>1%</b>	<b>186</b>
<b>Labour</b>	<b>55</b>	<b>83%</b>	<b>11</b>	<b>17%</b>	<b>66</b>
<b>Students</b>	<b>17</b>	<b>66%</b>	<b>9</b>	<b>34%</b>	<b>26</b>
<b>Other</b>	<b>245</b>	<b>97%</b>	<b>7</b>	<b>3%</b>	<b>252</b>
<b>Totals:</b>	<b>818</b>		<b>159</b>		<b>977</b>

Notes:

- Disciplines are based on the following National Occupational Classification (NOC) Codes:
  - Management** includes: *Senior Managers* as well as *Middle & Other Managers*
  - Administration** includes: *Administrative & Sr. Clerical Personnel* as well as *Clerical Personnel*
  - Engineers** includes: only those in that NOC Code
  - Technicians** includes: *Semi-professionals & Technicians*
  - Professionals** includes: only those in that NOC Code
  - Skilled Trades** includes: *Skilled Crafts & Trades* as well as *Skilled Trades & Service*
  - Labour** includes: *Semi-Skilled Manual Workers, Other Manual Workers* as well as *Intermediate Sales & Service*
- Students** includes: any student enrolled at a recognized educational institution or accredited academic program and includes both graduate and undergraduate students, cadets or any other student.
- Other** includes: marine crew and positions that do not fit into any of the other disciplines.

## Section 4.0 – Canadian-Newfoundland and Labrador Content

The following table is intended to reflect the benefit distribution from Terra Nova cash expenditures.

Table 4.1 summarizes the content distribution of operating and capital cash expenditures for the period, by Newfoundland and Labrador, other Canadian, and non-Canadian spending.

<b>Table 4.1 – Canadian-Newfoundland and Labrador Content Terra Nova Project - Operating and Capital Cash Expenditures (Q1, 2015)</b>			
Reporting Period	Content		
	Newfoundland and Labrador (%)	Other Canadian (%)	Non-Canadian (%)
<b>This Quarter:</b>	<b>59%</b>	<b>15%</b>	<b>26%</b>
<b>Year to Date (YTD):</b>	<b>59%</b>	<b>15%</b>	<b>26%</b>
<b>Project Cumulative(since production started in 2002):</b>	<b>56%</b>	<b>16%</b>	<b>28%</b>

The expenditure content percentages for the first quarter ending March 31, 2015 were 59%, 15% and 26% for Newfoundland and Labrador, other Canadian, and non-Canadian spending, respectively.

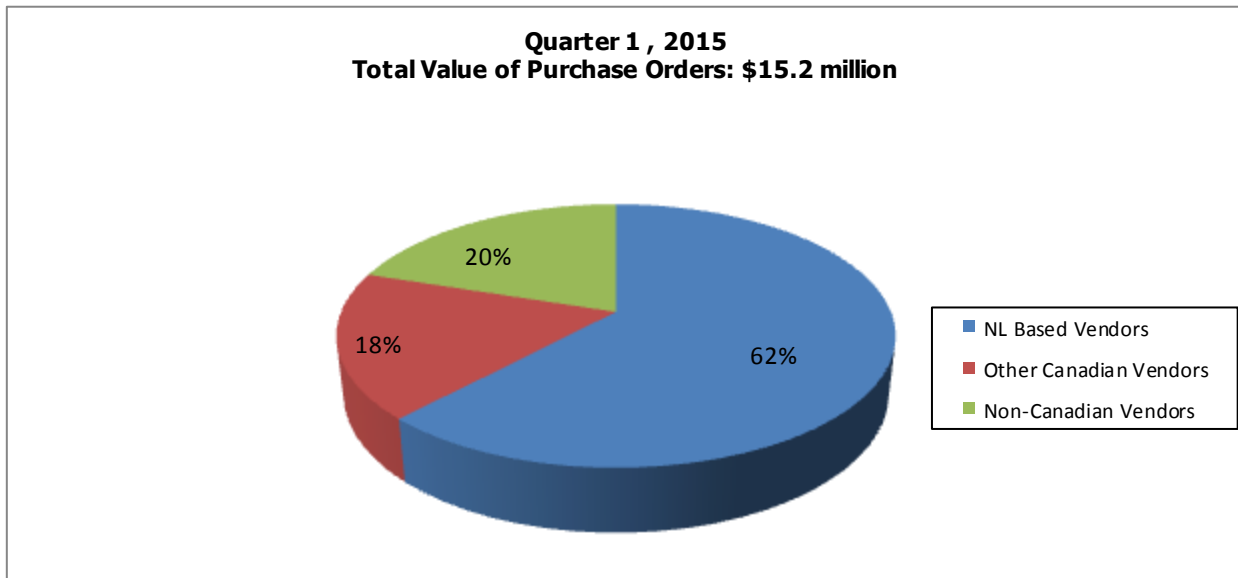
## Section 5.0 – Contracting and Procurement

A total of two (2) new contracts having an aggregate value of approximately \$500,000 were executed during the period January 01, 2015 to March 31, 2015.

<b>Table 5.1 – New Contracting Activity                      Terra Nova Project                      (Q1, 2015)</b>		
Description	Contractor	Contractor Location (NL, Other Canadian, Non-Canadian)
Provision of Technical Consulting or Capping Stack Services	Trendsetter Engineering Inc.	Non-Canadian
Grant Agreement - Ice Ocean Sentinal System (IOSS)	Memorial University of Newfoundland	NL

A total of 1,409 purchase orders with a cumulative value of approximately \$15.2 million were awarded during the first quarter of 2015. Approximately \$12.1 million, (80%) was spent in Canada including NL. Figure 5.1 summarizes the distribution of spend associated with all purchase orders across locations.

**Figure 5.1 - Purchase Orders (Percentage of Participation on a Value Basis)**





## **Section 6.0 – Conclusion**

Suncor Energy is committed to enhancing local industrial benefits for the people and the province of Newfoundland and Labrador for the life of the Terra Nova development to create a lasting legacy from the province's first FPSO development.