



SAINT JOHN REGION

**THE CHAMBER**

CHAMPIONS FOR BUSINESS

The Chamber  
National Energy Board Hearings Talking Points  
August 9, 2016 - Saint John, NB



# National Energy Board

- Introduction and thank you to the NEB and the other intervenors and commentators.
- Who we are:
  - Saint John Region Chamber of Commerce
  - Advocating on behalf of the business community since 1819
  - Created through the merging of 4 regional Chambers and business associations in 2013
  - Close to 800 companies representing 37,000 employees
  - 85 % small to medium sized companies
  - Chamber surveys indicate advocacy is main reason for membership



# National Energy Board

- Data sources for our members' position to NEB on economic impact of the pipeline for our region and related questions:
  - 2014 and 2015 Chamber membership surveys
  - Conference Board of Canada
  - Trans Canada
  - 2014 Imports data from the National Energy Board
  - Jupia Consultants Inc.
  - Irving Oil, Ltd.
  - NB Building Trades Unions



# National Energy Board

- Support for the Energy East pipeline from Chamber membership:
  - Membership support has been in excess of 90 % from membership surveys over the last 3 years



# National Energy Board

- The Conference Board of Canada states that the economic impact on our country and our region will be:
  - \$ 15.7 B investment to the Canadian economy
  - \$ 55 B in GDP to Canadian economy,
  - \$ 6.5 B in GDP to the NB economy over 20 years
  - \$ 853 M in government tax revenues over 20 years
  - Over \$40 million has already been invested into the province by Energy East.
  - More than 300 contractors and businesses in the province have registered as potential suppliers for the project.
  - Pipeline will decrease reliance of foreign oil imports, in fact, Canada imports \$ 26 B per year
- Employment:
  - 14,000 jobs in Canada during development
  - For NB, 3,123 direct and 648 indirect jobs during construction
  - For NB, 132 direct and 129 indirect during operations



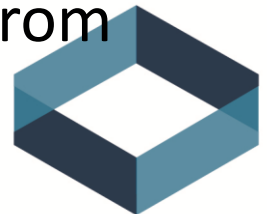
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- Employment - NB Building Trades:
  - The NBBTU represents 18 local unions - 8700 members province wide with approx. 7000 journey persons and 1700 apprentices.
  - NBBTU journey persons are accustomed to travel as there is very little industrial construction work other than short term maintenance in NB.
  - a challenge for apprentices to finish their apprenticeship (average completion rate for apprentices 5-7 years) and often leave the trades and NB due to the lack of work
  - NBBTU In-House Workforce Survey 2015 reported that 60-70% of their members available for work – We have the capacity and the experience to build.



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- Questions 1 – 3:
  - What processes and policies in place to ensure maximization of local workforce and supply chain?
  - What steps has Trans Canada taken so far to ensure readiness of local participation and qualification? Examples could include job fairs, supplier registration portals
  - Does Trans Canada have a workforce development strategy that includes apprentice ratios, journeyperson development and ongoing promotion of the skilled trades from construction through to maintenance phase.



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- The Trans Canada Pipeline will be an enabler for related supply chain opportunities:
  - Example: Irving Oil Limited
    - Member of Chamber for decades
    - Marine terminal expansion investment in the range of \$ 300 M
    - Development (6 years):
      - \$32 M increase to GDP
      - 203 jobs
    - Operations (25 yrs):
      - \$ 17 M
      - 90 jobs





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- Questions 4 – 5 :
  - What plans are in place and how will Trans Canada help ensure that local supply chain opportunities are maximized?
  - What role will Trans Canada play in helping further development in our community?



Thank you

