Working with Enbridge
Contractor Requirements

Gail Wahlberg Specialist, CSR & Indigenous Engagement
Values Moment

Integrity
Safety
Respect
Overview

1. Introduction
2. Enbridge’s Indigenous People’s Policy
3. Contractor Engagement
4. Working with Enbridge
5. Questions / Discussion

We want to build you into our supply chain.
Why we exist

We help fuel quality of life for millions of people in North America and right here.
What we do
How we help to fuel quality of life for millions of people everyday

Our liquids business
- 16,500 miles of active pipe
- 3 million bpd capacity
- More than 100 unique commodity types

Our natural gas business
- 34,410 miles of natural gas lines
- Moving 15% - 20% of North America's gas needs

Our renewables & transmission business
- 23 renewable projects in wind, solar, geothermal and waste heat recovery
- 3,000+ megawatts generating capacity

Our gas distribution business
- 3.5 million customers across Enbridge Gas Distribution and Union Gas
- Servicing more than 500 different communities
CSR/SCM and Socio-Economic Engagement

An introduction

What is it?

- Corporate Social Responsibility & Indigenous Engagement, Supply Chain Management
- LP, MP and Operations
- Minnesota, Wisconsin, Michigan (immediate focus)

Key objectives

- Identify Tribal and native owned business
- Build-up qualified skilled labor force
- Manage Socio Economic Requirements of Contractors
- Serve as Liaison
Enbridge’s Indigenous Peoples Policy
A Shared Responsibility

Our role

• Respect tribal rights

• Develop strong and mutually beneficial partnerships with tribal communities

• Socio Economic Plans help implement Enbridge’s Indigenous People’s Policy and is the key tool to provide social and economic investment and engagement

We commit to working with Indigenous people to achieve benefits for them resulting from Enbridge’s projects and operations, including opportunities in training, education, employment, procurement and business/community development.
Indigenous Engagement at Enbridge
Our priorities:

• Relationship building
• Safety and environmental protection
• Operation plans to include:
  – Historical relationships,
  – traditional knowledge and
  – land use information
• Increase employment, training and suppliers
• Invest in communities
• Cultural awareness training
The Pieces and Process of Economic Engagement

- Socio Economic Plans
- Socio Economic Requirements of Contractors
- Database

[Image of two workers in construction gear]

[ENBRIDGE logo]
The Pieces and Process of Economic Engagement
What is SERC

SERC

- Tribal Business Database
- Enbridge’s Indigenous Peoples Policy
- Specific Engagement
- Reporting Requirements
The Pieces and Process of Economic Engagement

The Process

1. **SERC** is included in the RFP *(including the business database)*
2. Contractor prepares and submits a **SEP**
3. **SEP** is evaluated (along with technical and commercial submittals) and approved
4. **SEP** becomes legally binding
Database: Native and Tribal Owned Businesses
Let’s Get Ready to Work Together

- Identify native owned or tribal owned companies for direct or indirect hire
- Support businesses in getting ready to work on Enbridge projects
- Database shared with contractors
- Currently over 200 businesses in the database
Enbridge Tribal Database: Category Overview
As of August 7, 2018

- Tribes by State
- TERO Officers and HR Contacts
- Construction
- Aggregate
- Food and Beverage
- Lodging
- Entertainment and Gifts
- Fuel and C-Stores
- Safety
- Professional Services
- Office Supplies
- Miscellaneous

Handout with services list
Additional Ideas for Economic Engagement

Support Native and Tribal suppliers, services and training

- Gas stations, hotels, restaurants, catering
- Off-duty law enforcement for security
- Purchase materials from tribal owned companies (sand and gravel, office supplies, etc.)
- STEM programs that recruit tribal members
- Industry training programs with tribal members
- Diversity or cultural competency training
- TERO officers

Graduates of Tribes and Trades Training Partnership program.
Working with Enbridge

- Subcontractor or a general contractor
- Specific requirements needed to assure everyone’s safety (never compromise safety or quality)

Pre-qualification review process:

- Contractor’s manuals (safety, D&A, quality, etc.)
- Contractor’s certificate of insurance
- ISNetworld subscription (3rd party contractor and supplier management system)*
- National Compliance Management Services (NCMS) subscription (3rd party drug and alcohol auditors)*

*Dependent upon services provided by contractor.
Getting Started

Examples

– Lac Courte Oreilles
  • LCO Development Corporation pre-qualification
  • Mock pre-bid meeting and site visit to prep for bid process
  • Project Management and Contract training

– Training
  • 11 trades training

– Pre-Qualification of Contractors
  • Tribal owned and Tribal member owned businesses
Getting Started

Your checklist

- Identify cross-discipline skills
  - Pipeline
  - Department of Transportation
  - Facilities

- Training
  - Opportunities to collaborate
  - Union collaboration, innovative opportunities

- Business Identification
  - Tribal owned and Tribal member owned
  - Contact Gail with name, contact, and services
Indigenous communities – empowered by constitutional rights, favorable legal decisions and modernizing regulatory processes – are transforming the way business is done in North America. At Enbridge, we believe this transformation is a very positive development.

Roxanna Benoit  
Vice President, Public Affairs and Communications  
Enbridge
Conclusion

We want to build you into our supply chain.
Q&A
Enbridge is an energy transportation company with a long history of operating several underground crude oil pipelines in Minnesota, Wisconsin and Michigan. We operate hundreds of miles of pipelines and facilities like pump stations that keep the oil moving safely and steadily to reach refineries in Twin Cities, Superior, Wisconsin; and beyond. The product we transport in our pipelines is from North America and is refined into products used every day including fuels, fabrics, plastics, propane, and more.

We are committed to working with the local and Tribal communities where we operate to offer economic benefits from Enbridge’s projects and operations, including opportunities for employment, contracting and training.

Enbridge hires qualified contractors and subcontractors to help maintain existing facilities and build new construction projects. We work only with businesses that meet our stringent safety, quality and socially responsible qualifications. This brochure is intended to provide you with an overview of the employment and business contracting needs for Enbridge projects.

**HOW TO CONNECT WITH ENBRIDGE**

Enbridge has strict qualification processes to ensure potential contractors operate in a manner consistent with our safety and quality programs, environmental regulations, and our other corporate policies as well as our values of respect, integrity and safety. Enbridge employees are available to help potential businesses understand our processes and expectations.

Michelle Johnson is the primary point of connect for local and Tribal businesses in Minnesota.
- Michelle can be reached at (218) 522-4875 or Michelle.Johnson@enbridge.com.

Gail Wahlberg is the primary point of connect for local and Tribal businesses in Wisconsin and Michigan.
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SERVICES: CIVIL
Concrete  
Demolition  
Drilling / Directional Boring  
Excavating  
General Contractor  
Hydro Vac / Dewatering  
Locating Services / 4 Way Sweep  
Piling  
Reclamation / Clean Up  
Restoration  
Roads & Paving  
Seeding  
Site Preparation  
Surveying  
Tree Clearing & Planting

SERVICES: ELECTRICAL
Cathodic Protection  
General Contractor  
Instrumentation (SCADA & Controls)  
Substations / Switch Yards

SERVICES: MECHANICAL
Asbestos Removal  
Equipment Installation  
Fabrication Shop  
General Contractor  
Insulation  
Mainline Pipeline Construction  
Meter & Power Skids  
Pipe Bends  
Piping / Mechanical piping  
Rigging  
Sprinklers & Fire Protection  
Structural  
Underground Services  
Welding

SERVICES: MISCELLANEOUS
Aggregate  
Commissioning  
Drafting  
Engineering  
Environmental  
Inspection  
Landscaping  
Lawn Services  
Matting  
Non Destructive Testing (NDT) Services  
Painting & Coating  
Pipe Stringing  
Pipeline Maintenance  
Plowing  
Security  
Tank Construction  
Traffic Control  
Transportation / Shipping  
Warehouse & Pipe Yards

Contact:
Minnesota: Michelle can be reached at (218) 522-4875 or Michelle.Johnson@enbridge.com
Wisconsin and Michigan: Gail can be reached at (218) 464-5620 or Gail.Wahlberg@enbridge.com

> enbridge.com
With the completion of the Enbridge and Spectra Energy merger, Enbridge is uniquely positioned to meet North America’s energy demands and continue leading in the safe, reliable and responsible delivery of the energy people need and want.

Our assets are now more diversified and balanced between natural gas and crude oil, complemented by our rapidly growing renewable power generation business.

Our core values and our commitment to stewardship of the environment and community engagement, have not changed – and will not change.

Key asset information:

- Gas pipelines: 34,410 miles
- Natural gas storage: 415 Bcf
- Liquids pipelines: 7,511 miles
- Natural gas processing capacity: 11.4 Bcf/d
- NGLs produced: 307 MBbl/d
- Combined retail gas customers: 3.5 million
- Renewable energy generation: 2,200 MW (net)
Enbridge Inc.
Indigenous Peoples Policy
Enbridge recognizes the diversity of Indigenous peoples who live where we work and operate. We understand that the history of Indigenous peoples in both Canada and the United States has included social and economic exclusion, and Enbridge recognizes the importance of reconciliation between Indigenous communities and broader society. Positive relationships with Indigenous peoples, based on mutual respect and focused on achieving common goals, will create constructive outcomes for Indigenous communities and for Enbridge.

Enbridge commits to pursue sustainable relationships with Indigenous communities in proximity to where Enbridge conducts business. To achieve this, Enbridge will govern itself by the following principles:

• We recognize the legal and constitutional rights possessed by Indigenous peoples, and the importance of the relationship between Indigenous peoples and their traditional lands and resources. We commit to working with Indigenous communities in a manner that recognizes and respects those legal and constitutional rights and the traditional lands and resources to which they apply, and we commit to ensuring that our projects and operations are carried out in an environmentally responsible manner.

• We recognize the importance of the United Nations Declaration on the Rights of Indigenous Peoples in the context of existing Canadian law and the legal and constitutional obligations governments in both Canada and the US have to protect those rights.

• We engage in forthright and sincere consultation with Indigenous peoples about Enbridge’s projects and operations through processes that seek to achieve early and meaningful engagement so their input can help define our projects that may occur on lands traditionally occupied by Indigenous peoples.

• We commit to working with Indigenous peoples to achieve benefits for them resulting from Enbridge’s projects and operations, including opportunities in training and education, employment, procurement, business development, and community development.

• We foster understanding of the history and culture of Indigenous peoples among Enbridge’s employees and contractors, in order to create better relationships between Enbridge and Indigenous communities.

This commitment is a shared responsibility involving Enbridge and its affiliates, employees and contractors, and we will conduct business in a manner that reflects the above principles. Enbridge will provide ongoing leadership and resources to ensure the effective implementation of the above principles, including the development of implementation strategies and specific action plans.

Enbridge commits to periodically review this policy to ensure it remains relevant and meets changing expectations.
Protecting people and pipelines

Safety is, and always will be, our number one priority. That’s why we invest heavily and our team devotes hundreds of thousands of hours every year to keep our systems running smoothly and without incident. Our program of preventative safety measures includes:

- Using high-quality steel, anti-corrosion coatings and cathodic protection (a low-level direct current) to deter corrosion
- Pressure testing new and existing pipelines
- Following inspection and preventative maintenance programs
- 24-hour monitoring of our pipelines and facilities
- Conducting frequent aerial and periodic ground inspection of our right-of-way surveys
- Using automatic shut-off and remote control valves
- Conducting emergency response preparedness training and drills for employees and third-party emergency responders
- Providing public awareness safety information to our pipeline neighbors

We supplement our maintenance procedures with integrity management plans, which provide greater protection in high consequence areas.

The U.S. Department of Transportation credits pipelines as the safest, most reliable and efficient manner of transporting crude oil and other liquid petroleum products. It’s why we build them, and why we would like you to know more about them.

The warning signs

Be observant of unusual sights, sounds and smells near the pipeline and immediately report anything out of the ordinary by following our Steps for a Safe Response.

You might see:
- Liquid on the ground
- Discolored snow or vegetation
- Oily sheen on water surfaces

You might hear:
- A roaring, blowing or hissing sound

You might smell:
- An unusual sulfur or rotten egg odor

Steps for a safe response

- Call 911
- Call the toll-free, 24-hour Enbridge emergency number for your area:
  - 800-858-5253
- Follow instructions provided to you by Enbridge and local emergency responders

Life takes energy and our job is to move the energy you need as safely as we possibly can with measures including 24-hour real time pressure monitoring, in-line inspection, integrity digs with visual inspections, and public awareness. Our pipeline systems and facilities are designed with high-quality materials and engineered to meet a variety of operating conditions and pressures.

Because safety matters.
Enbridge Energy, Limited Partnership has proudly operated our pipeline system for decades, transporting North American crude oil and natural gas liquids from Canada, Montana and North Dakota to refineries in the Great Lakes region and beyond.

Our underground pipeline system is part of the world’s longest liquid petroleum pipeline system and has expanded to meet market demand over the years. Today, we continue to expand to meet transportation needs of energy producers and refiners for decades, transporting essential North American crude oil so it can be refined into products used every day across the United States from asphalt for roads to jet fuel and gasoline for our vehicles as well as feedstock for fertilizer, plastics, cosmetics, poly-fibers and other products. Enbridge transports an average of 2.8 million barrels (about 117.6 million gallons) of crude oil every day.

Supporting the North American energy industry requires that we operate, manage, and monitor our pipeline systems and crude oil storage facilities, as well as work with landowners, community leaders, and emergency responders along our pipeline route. In addition, our contractors hire hundreds or more during expansion and maintenance projects.

Supporting Communities Along our pipeline

Enbridge believes in being a responsible and active member of the communities in which we live and operate. Our community Investment Program partners with organizations and agencies dedicated to providing small grants to first-responder organizations located along our pipeline route to help underwrite equipment or training. In addition, Enbridge pays millions of dollars in property taxes; hires local employees and contractors; and, purchases equipment, supplies and services locally, whenever possible.

Protecting the environment

We actively pursue ways to minimize our impact on the environment, and support initiatives that help us protect air, land and water resources.

• Protecting the environment, compliance with regulatory requirements, and maintaining good landowner relations are important. Prior to any construction activity, Enbridge must obtain all necessary licenses, permits and approvals.

• Enbridge’s own strict environmental management practices include a review of soil conditions and land use prior to starting construction. Construction crews are instructed to think of themselves as guests and respect landowners’ property.

• We use modern construction techniques to prevent soil erosion, protect topsoil, repair drain tiles and irrigation systems, and alleviate soil compaction.

• Our goal is to restore property as close to its preconstruction condition as possible to honor landowners and to be good stewards of the land our pipeline system crosses.

Midwest Region Fast Facts

- Employees
  More than 700

- Office Locations
  ND: Minot, Grand Forks
  MN: Bemidji, Edina, Duluth
  WI: Superior, Janesville

- Terminal Locations
  ND: Minot, Grenora, Berthold, Little Muddy, Trenton, Alexander, Brevig Lodge, Stanley
  MN: Clearbrook
  WI: Superior

Emergency response preparedness training exercises are collaborative drills between Enbridge and external response organizations and agencies.