ACR Aboriginal Programs Project Program Template

Program Area: 3.0 Business Development

Sub Program: 3.1 Providing Business Opportunities

Template: 3.1.4 Aboriginal Contractor Database

Sponsor(s): EnCana Corporation

1. Objective

To measure Aboriginal participation in direct contracts and build internal awareness of existing Aboriginal businesses in proximity to EnCana's operations.

2. Description

The internal Aboriginal Contractor Database contains the following information: description and type of the business; size; descriptor references to capacity; equipment lists; price lists; and business contacts. Real-time reports can be generated that cross-reference geographic location, Aboriginal community type, business unit allocation and business type. The Aboriginal businesses are also coded according to ten distinct classifications:

- > First Nation owned tribal council (includes Inuit)
- > First Nation member owned off reserve (includes Inuit)
- First Nation member owned On reserve (includes Inuit)
- > First Nation band owned (includes Inuit)
- Métis community or organization owned
- Métis member owned
- Métis Settlement owned
- Aboriginal owned other
- First Nation/non-Aboriginal business partnership) includes Inuit
- Métis/non-Aboriginal business partnership

Encana's internal Aboriginal relations website links to the Aboriginal Contractor Database, accompanied by the corresponding community profile.

3. Implementation

Some of the key elements for implementation and management of this program are:

- > Internal administration resources are required to build the database and keep it current
- Administration of database includes accounting department involvement to generate current reports and statistics
- > Database is for internal use only although data is shared with the public and communities

4. Timeframe for Results

Following the set-up of the database there were immediate results due to raised internal awareness.

5. Measurable Criteria

- Increase in number of contracts awarded to Aboriginal businesses
- ➤ Increase in number of Aboriginal contractors included on bid lists
- Creation of sustainable income, economic and other benefits for Aboriginal communities
- > Increase in number of joint ventures and partnerships developed

6. Budget

Start-up of the database cost approximately \$30,000, including internal administrative input, IT support, and research. The ongoing maintenance of the database cost approximately \$4,000 annually.

7. Partners and Sponsors

EnCana Corporation is the sole sponsor.

8. Experience with the Program

The system provides accurate spend data that can be used to assess and communicate EnCana's performance regarding the level of Aboriginal participation in projects or within geographical areas. It provides useful information for Aboriginal communities, EnCana management, front-line staff and governments. The ease and timeliness associated with gathering this information has been greatly enhanced.

9. General Applicability

This program is a model that can be used by resource industries where there is potential for Aboriginal companies to bid on or participate in contracts to supply goods and services.

10. Additional Information or Support

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