## **Final Report**

Mission to Houston, Texas October 25-30, 2008



#### **Overview:**

The focus of the mission was to inform senior business leaders about Alberta's positive provincial investment climate for chemical and energy development.

The mission was successful in meeting its objectives as outlined below.

### **Mission Objectives:**

- To promote government priorities and action plans concerning oil sands development, environmental management, a value-added strategy, and a positive investment climate in the province.
- To increase awareness of the province's Bitumen Royalty-in-Kind policy.
- To assess best practices of industrial chemical cluster development and determine how the recent financial crisis may impact the investments in Alberta
- To communicate Alberta's business advantages and gain a better understanding of the cost competitiveness challenges in the industrial construction and manufacturing sectors.

#### **Results:**

#### October 27, 2008

Minister Evans met with Steve Mulva, Ph.D., Associate Director for Benchmarking and Metrics at the Construction Industry Institute (CII). The meeting focused on Alberta construction cost competitiveness. The Minister previewed a CII study on Alberta's mega-project construction cost performance. The study demonstrates that in several key areas Alberta is relatively competitive with construction costs in the US Gulf Coast.

The Minister met with two energy experts from Rice University: Dr. Ron Soligo, a global crude oil market expert, and Dr. Ken Medlock, one of the principal researchers who developed a new dynamic global natural gas model. The Minister learned about their research and analysis about the current energy economy situation and its implications for Alberta.

Minister Evans met with officials from LyondellBasell, one of the world's largest polymers, petrochemicals and fuels companies. Minister explained the province's chemical industry cluster vision and encouraged them to invest in Alberta.

#### October 28, 2008

Minister Evans met with a senior executive from Tesoro Corporation, one of the largest independent refining and marketing companies in the Western United States. Tesoro was encouraged to invest in the province and informed about Alberta's oil sands

development. The Minister gained insight into current US environmental legislation that impacts the North American energy sector.

Minister Evans participated in a roundtable discussion with key Texas legal, industrial and financial sector players. The discussion focused on Alberta government priorities, environmental management, labour development strategies, value-added strategy, Bitumen Royalty-in-Kind policy, and oil sands development.

Minister Evans spoke at the Center for Energy Economics focusing on strategies for adding value around Alberta's oil sands resources and how the province is managing development through innovative environmental policies.

The Minister met with senior officials of the Federal Reserve Bank's Houston Branch. They explained the Federal Reserve Bank's governance and operations.

Minister Evans took part in several media interviews with reporters from E&P (leading exploration and production publication), Energy Intelligence Group (focusing on international oil and gas business), Houston Business Journal (one of the largest local business journals) and the Houston Chronicle.

#### October 29, 2008

Minister Evans spoke at the Global Refining Strategies Conference. The goal of the speech was to inform the audience of the province's intent to become a major player in the North American energy market beyond the export of raw bitumen, its concern for the environment and approach to climate change, and its plans to manage oil sands development and encourage investment in value-added opportunities.

The Minister met with senior executives from three other global petrochemical firms. They were encouraged to take part and invest in Alberta's chemical cluster vision. As well, they were informed about the significant off gas and syngas availability brought on by new upgraders and expansion projects.

The Minister met also with Jacobs Engineering Group Inc., one of the world's largest and most diverse providers of professional technical services. The Minister obtained an overview of cost factors that were impacting international projects outside of Alberta (e.g., material cost, labour cost and project timelines, etc.).

#### October 30, 2008

The Minister traveled back to Alberta.

#### **Delegation:**

Iris Evans, Minister of Finance and Enterprise Troy Holinski, Executive Assistant to the Minister

# International Travel Final Expenses

Expenditures by Participants	Amount
Travel (includes airfare, airport service fees, ground transportation costs, including taxis, car rentals, parking, trains, buses as well as mileage to/from airport or taxis to/from airport in Alberta, including any cancellation fees)	\$ 7,901.09
<b>Accommodation</b> (room charges and related taxes, including any cancellation fees)	\$ 4,483.54
<b>Meals</b> (includes restaurant bills and tips, meals on hotel bills, per diem meal claims, share of group meals or working sessions)	\$ 639.39
Incidental and Miscellaneous (includes cell phone rental charges, incremental costs for all electronic devices such as roaming charges for cell phones, iPads and costs associated with communications such as the costs incurred for media call-backs, conference/registration fees, including cancellation fees, fax and internet charges, passport and visa fees, medical and inoculation fees, laundry and dry cleaning, baggage handling, out-of-country per diems, and other sundry expenditures)	\$ 0.00
Sub-Total	\$ 13,024.02
General Mission Expenditures	Amount
Receptions and Hosting (receptions, luncheons, dinners, and events that are hosted by the GoA that are specific to the mission and include meeting related costs for room rental, room rental for hosted events, food, beverages, catering staff, service charges, entertainment, flowers)	\$ 276.53
Incidental and Miscellaneous (includes translation of documents fees, publications, shipping charges, gifts purchased specifically for mission, Canadian Embassy/High Commission/Consulate charges for services provided to the GoA)	\$ 0.00
Sub-Total	\$ 276.53
Total Costs	\$ 13,300.55