



QUARRY PARK: Mixed-use project grows Page C3 FLAMES: Backlund left in the lurch

BUSINESS

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Enbridge pushes pipeline

Second appeal made to Montreal business leaders

ROSS MAROWITS THE CANADIAN PRES

MONTREAL — Enbridge's chief ex-ecutive touted the benefits of his company's pipeline reversal proj-ect Monday on the eve of public hearings on the issue by a Quebec legislative committee. ative committee. Al Monaco said he was confident

The project will win approval by the National Energy Board and support from the provincial committee. "Twould never say it's a done deal.

We have to go through the process (but) we're confident that we'll get approval," he told reporters after

speaking to Montreal. It was Monaco's second appeal to Montreal business leaders in about

Montreal business leaders in about two months.

The Calgary-based company will make a presentation and take committee questions for about two hours and be followes of hearings through Dec. 2. Monaco said it is important for the public to speak up and vowed to listen to issues raised. "We understand that Quebecers want reassurance that local interests are respected," he said in his speech.

ests are respected, he said in his speech.

He described the provincial in-volvement as a "valuable comple-ment" to the federal regulatory process that will ultimately decide early next year whether the project can proceed.

The company was forced to make its final submissions to the federal regulator in writing after the final day of hearings in Toensto were cancelled in October due to security concerns involving some protesters opposed to allowing. Alberta crude concerns in Cuche in the control of the concerns in Cuche. In addition to carrying mostly light crude eastbound. Enbridge was to increase the pipeline's capacity to 300,000 barrels. The pipeline originally transported oil from Sarnia, Ont. to Montreal but was reversed in the late 1900s to pump imported crude westward.

A coalition of Quebec bus and two Montreal refineries.

A Coalition of Queece Coalities, union and local municipal leaders is supporting the line reversal, saying it will preserve thousands of jobs and two Montreal refineries.

"People want to know if it can be done safety and can it be done in an environmentally correct way and we sincerely believe that it can be," said Andre Brunelle, president of the Industrial Association for the East of Montreal.

Meanwhile, Monaco said Enbridge has invested hundreds of millions of dollars in developing wind opportunities in Quebec and has plans further expand its presence in the renewable energy sector. He declined to say how much additional capital investment is expected to be made. e made. Enbridge already owns stak

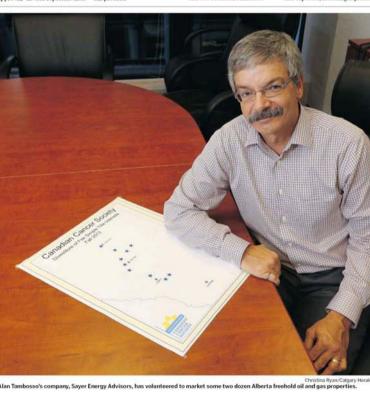
Enbridge already owns stakes in three wind projects in the prov-ince, with a combined capacity of 530 megawatts. Growing global energy demand, particularly from developing countries, requires all forms of energy to be developed and exported, including liquefied

natural gas (LNG), he said.

Enbridge is expanding its renewable generation business — which includes wind, solar and goothermal power — to offset carbon emissions from its bigger fossil-fuel related businesses. Including its Quebec operations, the company owns bined capacity of 1,50 megawatts. We have good partners and we have some good opportunities, so we are hoping we can make more investments in Quebec, "Monaco told reporters after his speech." It's one of our key areas."

Meanwhile, Enbridge said it has secured Marathon Petroleum as the anchor shipper for its s1,6-bill ion Sandpiper pipeline project that the anchor shipments from North Dakora to the U.S. Midwest.

Ways 1825 EMM BLOOMERE



Oil land on block for charity Nichola Lastella, philamthropy lead for the Alberta/NWE branch of the Canadian Cancer Society, said Sayer is helping the charity get out of a business it probably should never have been in. The 26 freehold properties were accumulated gradually through be-quests since 1985 and at one time they may have generated as much as \$4,0000 per year. But annual returns have fallen to \$5,000 to \$6,000 in recent years and the society consulted with a petroleum landman to find a solu-tion, she said. A charitable orga e kept the mineral rights after

Company steps in to market Cancer Society donations

DAN HEALING

They represent the last wishes of dying Albertans who wanted to help others avoid one of the most feared diseases of our time. Now, a Calgary mergers and activations of the most own of the canadam Cancer Society over the past 30 years. Bidders are asked to "look deep in their hearts this Christmas season when preparing an offer in the Sayer Energy Advisors' offering brochure. A data room orened Most own of the past and the sayer Energy Advisors' offering brochure.

the Sayer Energy, some ing brochure.

A data room opened Monday offers details on the properties, which stretch from south of Calgary to Edmonton.

nd the society are retroleum landman to find a soluon, she said.

"We had declining revenue in that rea, didn't really know what we ad in hand, and he advised us it asn't our business. A charitable genization shouldn't hold these genization shouldn't hold these beautiful that the solution of the sol

nization shouldn't hold these interests NICHOLA LASTELLA, CANADIAN CANCER SOCIETY

last Christmas at the invitation of

e society, "The issue was the lands title

the society.

"The issue was the lands titles were a mess because they really don't have anyone to administer them," he said. "We were hoping tog eit in ut last Christmas. So we brought in a land administrator who donated her time and she cleans and the issues are."

The province owns 81 per cent of Alberta's mineral rights and much of the rest is held by the federal government on the balf of First Nations or in national parks.

Treebhoft titles owned by individuals are rare and have their origins in the early days of the province, when it was possible for settlers to acquire the rights to both surface and subsurface resources. Some

have kept the mineral rights after selling the surface rights.

"They've been passed on through the years, generally to their heirs or they sold them to freehold companies," said Tambosso. "In this case, people who have ownership of them have put them in their wills and willed them on to the cancer society when they passed away." Setting a price for the assets is Setting a price for the distribution of the setting and willed them on to the cancer society when they gased away." We're hoping there will be a charitable component in the bids which will be accepted until noon. Dec. 19. "We're hoping for something or something and earn royalties on production, although many have no current active wells and some leases have apparently expired.

The properties have been paid to the wong parties because of the confused state of the portfolio.

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Don't hold breath on oilpatch renewal



The oilpatch should be at the beginning of a renaissance; the key word being "should."

In the late 1980s and early 1990s, two events laid the groundwork for a renaissance in the oilpatch.

The first was the implosion of Dome Petroleum, which saw many of its carefully selected employees go not create tremendous value at other companies, alumni went on to create tremendous value at other companies, alumni went on to twork with bigger companies, others took advantage of the second event — the decision by many major oil and gas players to divest their Canadian assets.

This provided an opportunity for those who understood the plays to buy the assets and be instrumental in creating what was known as the junior segment of the market.

It was an unprecedented time for entrepreneurship in the oil-patch, with many risks taken, some successful, some not.

Some of those companies went on to become the big players of today, while others morphed into intermediates and were swallowed by bigger companies.

Then there were those who played in the royalty trust word.

world. Others saw the opportunity

Others saw the opportunity to buy the assets as the way to grow exponentially in terms of reserves and production. What made that time unique was the ability to access capital since investors were willing to fund the new players who came with an understanding of the as set base and how to extract value. set base and how to extract value It helped that the smaller com-panies were nimble and had low cost structures.

They were also willing to change up the compensation structure by offering stock op-tions as a way to motivate em-

ployees.
In contrast, you could say the past few years in the energy sector have been rather dull.
Ever since 2006, when Ottawa dumped the royalty trust model, the junior market — especially in the publicly traded realm—has been anything but exciting.
The question now is whether the myriad asset divestitures announced in recent weeks will translate into another renaissance.

Don't hold your breath.

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