



O&G Industry Newsletter

Please find below an overview of global events, funding opportunities and market intelligence related to the Oil & Gas industry for companies and stakeholders in Alberta. (Note: Events listed below are for information purposes only. If a provincial trade mission is organized for an event, that information will be indicated on the corresponding item below)

Section : 0. HEADLINES (1)

Thinking of diversifying into the mining industry ?

There are many parallels between the products / services / technologies used in O&G and mining. If you're interested to test your market fit, the Prospectors & Developers Association of Canada (PDAC) 2021 event is a prime opportunity.

The Government of Alberta is currently seeking interest on participation in the Virtual PDAC event occurring in March 2021. Alberta-based companies with novel products / services / technologies applicable to the mining industry, who have interest to connect with international mining companies, agents/distributors or potential partners globally, are encouraged to register their interest via the link below.

Click here for more info: <https://cutt.ly/whb7WBH>

Section : 1. EVENTS AND MISSIONS (3)

Update: Global Energy Show Postponed to Sept 2021

dmg::events and the National Coalition of Chiefs announced recently the co-location of the Global Energy Show and NCC Energy and Natural Resources Summit, at BMO Centre, Stampede Park on September 20-23, 2021. In addition to new fall dates, both organizations will work to form a strategic partnership together in the spirit of a shared vision and mandate.

The National Coalition of Chiefs (NCC) is committed to defeating on-reserve poverty by working with the natural resource industry, and speaking out in support of responsible development and by creating a forum for discussion between First Nation Chiefs and leaders from the Natural Resource Industry of Canada with a focus on the oil and gas industry.

Click here for more info: <https://cutt.ly/khTJ8Xx>

Upcoming Webinar - Smart Cities / Infrastructure Opportunities in the Philippines (Jan 2021)

The Government of Alberta, in collaboration with the Trade Commissioner Service and other key partners in the Philippines, is organizing a webinar to promote Alberta companies to the Philippines and other ASEAN markets. The webinar is targeted to take place in late January, 2021, and will cover a variety of sectors relating to Smart City infrastructure projects, including environmental sectors and P3 opportunities.

If interested in further details, please contact Yu.Bao@gov.ab.ca

Click here for more info: [See email Contact listed above](#)

Event Postponed: NAPE Summit in Houston is Postponed to Aug 18-20, 2021

NAPE is the oil and gas industry's marketplace for the buying, selling and trading of prospects and producing properties. NAPE brings together all industry disciplines; draws in decision-makers; focuses its participation on prospect generators; and hosts companies of all sizes, from small independents to majors.

Due to COVID-19 concerns and restrictions on gatherings and travel, NAPE Summit will be a hybrid event. They will host the NAPE Summit in person at the George R. Brown Convention Center in Houston and virtually on the NAPE Network. Hybrid registrations include access to the in-person events plus the NAPE Network. Virtual only registrations include NAPE Network access.

Click here for more info: <https://cutt.ly/qhTJ4Bv>

Section : 2. FUNDING (4)

Update - Small and Medium Enterprise Relaunch Grant

Program expansion (coming soon)

Starting early the week of December 14, job creators who have experienced a 30% revenue loss due to the COVID-19 pandemic will qualify for the program, lowering the threshold from the existing 40% revenue loss requirement. This 30% threshold will be available to impacted businesses retroactive to March.

Alberta businesses affected by the public health orders in effect from November 6, 2020 and later will also be eligible to apply for a second payment through the program.

Job creators that meet the program's eligibility criteria will be able to apply for 15% of their pre-COVID-19 monthly revenue up to:

- a maximum of \$5,000 in funding for their first payment, and
- a maximum of \$15,000 for their second payment

Application intake for the second payment is not currently available but will open soon.

Click here for more info: <https://cutt.ly/DfUnib6>

Alberta's Innovation Employment Grant

The Innovation Employment Grant will encourage economic growth by supporting small and medium-sized businesses that invest in research and development (R&D) with a grant worth up to 20% of qualifying expenditures.

The program is currently under development as part of Alberta's Recovery Plan. Supporting legislation to come, but keep your eyes on the program website via the link below.

Click here for more info: <https://cutt.ly/EdFUJoV>

ERA Funding - Shovel-Ready Challenge (Dec 22 Deadline)

Emissions Reduction Alberta's new \$150 million Shovel-Ready Challenge is now accepting applications. This funding opportunity provides vital financial support to companies ready to implement leading-edge technologies in applications for both greenfield and brownfield operations. This will result in operational efficiencies, cost and emissions reductions, new investment, job creation and retention, and address longer-term environmental sustainability priorities. Successful applicants are eligible for up to \$15 million with a minimum request of \$2 million.

ERA is seeking field pilots, commercial demonstration and deployment projects in applications that have the highest potential to rapidly create economic stimulus and environmental resiliency. Projects must begin within 60 days of funding approval and outcomes must include demonstration or deployment of technologies in operational environments. New projects and projects at early stages of execution that have been initiated but stalled due to the current economic situation are eligible to apply.

Click here for more info: <https://cutt.ly/jgXkgal>

Updates to CanExport SME Program

Recent Update to Program:

- 1) Online Advertising - A strong e-commerce presence is key in ensuring the prosperity of Canadian SMEs, both during and after the COVID-19 crisis. Expenses for online advertising including Search Engine Optimization (SEO) for target markets for a maximum funding of \$50,000 per project will be allowed. Eligible platforms include: • social media platforms (ex. Facebook, Twitter, LinkedIn, Instagram and WeChat) • online marketplaces (ex. Amazon and Alibaba) • search engines (ex. Google and Yahoo)
- 2) Virtual Business Development Events - The cost of registering and participating in virtual international trade fair, seminar, international forum or private exhibition (in-person will resume once travel restrictions are lifted).
- 3) Third Party Reps: For agriculture and agri-food sector only, third-party representatives that export Canadian goods will be eligible (such as trading houses and export brokers).

Looking to grow your business globally? Apply online for up to \$75,000 in CanExport SMEs funding to cover up to 75% of your international market development activities. Canadian small and medium-sized enterprises (SMEs) may choose up to (5) export markets to target, where your company has no or minimal business. We are committed to provide a decision within 60 business days.

Click here for more info: <https://cutt.ly/GdFeFF5>

Section : 3. MARKET INTELLIGENCE (6)

Presentation Slides - Reset 21-22 The Economic Recovery Plan of the State of Sao Paulo

The Reset 2021-2022 plan brings opportunities for investment in the State of Sao Paulo. It presents the benefits of doing business in Brazil, focusing on reducing inequalities through job generation whilst complying with international environmental norms.

Click here for more info: <https://cutt.ly/4hTJ1LH>

Previous Webinar: Brazil-Canada Talks: How to market your company in Brazil with CanExport

The Brazil-Canada Chamber of Commerce invited Sara Hipson, Business Development Executive at Mentor Works and Jim Bensimon, President and Co-Founder at iRISE Media to share their experience helping Canadian SME's to successfully access

government funding to develop export opportunities for their products and services in Brazil.

The CanExport Grant allows companies to obtain up to 75% of eligible costs to a maximum of \$75k in the form of government grants to perform marketing activities targeted at new markets outside of Canada (i.e. Brazil, U.S.A. Europe etc.). Pre-pandemic, this grant supported trade shows and travel-related expenses, however the program has pivoted to accommodate the current export marketing landscape and now covers online marketing activities targeted at new international markets, including Search Engine Optimization (SEO) and involvement in virtual trade shows.

Click here for more info: <https://cutt.ly/bhTJ0UD>

Previous Webinar: Taking action in the face of uncertainty during the energy transition

Committing to the Paris Agreement is just the first step in the move to a lower-carbon future. Energy and industrial companies must soon commit, in a world of unprecedented uncertainty, to long-term strategic decisions that may have existential consequences.

An expert panel has been assembled to discuss:

- Plausible scenarios for the energy transition
- The key global trends driving the transition
- The identification of indicators and signposts
- Effective toolkits to manage uncertainty and risk
- Taking a holistic view amid plentiful but incomplete datasets
- Long-term planning that integrates short-term risk management

Click here for more info: <https://cutt.ly/YhTJ2SI>

Previous Webinar - Pop Up Policy with Gary Mar, President and CEO of the Canada West Foundation

The United States election on November 3 is being called the most important election in the modern era. But what does the outcome hold for Western Canada and how the four provinces engage with Washington? Will engagement with the northwestern states become more crucial? What will happen to the Keystone XL pipeline? What impact will it have on trade? Climate change policy?

Join Gary Mar, President and CEO of the Canada West Foundation, for his unique insights on dealing with the United States. As a former Alberta Cabinet Minister and Official Representative of Alberta at the Canadian Embassy in Washington D.C., Mar knows the players and understands the policy implications of the result and how those must be managed. In conversation with moderator Deborah Yedlin, one of Calgary's leading business columnists and current Chancellor of the University of Calgary, this is an important discussion on the future of Western Canada's most important international relationship.

Click here for more info: <https://cutt.ly/whTJ9cR>

Previous Webinar - Argentina: Opportunities for Investment and Economic Recovery

AS/COA is pleased to present "Argentina: Opportunities for Investment and Economic Recovery," featuring key public officials from the administration of President Alberto Fernández and leaders from the private sector. This program will bring together a group of senior policy makers, investors, and international business leaders for a forward-looking and insightful discussion about Argentina's economic recovery, key areas of growth, and emerging investment opportunities.

Click here for more info: <https://cutt.ly/3hTJ3rr>

Launch of the Canada-Guyana Chamber of Commerce (Dec 4)

A non-partisan institution, the CGCC seeks promote and facilitate investment and trade between Guyana and Canada and other countries.

Speakers at the launch event included the President of the Cooperative Republic of Guyana and the Canadian High Commissioner to Guyana.

Click here for more info: <https://cutt.ly/WhTJ3Gk>

If you have any questions regarding content in the newsletter, please feel free to contact me at any time.
Best regards,

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