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# Community Relations And Business Development

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# AGENDA



- ✓ **Key events**
- ✓ **Labour force update**
- ✓ **Sponsorship**
- ✓ **Community Liaison committee**
- ✓ **AEM Inuit Business Development**
- ✓ **northern business contract**
- ✓ **opportunities**

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# Community Relations





# Key events of 2009

- School presentation done in Baker Lake & Arviat
- Kivalliq Explorer Program (Gem Program), 14 students from Kivalliq, 4 weeks on site
- Community tour=Every 2 weeks summer and fall
- Arviat Hamlet council project update and Focus on hiring
- Baker Lake School site visit
- Science Camp site visit
- Ministers visit = Peter Taptuna
- First Baker lake Christmas party and community feast
- Baker Lake food drive (RCMP)
- AEM is involve in the SEMC

# Manpower up to April 2010



## *Meadowbank Mine site & Baker Lake Workforce*

Department	Inuit	Southerner	Total	To Hire	Ratio Inuits
Baker lake	1	2	3	0	33,3%
Camp	56	35	91	9	61,5%
Environment	3	7	10	0	30,0%
Geology	14	17	31	2	45,2%
Health & Safety	0	5	5	3	0,0%
Human Resources	11	22	33	3	33,3%
Maintenance	1	33	34	16	2,9%
Process plant	15	78	93	5	16,1%
Mine	52	75	127	30	40,9%
Engineering	1	12	13	0	7,7%
Procurment & logistic	2	21	23	2	8,7%
Management	0	5	5	0	0,0%
Surface	21	18	39	5	53,8%
<b>Total</b>	<b>177</b>	<b>330</b>	<b>507</b>	<b>75</b>	<b>34,9%</b>

# AEM impact in Baker Lake and Kivalliq

**More Job opportunities**

**More Skills development because of training**

Community	Number
Baker Lake	125
Rankin Inlet	19
Arviat	21
Chesterfield Inlet	2
Coral Harbour	2
Repulse Bay	2
Whale Cove	1



**More money is spend in the Kivalliq**

**More New vehicles, snowmobile and ATV**



## Different Types of jobs occupy by Inuit's

- Driller & Blaster = 3
- Auxiliary Equip. Operator = 7
- Haul Truck Operator = 40
- Mine Clerk = 1
- Laboratory Technician = 8
- Security Guard - On Call = 3
- Human Resources Agent = 1 looking to have one more
- Community Liaison Officer = 1
- Security Guard = 6
- Human Resources Clerk = 1
- Receptionist = 1
- Environmental Technician = 1



## Different Types of jobs occupy by Inuit's

- Geology Technician = 4
- Warehouse Person = 1
- Heavy Equipment Operator = 7
- Fixed Equipment Operator = 1
- Cook Helper = 4
- Dishwasher = 12
- Janitor = 38
- Laborer, Specialized – MBK = 2
- Laborer – MBK = 18
- Laborer – BL = 2
- Helper = 17







## Top Four paying positions occupied by some Nunavummiut

- **1) Driller & Blaster** **30,47\$/h**
- **2) Auxiliary Equipment Operator** **28,60\$/h**
- **3) Fixed Equipment Operator class 2** **27,32\$/h**
- **4) Haul Truck Operator** **25,22\$/h**



# Sponsorship



**AEM sponsor different activities or events that can help the communities in our backyard. Here is some examples:**

- **John Arnalukjuak High School**
- **Rankin Inlet Coed Volleyball**
- **Kivalliq science educator's**
- **Chesterfield inlet boys basket**
- **Sam Tutanuak Music artiste**
- **Baker lake hospice society**
- **Rankin Inlet Avataq Cup sponsorship**
- **Arctic Youth Leadership Expedition for 2010**
- **Summer Festival Rankin Inlet**

## Baker Lake Hockey Team at Avataq Cup



In February 2010, AEM had organize a team compose of 3 players of AEM southerners and 12 players from Baker Lake for the Avataq Cup in Rankin Inlet. Everything was paid for the team by the company:

- Hotel rooms
- Plane transportation
- Inscription fees
- All the food and meals

Everybody was thankful and looking forward for next year. Some of them told us that it was the best week-end of there life.

# Community Liaison committee



## Meadowbank Representatives

- General Mine manager
- Superintendents
- community liaison officer
- and IIBA coordinator

## Community Representatives

- Hunters & Trappers Organization
- Qilautimiut
- Arctic College
- Youth representative
- Education
- Hamlet,
- and an Independent.



# Community Liaison committee



- This committee meets every month or two.
- Main topics are training, work relation and business opportunities.
- Example of the 2010 February 18<sup>th</sup> agenda
  - Opening Prayer
  - Last meeting minutes review
  - Project Update
  - Information on the start up
  - KMTS signing
  - Inuit HR
  - Business Development plan visit
  - Official opening
  - Concerns
  - Whish list



## Example of the wish list

Proposal: To have an effective summer sport activities for the community, we need to change our location of the multi-purpose facility. A site has been selected to construct this new facility. We envision a 400' x 400' pad with a gravel base and a sand playing field. A six foot high chain link fencing would be installed around the perimeter of the pad with a regulation backstop.

**AEM agreed to be the only sponsor to this project and is proud to be part of the community development. The facility is for a baseball and a soccer field.**

## How AEM do a difference in the Community



AEM devote time resources to nurturing dialogue and building relationship with local citizens and host communities. Shortly after our arrival at Meadowbank, we held a barbecue and event that attracted more than 500 local people. We also publish newsletters and formed a Meadowbank Community Liaison Committee for ongoing community engagement in an area seeing industrial development for the first time.

AEM has signed an Inuit Impact Benefits Agreement that provides funding for education and skills development, a means to maximize Inuit employment and business opportunities, and the opportunity to develop skills that enable our Inuit employees to advance.

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## AEM Inuit Business Development





## AEM Core Value

- *While the lifespan of our activities is finite, we strive to invest in our host communities to create economic benefits and opportunities that will outlive our activities and contribute to them achieving economic, social and environmental sustainability.*





## Northern Vendors

Here is a recap of all the contracts we awarded in the north

NTI	=	194 863 025\$
Nunavut	=	197 764 738\$
Baker Lake	=	43 053 749\$
Total	=	393 064 582 \$



## Type of contract awarded for northern business

❖ Construction of All Weather Road =	65 886 509\$
❖ Expediting Services =	8 855 635\$
❖ General services in Baker Lake and Meadowbank =	5 300 000\$
❖ Prefab buildings =	8 000 000\$
❖ Bay Goose Dike Construction =	36 000 000\$
❖ Aggregate Crushing on Site for 2009 =	2 000 000\$
❖ Contract for Food for Camp Kitchen =	6 000 000\$
❖ Barge unloading in Baker Lake starting in 2009 =	2 000 000\$
❖ Tender for Mine Site Heavy Equipment including set up & maintenance =	98 800 000\$
❖ Freight Transportation =	52 000 000\$
❖ Cultural Sensitivity Training =	20 000\$
❖ Traditional Knowledge Workshop =	35 000\$

# AEM's plan for Inuit business development



- AEM's Inuit Business Opportunities Initiative; *AEM will meet with businesses in each Kivalliq community*
    - What are the business opportunities;
    - How bid adjustments work;
    - How tenders are advertised;
    - The procurement process;
    - AEM's role;
- *Provide information*
  - *Find out who is there*
  - *Establish the interest of Inuit businesses*
  - *Develop ongoing communications*



# The Opportunities



## Contracts for services.

- Heavy duty construction;
- Diamond Drilling;
- Transportation services;
- Fuel supply;
- Engineering services;
- Environmental Services;
- Light vehicle Maintenance;
- Rebuild services;
- Fire extinguisher filling & maintenance;
- Laundry Services;
- Core box and exploration stake manufacture;
- Supply of Motorola radios, service and parts;
- Labor supply;

***AEM estimates that the total value of contracts for services at **\$110 million** per year.***



# The Opportunities



## Contracts for Supplies

- Electrical Supplies
- Mechanical Supplies
- Hoses, Valves, Pipes & Accessories
- Metal & Wood Materials
- Work wear & safety
- Mill & Mining
- Other supplies
- Food

*AEM estimates that the total value for supplies at **\$20 million** per year*



Thanks

