



# **Downeast LNG**

## **Employment Commitment and Procurement Strategy**

**July 2005**



## **1 Overview**

Downeast LNG is committed to supporting economic development and employment in Washington County and throughout Maine. To support our commitment, Downeast LNG has developed a preliminary procurement strategy for employment, goods, and services related to the construction of the proposed LNG facility. This strategy is premised on securing the necessary permits for construction of the facility.

To ensure that the commitments we make are honored, Downeast LNG will include our project commitments within our permit applications, thereby making our commitments legally binding.

## **2 Employment Commitment**

Downeast LNG wants to ensure that the construction and operation of the proposed LNG facility provides the maximum number of employment opportunities for local residents. Moreover, we believe that a 80-100% hire potential exists in eastern Maine. Downeast LNG proposes to pursue preferential hiring of the residents of: 1) Robbinston, Maine; 2) Washington County; 3) the State of Maine.

### **2.1 Construction Phase**

Downeast LNG intends to implement a full-opportunity employment program, including union/non-union participation as best fits the project.

Maine's construction industry, contractors, and workers have deep and recent experience with natural gas pipeline (e.g., the Maritimes & Northeast Pipeline) and pier construction. The Maine construction workforce, overall, is quite skilled and diverse. Downeast LNG wants to leverage both of these resources.

We estimate that about 80% of the estimated 300 construction jobs—or 240 jobs—can be filled by residents of Maine. It is possible that the remaining 60 construction jobs—which would include highly skilled tradespeople, engineers, and supervision crews with experience constructing LNG tanks, cryogenic technology, and related facilities—could also be filled by Maine residents.

### **2.2 Operating Phase**

Downeast LNG wants to ensure that the proposed LNG facility hires as many local residents as possible. To fulfill this goal, we will provide necessary technical training for qualified local and Maine residents interested in working at the LNG facility. With the exception of approximately 8 to 10 highly technical jobs, we believe the remaining 30 terminal positions and all 16 tugboat positions could be filled by local and Maine residents.



Downeast LNG has prepared a preliminary list of positions for the LNG facility. For some positions, local residents would need to meet certain educational or technical requirements. These positions and requirements will be identified as the permitting process progresses.

When technical training is required to supplement the skill set of local residents, Downeast LNG is committed to enrolling candidates in paid training programs. We believe that Washington County Community College can serve as a possible training partner.

### **3 Procurement Strategy**

#### **3.1 LNG Terminal and Pier Contract**

Our procurement strategy for the construction of LNG tanks and an LNG pier will ensure that the most cost-effective methods are used to purchase quality goods and services for the project.

We will encourage and support awards to local and regional vendors and subcontractors whenever practical. After factors such as safety, quality, availability, and delivered price have been evaluated, preference in awards will be given, in order, to vendors from:

1. Town of Robbinston
2. Washington County
3. Maine
4. New England
5. United States
6. Canada
7. Other countries

Contractors must furnish documentation to support continuing compliance with this requirement.

#### **3.2 Description of Required Material or Equipment**

The construction of the LNG terminal and pier will require major equipment and other material, equipment, and services. The lists presented below are preliminary and do not include all required equipment, materials, or services.

##### **Major Equipment**

- Analyzer Shelter Equipment
- API 618 Boil-Off Gas Holding Compressor
- Control Valves
- Cryogenic Pumps
- CS Drums
- Distributed Control System
- Dry Chemical System



Emergency Diesel Generator  
Fire and Gas Detection Panels  
Fire Protection Equipment  
Fresh Water Fire Pumps  
Gas Metering System  
Gaseous N<sup>2</sup> Generation Package  
High Expansion Foam System  
Horizontal Pumps  
Instrument Air Compressor and Dryer Package  
Jockey Pumps  
Liquid N<sup>2</sup> Generation Package  
On/Off Butterfly and Ball Valves  
Plate and Frame Heat Exchangers  
Process Heating Equipment  
Safety Instrumented System  
Sea Water Fire Pumps  
Shell and Tube Exchangers  
Shop Fabricated Storage Tanks  
SS Drums  
Structural Steel Fabrication  
Ultrasonic Flow Meters  
Vertical Pump (Sea Water)

**Other Materials, Equipment, and Services**

Adhesives  
Air Charters  
Air Supply Piping, Manifolds  
Anchor Bolts  
Bag and Tag Service for Small Items  
Blanks and Spacers  
Building Plumbing  
Building Wiring  
Cable  
Car and Truck Rental Services  
Catering Services  
Coatings  
Computers  
Concrete  
Cryogenic Rated Valving  
Dump Truck Service  
Electrical Bulk Supplies  
Electrical Conduit  
Electrical Fittings  
Fabricated Embeds  
Fencing  
Filters  
Fire Safety Blankets  
First Aid Kits



Flanges and Fittings  
Flexible Hose  
Flow Meters  
Food Supply  
Freight Delivery Services  
Fuel  
Gaskets and Studs  
Gates  
General Consumable Supplies  
Greases  
Grouting Material and Supplies  
Hard Hats  
Heavy Equipment, Cranes, Cherry Pickers, Forklifts  
Housekeeping Services and Tools  
HVAC Systems for Buildings  
Hydraulic Hose and Repair Services  
Industrial Hand Tools  
Industrial Thermometers  
Inspection Services  
Instrumentation Tubing  
Instrumentation Wiring  
Insulation  
Lamps and Lightbulbs  
Level Gauges and Switches  
Light Fixtures  
Limit Switches  
Lodging and Accommodation Services  
Lubricants  
Machine Shop Services  
NOMEX® Clothing  
Nuts, Bolts, Screws  
Office Equipment  
Office Supplies  
Paint  
Paint Equipment and Supplies  
Personal Protective Environmental Safety Equipment  
Piping Supports  
Portable Camp Units  
Portable Generators  
Portable Lighting  
Portable Medical First Aid Trailer  
Portable Toilet Services  
Power Poles  
Power Line Hardware  
Prefab Piping Runs  
Pressure Gauges  
Pressure Switches  
Rebar  
Rental Containers  
Rental Tools



Rope  
Safety Goggles  
Safety Shoes  
Safety Shower Construction and Equipment  
Sample Cooler Equipment  
Signage  
Slide Plates  
Small Fittings On Site Trailer Provision  
Soap  
Solenoid Valves  
Spare Parts  
Specialty Tools  
Stainless Steel Fittings  
Steel-Toed Boots  
Strainers  
Swage-Lock Fittings  
Telephone Lines and Equipment  
Testing Gases  
Thermo Couples and Fittings  
Transformers  
Trash Disposal Service  
Trucking Service  
Trunnions and Snubbers  
Utility Trailers and Rentals  
Vacuum Truck Service  
Vehicle Maintenance  
Wash Stations  
Water Application and Supply  
Welding Gases  
Welding Supplies and Equipment  
Wire Mesh for Concrete Work