

December 16, 2019

Attention: CSUR Members

Re: 2020 Membership Renewal

Once again, it's my privilege to thank our members for making 2019 a successful year for CSUR. Your financial support together with the volunteerism and participation of your employees enable CSUR to continue delivering value and relevance to our industry. And as all of us are too aware, in 2019 these activities are taking place in an environment of severe headwinds for our business.

Looking back on 2019, CSUR laid out an aggressive program for the year. You may recall from the mid-year letter that, relative to 2018, in 2019 CSUR intended to slightly reduce the number of its technical events presented **to its members** and reallocate effort to deliverables on **behalf of its members**. With this concept in mind, CSUR held 11 TECHNICAL EVENTS for its membership. In addition, CSUR also presented 9 TECHNICAL LUNCHEONS.

In 2019, CSUR received financial support from industry for its **OUTREACH** program and significantly ramped up its efforts on behalf of its members. CSUR delivered outreach at over two dozen sessions in the course of the year across all of Canada. Most of these were presented to post-secondary students and faculty across the entire country but the list also includes government and community groups. These presentations varied depending on audience. Due to this audience diversity CSUR has developed six unique modules that it utilizes in Outreach and we intend to prepare even more in 2020.

The single largest initiative of 2019 is the **LNG NARRATIVE** that is presently scoped through to the end of Q1 2020. This initiative is comprised of events, publications and informational materials. It places CSUR's mission and tag line on full display both across Canada and internationally as well. With support from the Government of Alberta, CSUR set out to inform both Albertans and potential investors in Alberta of the benefits accruing to this province, and more generally, from gas development in support of a Canadian LNG industry. By the time this letter reaches your desk, the Calgary event will have taken place but whether or not you attended, I urge you to check out the LNG Narratives tab on the CSUR site to see what's been delivered to date. As 2019 draws to a close, ask yourself as a member of CSUR ***'Over the past year, was anyone else able to place the Governments of Canada, Alberta, and British Columbia and First Nations together all speaking to a foreign audience of potential investors in support of natural gas development and Canadian LNG?'*** I challenge you to think of a better example of **'Connect, Convene and Inform'**.

STEERING THE SHIP

In my mid-year letter, I'd mentioned a growing need to provide accurate and reliable information into public discourse. This need has not diminished over time but seems to be increasing almost exponentially. It was not a unique, challenging or daring prediction. In addition, there is increasing global consensus to reduce the potential climate impacts of human activity. These issues will certainly impact the energy industry. One such mechanism that is gaining favour is to more readily embrace "ESG" performance in all industries. While CSUR will remain committed to its core fact based, technical roots, we will introduce ESG-related elements as we've demonstrated through the LNG Narratives. In 2020, together with our usual deliverables, we'll be introducing our members to some of these new technologies, practices and ideas in order to respond to today's challenges and allow our members to make the best of their assets. On several occasions over 2019, these elements were offered and well received validating our plans for moving ahead.



The power to *Connect*. The power to *Convene*. The power to *Inform*.

While I could go on about the positive steps CSUR is taking, its best to close with a thank you to Dan and the dedicated support he's drawn to the organization. As always, Dan and team are charged with delivering value to our members through timely and relevant information while being mindful of these tough economic times. They performed admirably in 2019 and we look forward to your continued support of their efforts in 2020.

On behalf of the Board and Executive,
Yours truly,

Walter Kozak
Chairman