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**Santos**



6 December 2011

Clerk of the Parliaments  
NSW Legislative Council  
Parliament House  
Macquarie Street  
Sydney NSW 2000

Att: The Hon. R. L. Brown  
Chairman, Inquiry into Coal Seam Gas  
General Purpose Standing Committee No. 5.

Dear Mr Brown

**Information requested on notice**

I refer to the first public hearing of the General Purpose Standing Committee No. 5's Inquiry into Coal Seam Gas on 17 November 2011.

At this hearing I agreed on behalf of Santos to provide some information to the Committee on notice.

The information was as follows:

- The Hon. Peter Primrose requested that Santos provide the Committee with a copy of a protocol that we may use in relation to initial dealings with landowners and a template contract that is reflective of terms contained in a contract with landowners.
- The Hon. Dr Peter Phelps requested that Santos provide on notice, the number of people employed by Santos and Eastern Star Gas in their CSG operations who identify as Aboriginal.
- The Hon. Jeremy Buckingham requested that Santos table the science and the research you have done on aquifer re-injection of saline brine residues and I undertook to provide the website providing access to the public environment impact statement document that provides all the information for GLNG.

I will address each of these matters separately in the following pages.

## Arrangements with Landowners

As I outlined at the hearing, at Santos community engagement is extremely important to us.

Our approach to landholders is founded on respect and consultation and in this, our record stands for us. We have explored for oil and gas in the north-east of South Australia since 1954 and south-west Queensland since 1962 and have mutually beneficial and strong relationships with landholders across the States.

In NSW we are also committed to developing meaningful and positive relationships with communities and landholders.

Our experience has shown us that robust and mutually beneficial relationships are formed through on-going consultation and open communication. We cannot develop land access arrangements in a vacuum and nor do we intend to. Our operations in NSW are still in the early exploration stage and we are still developing a presence in our regional areas of operation in the State.

We have a small team in NSW who are focussed on face-to-face and individual consultation with landholders in our areas of exploration. With our full support this team is currently in the process of developing a documented approach to landholder engagement. This process is not yet completed as it involves undertaking extensive consultation with relevant stakeholders in relation to engagement and access arrangements.

To date our approach to landholders in NSW is founded on the successful principles and processes we have developed in Queensland. We provide, as an attachment to this letter, examples of this approach and the induction processes and code of conduct relevant to our engagement with landholders (please refer to **Attachment 1**). We also provide in this attachment examples of information sheets and newsletters distributed to landholders in the Gunnedah Basin. Information about Santos' NSW operations, including these factsheets and newsletters, is publically available on the Santos website at [www.santos.com/gunnedah](http://www.santos.com/gunnedah).

At Santos we apply the same principles of consultation and engagement in the legal aspects of access arrangements with landholders. We recognise that in terms of land access and compensation, there is no 'one size fits all' approach. For this reason, the terms of an agreement are likely to vary from landholder to landholder.

However, we provide in response to Mr Primrose's request, our most recent "base" agreement that is generally reflective of agreements entered into in 2010 and 2011 (please refer to **Attachment 2**).

As part of the further development of our approach to land access arrangements unique to NSW (described above) we are in the process of updating the base terms of our land access and compensation agreement. In doing this we will seek to consult with landholders and representative bodies to ensure that the agreement provides landholders with plain-language, relevant terms they feel comfortable with and that continue provide mutual benefit.



## **Employees on CSG operations who identify as Aboriginal Australians**

At this point in time Santos' significant CSG operations are based in Queensland, its NSW CSG activities still being in researching and preliminary exploration phases.

Accordingly, we have compiled information in respect of the members of our workforce who identify themselves as Aboriginal over last the 12 month period in respect of its Queensland CSG activities. Please note that these numbers only include people who choose to identify themselves to the company as Aboriginal and as such, these numbers may not represent the total number of Aboriginal persons in respect of the relevant operations.

In the 12 month period, staff and contractors who identified themselves as Aboriginal comprised 40 contractors primarily engaged in respect of cultural heritage activities, 9 trainees (including school-based apprenticeships, apprenticeships and traineeships), 6 employees and 4 consultants.

Additionally, Santos' Queensland GLNG operations will soon appoint a person as an Aboriginal Employment and Training Advisor, whose role is specifically aimed at increasing opportunities for Aboriginal employment and training within CSG industry in Queensland. An equivalent position is also anticipated to soon be filled that focuses on activities outside of Santos' GLNG activities.

Santos is dedicated to engaging with indigenous stakeholders and workers in NSW as its activities continue to develop in the region.

## **GLNG Environmental Impact Statement**

The GLNG Environmental Impact Statement documentation can be accessed publically at [www.glng.com.au/Content.aspx?p=90](http://www.glng.com.au/Content.aspx?p=90).

I thank the Committee for the opportunity to appear before it on 17 November and will be happy to address any further queries in respect of the Inquiry.

Yours sincerely



James Baulderstone  
Vice President Eastern Australia  
Santos Limited

**Attachment 1A:** Land access and landholder awareness Induction & Education

**Attachment 1B:** Code of Conduct for Petroleum Activities

**Attachment 1C:** Queensland Government Department of Employment, Economic Development and Innovation Land Access Code

**Attachment 1D:** NSW Information Sheets

**Attachment 1E:** NSW Newsletters

**Attachment 2:** Access & Compensation Agreement