



Municipality of Sør-Varanger  
Kirkenes  
Oil Industry Project  
Oslo Office



### ONS 2010 Kirkenes Industry Breakfast Mayor's speeches

Dear participants, good morning and welcome,

On behalf of Kirkenes, the gateway to Russia, we are grateful to the head of ONS, Kjell Ursin-Smith, for allowing us the opportunity to present our information to you here today.

We think Stavanger is a good example with its unceasing organisation and skilful marketing in acting as a host to the oil industry. Stavanger is a role model for us.

I have noticed that Stavanger uses a slogan: "**Stavanger gives you energy**".

This morning, Kirkenes gives you **breakfast**. And I would like to highlight the opportunities for some of you to earn your bread and butter with us **every** day.

Around 20 years ago when the Parliament decided to close down the mining activity, we had to make a new start. At the same time the Barents cooperation was launched and the border to Russia opened up.

And it was in the East that we saw marketing opportunities: in an area of Russia close to us that had enormous natural resources, but which lacked easy access to markets and, in any case, lacked the tools necessary to keep production going efficiently. It was also weighed down by restrictions and bureaucracy.

We had the whole world to trade with, freely back and forth: and we invited our neighbours to join with us in that trade.

Through good old traditions, the absence of strife and confrontation, working together in war and now being free from the threat of war, and sharing the same livelihood and the same climatic conditions, it was easy for us to communicate with our Russian neighbours.

We have gone from being an area that was dependant on government subsidies, to become a centre for commerce in the free market economy. We have built up a formidable bank of knowledge, and forged strong business and government connections with our Russian neighbours.

Today, we can look back and say that it was not the worst that happened to us when the mining activity were stopped. It gave us an incentive to work with economic development on a broader scale.

We have got where we are today through hard work and many private and public sector initiatives in many branches of industry. Our confidence in the future is better founded and stronger than ever. We are together with national authorities expanding our public infrastructure with cultural events, leisure facilities, building sites, schools, roads, airport and port structures and so on.

And, last but not least, national and international investors are putting in funds and creating opportunities in Kirkenes.



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**Our main message is that we are happy to share our successes, our opportunities, our connections, our geographical advantages, and our facilities with you. Not least in terms of the resources that are new to us: oil and gas.**

Now, my assistants here will go into more detail about our business climate and the opportunities offered to businesses, and Professor Anatoly Zolotukhin will share with us his insights into the extensive resources that our Arctic Europe region offer to the oil industry.

I hope this inspires you to take a closer look at what you can do in, and from, Kirkenes.

Enjoy your Breakfast.

### ***After the presentations***

I do not mind admitting that I am biased, but I think it is rare to hear such positive stories as we have just heard.

And I would like to invite you to become part of these success stories by setting up business amongst us, working for us or with us, or letting us help you with advice.

My door, and my assistants' doors, are open if you want to discuss anything with us. We can make appointments for you now. You can meet my assistants and some of our businesses in Hall H at stand 836-4. We can also arrange meetings for you here in Stavanger later in the week, or in Kirkenes itself if you visit the area in the future.

The main thing is that we have the chance to talk – and to do business.

Thank you for your interest in Kirkenes and for being here today.