



Managing the Shifting Demands of Oil and Gas:

How to Bring Predictability to Your Travel Program



CLC LODGING

The oil and gas industry can experience erratic demand each year, bringing significant growth and decline in short periods of time.

The 2020 U.S. Energy & Employment Report found that employers in the oil and natural gas sector added more than 18,000 jobs in 2019, contributing more new jobs to the U.S. economy than any other fuel sector. However, the unpredictable nature of the industry has continued to hold true in 2020: according to the U.S. Energy Information Administration, the COVID-19 pandemic has caused changes in energy demand and supply patterns, and oil production has fallen in 2020, but could rise later in 2021.

These ebbs and flows make it challenging to predict how many employees and how much time each project will require, and COVID-19 could make it even more difficult to determine workforce needs. And when demand increases, companies have to send their employees to project locations with little notice, causing an equally unpredictable need for workforce lodging.

Any company with traveling employees knows that managing workforce lodging is time-consuming and expensive, and travel can be especially taxing for companies in oil and gas. Finding places to stay with availability in new job locations is difficult, and the inconsistent nature of demand means that lodging needs can vary drastically from project to project.

Do you know what it takes to manage your oil and gas workforce travel lodging?

The challenges of workforce travel for the oil and gas industry

1 Unpredictable lodging needs and uncontrollable costs

Some of your oil and gas company's projects may only require a two-day, 10-person stay, while others might call for a two-month, 30-person stay. Heavy volume lodging requires travel managers to adapt their lodging program to fit unique projects across the country, and often without a lot of notice.

Managing changes and scaling needs from project to project takes time and lodging expertise. Most in-house administrative teams don't have the resources or purchasing power to get the savings, locations, or flexibility that might be out there in time for their next project, especially when projects come up unexpectedly.

2 Hotel availability

Finding places to stay with availability in new job locations is difficult and time consuming. Hotel options in some areas are limited in oil and gas markets, and if you're booking at the last minute, it can be hard to get rooms. Longer-term projects can even require employees to stay near a job site for months at a time. And once you've found a lodging option that fits your project needs, you still need to make sure the rate adheres to your company's travel policies and budget.

3 Traveler safety

There's always some risk of encountering an emergency during travel, including natural disasters, security situations, and transportation accidents. The COVID-19 pandemic has made traveler health and safety more important than ever. It's crucial to be able to locate your employees during crisis situations, and to be able to provide them the support they need while they're on the road or at a project site.

Every company has a responsibility to provide duty of care to its employees, which is the moral and legal obligation to protect the health, safety, and security of employees.

How can CLC Lodging help?

We do the hard work of managing your oil and gas workforce lodging for you—from negotiating the best rates to streamlining your travel program to fit constantly changing lodging project needs.

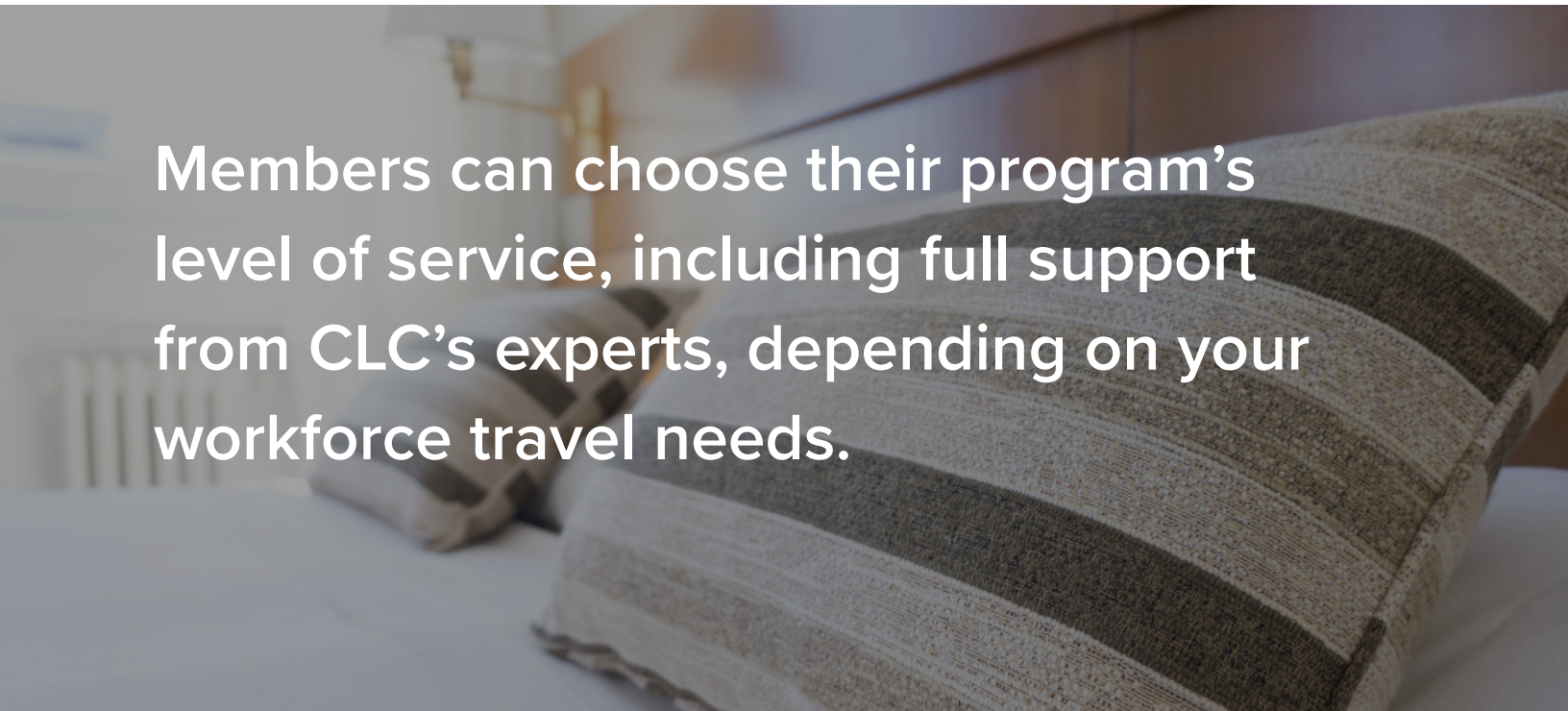
CLC Lodging, the oil and gas experts, is

America's leading negotiator of workforce lodging rates for businesses. Our streamlined lodging management system simplifies hotel reservations, provides coding and accrual reporting, and allows members to customize lodging directories to adhere to their company's exact travel policies - including optional room management with doubles enforcement.

Latest technology and tools for your energy projects.

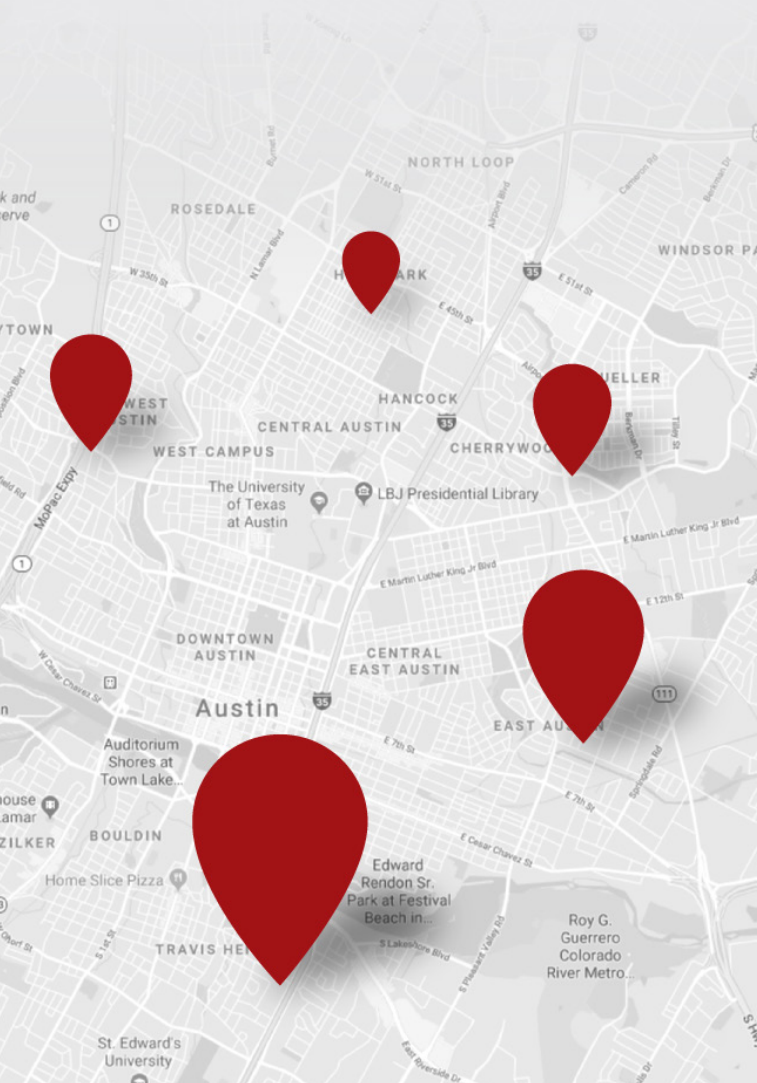
CLC members can access the latest hotel reservation, auditing, and billing features using our streamlined lodging management portal. Find and review all invoices in one place, and save time with consolidated, coded invoices using the portal. Our comprehensive reporting capabilities give total insight into your lodging spend and our experts audit 100% of invoices, driving compliance to your travel and lodging policy and preventing unauthorized charges.

Members can choose their program's level of service, including full support from CLC's experts, depending on your workforce travel needs.



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Access up to
45,000
pre-negotiated
and discounted
hotels available
nationwide



Project-based negotiations.

CLC Lodging offers a versatile program for project-based stays. Our program scales to fit the oil and gas industry's fluctuating demand, offering solutions for short-term, transient stays for traveling teams, as well as complex, long-term projects. CLC's lodging experts negotiate options at any hotel, anywhere, based on your unique needs.

Our resources make it easy for companies to scale depending on the market, so your workforce can travel as a team.

Availability.

CLC Lodging's network offers access to up to 45,000 pre-negotiated and discounted hotels nationwide, plus negotiated project-based lodging. We purchase more than 17 million hotel room nights annually, which means we can leverage \$1.4B in purchasing power to secure lower hotel rates for our members.

Members can also book CLC's extended stay options, including move-in ready corporate housing and apartments for projects lasting more than 30 nights.

24/7 traveler support.

CLC offers duty of care and risk management tools to help you keep your travelers safe and respond appropriately. Our Traveler Tracker mapping feature lets employers search for travelers' itineraries from a single portal, and access real-time data about where your employees are staying across the country.

CLC's skilled traveler support center can help employees re-route their travel and find new accommodations quickly in the event of an emergency, so employers and their travelers can have peace of mind knowing that they will not be stranded.

It's easy to join the CLC Network.

1. Sign up online or by phone.

You can join the companies who saved a combined \$420M last year with CLC Lodging by signing up online or talking to one of our lodging solutions experts at 1.866.369.4755.

2. Instantly search, book, and save.

By joining the CLC Network, you will instantly be able to access up to 45,000 pre-negotiated and discounted hotels. Our hotel partners include brands like Holiday Inn, Choice, Hilton, Marriott, and many, many more.

3. Find and reserve hotel accommodations.



Book online: Our web-based hotel search tool lets you easily search your customized hotel directory by amenities, locations, and rates, and reserve a room with the click of a button. Your upcoming stays and account information is all in one place.



With our app: Find and reserve rooms while you're on the go with our CLC Lodging Hotel Locator mobile app for Android or iPhone. You can map and find CLC Network hotels using current GPS location or city, state and zip, and easily route driving directions to your hotel.



Calling the reservations team: Our lodging experts can help you find a hotel that meets your exact needs and complies with your predetermined travel policy. Simply call 1.866.857.9747 for hotel assistance in the area you'll be traveling.



Directly with the hotel: Many of our customers typically book on-the-go. That's why we've made it easy to call or walk into a CLC Network hotel and book directly. Just use the CLC Lodging membership card at the front desk.

4. Gain total visibility.

With all of your lodging in one place, you can gain complete visibility into your lodging spend. Track trends and transactions like hotel usage, room spend, direct and indirect savings, room nights, average daily rates, total summary charges with taxes and fees, and more.

You can also keep track of your employees while they're on the road with an interactive Traveler Tracking map. Search for travelers currently staying in hotels, so in case of emergency, you always know where your teams are and can provide duty of care. With data-driven insights in a single portal, you have all the information you need to cut out hidden costs and optimize your total lodging program.



\$1.4 Billion

In Purchasing Power

\$420 Million

In Savings for Our Clients Annually

17 Million

Nights Booked a Year

We offer more than just great rates. Speak to a solutions expert to learn more about how to improve your total lodging program with our award-winning solutions.



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