



INTERNATIONAL ENERGY CREDIT ASSOCIATION

IECA 85th Annual Fall Conference

October 11-14, 2009 • Ritz Carlton Resort • Orlando, Florida



Board of Directors Meetings

Saturday, October 10

8:00 a.m. - 4:00 p.m.

Tuesday, October 13

3:00 p.m. - 5:00 p.m.

Pre-Conference Activities

Saturday, October 10

7:00 p.m. - 9:00 p.m. Early Registration

7:00 p.m. - 9:00 p.m. Early Bird Reception (name tags are required)

10:00 a.m. - 5:00 p.m.

Registration

Afternoon Concurrent Education Sessions

1:00 Derivatives and Structured Products in Energy (A)

Speaker: **Michael Rosenberg**, Director Energy Trading, EMTRI

During this session you will learn about the building blocks of structured products and energy derivatives. You will also learn about the valuation methods and pricing drivers of derivative products such as forward prices, volatilities, and correlations. You will gain a better understanding of how to trade off risk vs. return with floors, caps, and collars. The last part of the session will focus on the use of exotic and real options along with their applications in the energy industry.

2:30 Coffee Break

2:45 The Fast and Furious! Recent Bankruptcy Developments (I)

Panel: **Patricia Williams Prewitt**, Law Offices of Patricia Williams Prewitt, Navasota, Texas, **Bruce J. Ruzinsky** of Jackson Walker L.L.P., Houston, Texas, and **Michael S. Etkin** of Lowenstein Sandler, Roseland, New Jersey.

This distinguished panel will provide valuable insights into recent bankruptcy developments, beginning with SemGroup, then Lehman, Flying J, Lyondell, Chrysler, GM and many others. With a year into a new administration and a new Congress, attendees will gain firsthand information on what have we learned, where are we going, and what the implications are.

4:15 Break

Evening Activities

5:00 p.m. - 6:00 p.m.

New Member & First Time Attendees' Reception

6:00 p.m. - 9:00 p.m.

Networking Reception/Dinner

1:00 Sovereign Risk Analysis (I)

Speaker: **Olga Kalinina**, Director, Standard & Poor's Ratings Services' Sovereign Ratings Group

Learn the fundamentals of sovereign risk analysis, S&P criteria and methodologies and test their application on real-life rating examples. Discuss rating trajectory, rating triggers and how the analytical concepts are incorporated in the rating actions in both emerging and advanced economies across the globe.

2:30 Coffee Break

2:45 Assessing the Impact of Recent FASB Pronouncements on Credit (B/I)

Speaker: **Prashant Kulkarni** and **Mark Prochilo**, Price Waterhouse Coopers

During this session you will hear discussion on the impact of recent FASB pronouncements on credit evaluation processes. The FASB has recently released FAS 157 which provides guidelines on fair value. One of the requirements for fair value is to incorporate the credit risk of the counterparty in the valuation process. We will discuss the approaches commonly used for valuation and how this could impact your credit evaluation. We will also discuss the increasing trend in the industry towards determining the true price of credit in deal consideration so as to arrive at appropriate profitability measures for transactions.

4:15 Break

1:00 The Dangers Lurking in Financial Notes (B/I)

Speaker: **Mark Passalacqua**, Smyth Solutions

As credit professionals we have been trained to "read the notes before you analyze the financial statements." Similar to how mom made us "eat our peas before dessert." There is a reason for both pearls of wisdom; the essentials are in the notes (and the peas!). What if you were told there is hidden danger in every financial statement in your portfolio? Including those you feel are impervious to macro-economic storms? In this session you will learn about the inherent dangers lurking in financial notes and how to leverage the knowledge revealed in financial notes. Also you will hear about what questions to ask when speaking with CFO's in your customer-base a tips for becoming more effective at assessing business risk.

2:30 Coffee Break

2:45 Energy Trading for the Non-Trader

Speaker: **Dominick Chirichella** - Partner, Energy Management Institute

This dynamic, information-packed session will give you an overview of the world of energy trading. You will examine the instruments, tools and techniques available to the energy trader today. Successful energy trading can add enormous value to a firm, a lack of understanding can lead to disastrous results. This session is step one in the building process of gaining that better understanding. You will leave the session with an immediate useful understanding of what energy trading is all about, who trades energy and why, trading terminology, and important concepts associated with energy trading.

4:15 Break

Day

1

Sunday,
October 11

Day

2

Monday,
October 12

7:00 a.m. - 8:00 a.m. Continental Breakfast & IECA Trade Show

7:30 a.m. - 8:00 a.m. Late Registration

8:00 Call to Order - Opening Ceremonies

President's Opening Remarks - **Denis Vermette**

Advisory, Nominations and Elections Report - **Kevin Belknap**

Peer Recognition Awards

Outstanding New Member Awards

Sponsor Recognition

8:30 Key Note Presentation - "Perils and Possibilities of Energy Regulatory Reform Initiatives" (G)

Speaker: **Andrew Busch**, Global FX Strategist, BMO Capital Markets

The fall will bring legislative work on the most far reaching energy policy ever enacted in the United States. Not to be outdone, financial regulatory reform will also be on the agenda. Will it pass, will it work, and will it cause more problems? Global FX Strategist and former White House advisor Andrew Busch will try to make sense of it all for IECA members.

9:45 Break

Day

2

Monday,
October 12

Concurrent Education Sessions

10:00 Understanding ISDA Annexes (I/A)

Panel: **Lisa Mellencamp**, General Counsel, CEP, LLC, and **John Tesoriero**, Deputy General Counsel, Louis Dreyfus Energy Services, L.P.

This session will provide participants with a unique opportunity to gain an understanding of the key components of the ISDA Annexes, along with some of the challenges and opportunities associated with using them.

11:45 Break

10:00 Managing Liquidity Risk (I/A)

Speaker: **Swami Venkataraman**, Director, Standard & Poor's

Managing liquidity risk has become a significant concern for credit managers. From potential regulation changes in Washington DC, OTC financial markets and increased bank restrictions on credit facilities. Liquidity risk is increasingly becoming an area of concern for credit managers. Therefore, in this session, we will learn about the hurdles companies are facing and how to identify risks that could lead to liquidity constraints.

11:45 Break

10:00 Fundamentals of Bank Credit Risk Analysis (Core Education - Session I) (B/I)

Speaker: **J. Maurice Skehan**, Director, Sr. Credit Consultant, Moody's Analytics

This four part training program will be a continuation of the IECA's new core education curriculum which was first offered at the 2009 Spring Conference. The program is targeted for credit professional with 5 years or less experience and will also serve as a great refresher for the more seasoned credit professional. **Participants will be required to attend all four sessions in order to receive credit for future IECA accreditation which is currently under development. The sessions will be limited to the first 45 participants that sign-up for the entire training however all conference attendees are welcome to audit the training classes. Session materials will be provided to only the 45 core participants.** This first session will cover the **Impact of the Crisis on Bank Risk Profiles**. You will learn how the current crisis has impacted bank operating models. Does fair Value accounting help or hinder analysis of bank safety and soundness? Has the crisis exposed new areas of risk: goodwill, pension liabilities, deferred tax assets etc? We will also explore analytical adjustments to reported financial statements.

11:45 Break

Afternoon Activities

- 12:30 p.m. Golf Tournament (Celebration Golf Club)
- Tennis Tournament (Location to be Determined)
- Airboat Adventure at Old Florida Fish Camp
- Winter Park Cultural Tour

Evening Activities

On your own – there are no scheduled IECA evening activities

Day

3

Tuesday,
October 13

7:00 a.m. - 8:30 a.m. Continental Breakfast & IECA Trade Show

8:30 Key Note Presentation – The U.S. Economic Outlook (G)

Speaker: **Augustine Faucher**, Director of Macroeconomics, Moody's Economy.com

As of the summer, the United States is in the midst of the worst economic downturn since the Great Depression. The unemployment rate continues to rise, house prices continue to fall and financial markets remain under stress. The world economy is also in recession. Gus Faucher of Moody's Economy.com will discuss how the recession will end, and what the recovery will look like.

9:45 Break

Concurrent Education Sessions

10:00 Never Trust the Trustee: A Survey of Typical Bankruptcy Disputes Between Trustees and Creditors (I)

Speaker: **D. Brent Wells**, Partner, Wells & Cuellar, P.C.

Is the Trustee friend or foe, fish or fowl? It all depends, since the Trustee has goals and responsibilities different from any particular creditor's interest in collecting its claim or protecting its perceived rights. This presentation will provide an overview of bankruptcy scenarios where the Trustee's interests and those of particular creditors can be - and often are - at odds. Topics to be covered include adequate protection, executory contracts, proof of claim litigation, Trustee "strong arm" powers, and preferences. Hear about these issues from the perspective of an experienced Creditors' Rights Specialist who has often gone to war with the Trustee!

11:30 Lunch Break & Trade Show

10:00 Alternative Collateral Risk Mitigation (I)

Speakers: **John Lightbourn**, Director – Structured Credit Risk, NextEra Energy Resources; **Craig Enochs**, Partner, Jackson Walker, L.L.P.

This session will give participants some valued insight into various alternative collateral risk mitigation solutions. Come examine some of the risk and trade-offs of multiple forms of collateral coverage as they relate to conventional credit enhancements.

11:30 Lunch Break & Trade Show

10:00 Fundamentals of Bank Credit Risk Analysis (Core Education – Part II) (B/I)

Speaker: **J. Maurice Skehan**, Director, Sr. Credit Consultant, Moody's Analytics

This session will focus on Earnings and Asset Quality. How can we consider the quality and sustainability of earnings in today's volatile environment? Has the franchise value of the bank been impaired? How can we become comfortable with asset quality against a back-drop of hard-to-value assets and rising loan defaults?

11:30 Lunch Break & Trade Show

Day 3

Tuesday,
October 13

1:30 "You Wanna Trade with Who?" Doing Business with Companies in Chapter 11 (I)

Speaker: **Daryl Rice**, Executive Director and Counsel, Morgan Stanley & Co. Inc., and **Zackary Starbird**, Senior Counsel, Trading, Koch Companies

The "B" word has all too often been heard in today's economic environment. This session will walk participants through the risks and opportunities when trading with companies that are in Chapter 11 bankruptcy.

3:00 Coffee Break

3:15 Enterprise Risk Management (ERM) for Energy Companies (I/A)

Speaker: **Frank C. Chen**, Senior Manager Advisory, KPMG LLP

The ability of a firm to assess and manage risk on an enterprise-wide level has become a key metric in credit evaluation. Learn how an ERM framework can be applied to energy companies and the benefits and pitfalls of implementing an ERM program. An emphasis will be placed on the role of credit risk within the framework, including the cost of risk/credit capital, liquidity and capital adequacy.

4:45 Break

1:30 Understanding Letters of Credit – Avoiding Pitfalls (B/I)

Speaker: **Eddy Sumar**, President, ERS Consulting Services

Credit professionals continue to be at the forefront of the economic battlefields. They are the strategists and the warriors vigilantly ensuring that a company's profitability, cash flow, and financial well-being is protected, preserved and perpetuated. To be effective and victorious, credit professionals need to keep their strategic and tactical arsenals up-to-date and diversified. One of the key strategic tools is the **Letter of Credit**. In this session, you will learn how to avoid the pitfalls of and focus on: Origins of Letters of Credit, Payment Methods Overview, A spotlight on Letters of Credit, Discussing the Process, Amendments, Dealing with Discrepancies, and Tips for Exporters & Importers. You will benefit from practical tips as to how to handle Letters of Credit with the view to avoid the pitfalls and capitalize on the benefits.

3:00 Coffee Break

3:15 Understanding ISO Credit Risk Policies and Procedures (I)

Panel Moderator: **Phillip Gootee**, President, Global Credit Services

This inter-active panel will discuss the similarity and diversity of both the credit analysis process and the credit management policies and procedures among the PJM; New York ISO; New England ISO and Midwest ISO. It will explore the rationale behind their respective credit analysis process. What are the metrics used by the various RTO's/ISO's to evaluate the same market participant. Why do they do what they do? This distinguished panel will also explore the various markets operated by each of the RTO's/ISO's and how their credit policies are applied to those markets. Is there an opportunity for a more uniform approach to some if not all the markets? FTR's is a perfect example.

4:45 Break

1:30 Fundamentals of Bank Credit Risk Analysis (Core education – Session III) (B/I)

Speaker: **J Maurice Skehan**, Director, Sr. Credit Consultant, Moody's Analytics

This session will focus on **Economic and Regulatory Capital**. How can banks estimate economic capital? The regulatory environment: what changes can we expect? You will also learn about assessing capital adequacy from the analyst's perspective.

3:00 Coffee Break

3:15 Fundamentals of Bank Credit Risk Analysis (Core Education – Session IV) (B/I)

Speaker: **J Maurice Skehan**, Director, Sr. Credit Consultant, Moody's Analytics

This final session of the core education program will focus on **Liquidity, Risk Management and Corporate Governance**. You will hear about the heightened focus on bank liquidity. How can we assess bank liquidity? What has the crisis shown us about assessing risk management capabilities? How can we consider a bank's risk profile? What are the critical warning signals? How to spot the red flags?

4:45 Break

Evening Activities (All)

5:00 p.m. - 6:00 p.m. Trade Show Reception & Drawing - Winner Must be Present to Win

6:00 p.m. - 7:00 p.m. Closing Reception/Networking Opportunities

7:00 p.m. - 9:00 p.m. Buffet Dinner – Golf/Tennis Tournament Winners, Grand Prize Drawing

Day 4

Wednesday,
October 14

8:30 Feature Presentation – "The State of the International Energy Complex – Who, What, Where and Why" (G)

Speaker: **Dominick Chirichella**, Partner, Energy Management Institute

You will not want to miss this closing session. This session will give attendees an in-depth overview of why energy prices are where they are today, what the causes are and what are simply symptoms. You will hear why Geopolitics and security of supply are so important today. What is the energy price model and what does that mean for the next few years?

9:00 Farewell Breakfast Buffet

Committee Recognition, Installation of Officers & Directors, Selected Committee Reports, Door Prizes, and Invitation to 86th Annual IECA Conference to be held at the J.W. Marriott Star Pass Resort on October 10-13, 2010.

11:00 Adjournment

Registration Form

IECA 85th Annual Fall Conference

October 11-14, 2009 • Ritz Carlton Resort • Orlando, Florida

To Register

By Mail: Robert Raichle, IECA Executive Director
8325 Lantern View Lane, St. John, IN 46373

By Fax: (219) 365-0327

Online: www.ieca.net

Include any professional designations (CBA, CBF, CCE, CPA, Etc.)

Name _____

Company _____

Email _____

Title _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Are you a new IECA Member? (Joined IECA after 10/15/08) Yes No

Is this your first IECA Conference? Yes No

Non-members: Would you like to join the IECA and receive the member rate to the conference? Yes!

Conference Registration

\$650 IECA Member

\$950 Non IECA Member

\$175 Spouse Name: _____

\$100 Golf Tournament,
includes green fees, transportation, cart, box lunch, tax & prizes
Please indicate your handicap or average score _____

\$25 Rental Clubs, please circle if needed: RIGHT or LEFT

\$75 Winter Park Cultural Tour – includes transportation, guide, box lunch

\$95 Airboat Adventure – includes transportation, guide, box lunch included

Tennis Tournament – No Fee, includes box lunch, location to be determined

Early Registration Discount: Register **before August 21, 2009** and save \$50 on conference registration fee.

Total fees to be paid: _____

Registration Payment

Enclosed is a check for \$ _____, payable to IECA.

Wire Transfer in U.S. Dollars, include fees and attach confirmation (see Conference Information for instructions).

Please charge my credit card for my registration fees in the amount of \$ _____.

Card Type: Visa MasterCard Discover
 American Express Diners Club

(ALL fields are required)

Card Number _____

Expir. Date _____ Security Code _____

Billing Address: Street _____

City _____ State _____ Zip _____

Signature _____ Date _____

Liability Waiver

I hereby indemnify, defend and hold harmless the IECA, its Officers & Directors, for any accident or mishap resulting from participation in these activities. I am aware of the risks and expectations associated with participation in these events. I certify that I am physically fit and able to partake in the designated activities. I will not hold IECA, its Officers or Directors liable for any lost or damaged articles, injury, illness or disruption affiliated with these activities.

Signature(s) _____ Date _____

Course Registration

Day One - Sunday, October 11

Concurrent Sessions (choose one) 1:00 p.m. – 2:30 p.m.

Derivatives and Structured Products in Energy

Sovereign Risk Analysis

The Dangers Lurking in Financial Notes

Concurrent Sessions (choose one) 2:45 p.m. – 4:15 p.m.

The Fast and Furious! Recent Bankruptcy Developments

Assessing the Impact of Recent FASB Pronouncements on Credit

Energy Trading for the Non Trader

Day Two - Monday, October 12

Keynote Presentation

"Perils and Possibilities of Energy Regulatory Reform Initiatives"

Concurrent Breakout Sessions (choose one) 10:00 a.m. – 11:45 a.m.

Understanding ISDA Annexes

Managing Liquidity Risk

Fundamentals of Bank Credit Risk Analysis (Core Education - Session I)

Day Three - Tuesday, October 13

Keynote Presentation

The U.S. Economic Outlook

Concurrent Breakout Sessions (choose one) 10:00 a.m. – 4:45 p.m.

Never Trust the Trustee: A Survey of Typical Bankruptcy Disputes Between Trustees and Creditors

Alternative Collateral Risk Mitigation

Fundamentals of Bank Credit Risk Analysis (Core Education – Part II)

Concurrent Breakout Sessions (choose one) 1:30 p.m. – 3:00 p.m.

"You Wanna Trade with Who?" Doing Business with Companies in Chapter 11

Understanding Letters of Credit – Avoiding Pitfalls

Fundamentals of Bank Credit Risk Analysis (Core education – Session III)

Concurrent Breakout Sessions (choose one) 3:15 p.m. – 4:45 p.m.

Enterprise Risk Management (ERM) for Energy Companies

Understanding ISO Credit Risk Policies and Procedures

Fundamentals of Bank Credit Risk Analysis (Core Education – Session IV)

Day Four - Wednesday, October 14

Feature Presentation

"The State of the International Energy Complex – Who, What, Where and Why"

Meals Please indicate number attending (1, 2, etc.)

Sunday, October 11

_____ New Member and First Time

_____ Attendee Only Reception

_____ Opening Networking

_____ Reception/Dinner

Monday, October 12

_____ Continental Breakfast & Break

Tuesday, October 13

_____ Continental Breakfast & Break

_____ Luncheon

_____ Afternoon Break

_____ Trade Show Reception

_____ Closing Reception

_____ Buffet Dinner

Wednesday, October 14

_____ Farewell Breakfast/Awards Ceremony

Special Requests: _____

Conference Information

The 85th Annual IECA Fall Conference will be held at the Ritz Carlton Resort in Orlando, Florida. Hotel check-in begins at 3:00 pm and check-out is at noon. Visit the hotel website for more information at www.ritzcarlton.com. Conference attire is business casual.

How to Register

Complete the enclosed registration form and send with payment:

By Mail: Robert Raichle, IECA Executive Director
8325 Lantern View Lane,
St. John, IN 46373

By Fax: (219) 365-0327

On-line: www.ieca.net

Payment must accompany form; registration fees will not be billed. Co-workers may not be included in the Spouse/Guest category, but must register separately under the applicable member/non-member rate. Registration fee entitles attendance at all meeting and meal functions listed in the agenda.

Please contact the IECA at 219-365-7313 or 817-870-2334 for **Wire Transfer** details if you will be paying by wire transfer.

Early Registration Discount

Save \$50 if payment is received prior to August 21, 2009!

Hotel Reservations

PLEASE NOTE THAT CONFERENCE ATTENDEES ARE NOW RESPONSIBLE FOR BOOKING THEIR OWN HOTEL RESERVATIONS.

The discounted room rate will be honored up until **September 9, 2009** based on availability. To make a reservation you may call toll free at 1 800-576-5760. Please be sure to mention that you are attending the International Energy Credit Association ("IECA") Conference and the dates to receive the discounted room rate of \$220 plus tax. Also you may use the following online link to register: <https://www.ritzcarlton.com/en/Properties/Orlando/Reservations/Default.htm?nr=1&ci=10:8:2009&ng=1&co=10:14:2009&gc=ieca>

Non-Members may join IECA now and save!

Indicate that you would like to join the IECA on the registration form and register at the member rate! Save on your conference fees now and begin enjoying all the membership benefits right away. Dues are effective through December 31st, with automatic renewal billing in January.

Cancellations

Hotel cancellations must be in writing and made at least 7 days prior to arrival. Conference registration cancellations must be in writing and will be subject to a \$50 processing fee. Cancellations received after **October 2, 2009** will not be eligible for refund.

Arrival Information

FROM THE AIRPORT: Take the North Exit out of the airport and follow the signs for 528 going west to Exit 3 (John Young Parkway). Turn left and you will be heading south on John Young Parkway. Turn right at the 2nd traffic light (Central Florida Parkway). The entrance for the Ritz Carlton will be the first left turn off of Central Florida Parkway.

Golf

Join your fellow IECA Members for an afternoon of golf on Monday, October 12, 2009. We will have a Shotgun start at 12:30 p.m. The golf course is Celebration Golf Course. This is a Robert Trent Jones designed golf course. The course is rated 4 1/2 stars in Golf Digest and ranked #12 by the Florida Golf News. The cost is \$100 per person, which includes transportation, drink tickets, green fees, cart and lunch.

Tennis

An IECA tennis tournament will be held on the afternoon of Monday, October 12, 2009, at a location to be determined. Participation in the tournament is free – simply sign up by marking the appropriate box on the registration form. A box lunch will be included.

Selected Tours

Airboat Adventure at Old Florida Fish Camp

This educational excursion takes you into the seldom visited heart of natural Florida. You will see natural, protected wetland hammocks, walk through ancient Flatwoods, and travel by airboat into sections of fresh water marshes and upriver, into the bald cypress swamp - home of the Florida alligator, American bald eagle, and a myriad of wildlife. Certified eco-guides, biologists, botanists, and experts are trained to assure that you come away with a new profound understanding of Florida's vastly different land and plant communities and the importance of their interrelationship and preservation. You'll see up close a marvelous assortment of birds, reptiles, and plants - some endangered, some threatened, and a few native species found in this area affectionately called "The Central Florida Everglades."

Date: Monday, October 12, 2009

Depart: 12:30 p.m.

Return: 4:30 p.m.

Cost: \$95 per person

Includes: Transportation, tour, box lunch, complimentary alligator samplings and soft drinks available, one certified eco-guide per 20 participants, all applicable taxes and gratuities. This tour involves walking in some locations. Participants are encouraged to wear comfortable shoes and dress for the weather.

Winter Park Cultural Tour

Downtown Winter Park's charm is magnified in its details: hidden gardens and side streets that are home to unique stores, a farmer's market that attracts both locals and visitors alike each Saturday morning and festive parades that make the seasons. Running through the heart of Winter Park is Park Avenue. Bordered by a shady park that plays host to concerts and art festivals, Park Avenue is home to one-of-a-kind boutiques and well-known shops, sidewalk cafés, as well as world-renowned art collections in the area's museums. Often called "Little Europe," Park Avenue is a year-round destination that is sure to charm visitors of all ages.

Take the Scenic Boat Tour that cruises through three of the city's lakes which border the area's most prestigious homes. The relaxing, narrated, one hour, 12 mile cruise through the lakes and canals is really the only way to see the true beauty of Winter Park. Following the boat tour, spend the remainder of your day shopping on Park Avenue.

Date: Monday, October 12, 2009

Depart: 12:30 p.m.

Return: 4:45 p.m.

Cost: \$75 per person

Includes: Transportation, admission on Scenic Boat Tour, box lunch, sodas and water. This tour involves walking in some locations. Participants are encouraged to wear comfortable shoes and dress for the weather.