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WELCOME!

A scenic photograph of rolling green hills under a clear blue sky. The sun is low on the horizon to the left, creating a warm golden glow and long, soft shadows across the landscape. The hills are covered in lush green grass and some small shrubs.

## The 411 on IECA: New Member Welcome Call



# First things First!



- **Who is IECA?**

- Formed in 1923, promotes the education and understanding of credit and risk management in relation to energy commerce. IECA is a 501(c) 6 non-profit association.
- (IECA) is the oldest international industry credit association in the United States. Its membership includes companies located in the United States, Canada, most Western European countries, Mexico, South America and Asia.
- There are approximately 1,100 members representing over 500 large, medium, and small companies.



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# Introducing..

- Kevin Page, IECA Membership Committee Chair
- Franco Negri, IECA Membership Committee Vice Chair
- Neal Brandemark, IECA Vice President of Membership

## The Roll of the Membership Committee

### IECA STAFF

- Executive Vice President, North America – [Heather Buerger](#)
- Executive Vice President, Europe – [David Stone](#)
- Jessica Hall, IECA/AH Director of Membership & Committees (me!)
- Tatiana Veres, IECA/AH Membership and Meetings Coordinator
- Myriame Dutes, IECA/AH Meetings Manager
- Michele Buggy, IECA/AH Executive Director



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# Membership – Welcome to the Team!

- Who can be a member?
  - Regular membership consists of any person employed by a company involved in the development, purchase, sale or transportation of **energy** such as with exploration, production, extraction, refining, manufacturing, storage, distribution, or purchasing, **OR** any person employed by a company that provides services or products to support credit risk functions of companies such as business intelligence, software, consulting, collections, trade finance, or legal services.
- Corporate vs. Regular Memberships
- Membership terms – 12/31/2018 to 12/31/2019





# IECA Board of Directors

- **Jamie Swartz**, TransCanada – IECA President
- **Ivan Melamud**, Trafigura Pte Limited- IECA Past President
- **Michael Dutka**, CNOOC International, IECA First Vice President
- **John Early**, LG&E and KU Energy LLC – IECA Treasurer
- **Jay Hoellen**, Tenaska – IECA Vice President of Education
- **Neal Brandemark**, PETRONAS Energy Canada Ltd.– IECA Vice President of Membership
- **Craig Enochs**, Reed Smith, LLC – IECA Vice President of Communications & Technology



- **Directors 2016-2019**

- Julian Edgar
- KC Hairston
- Louise Waterhouse
- Marion Murphy

- **Directors 2018-2021**

- Christy Brinkman
- Paul Heikkila
- Eric Twombly
- Phil Lookadoo

- **Directors 2017-2020**

- Mike Barberio
- Franco Negri
- Kevin Page
- Dianne Wahl



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# IECA Leadership, Education Groups and Committees

- *Who is IECA President?*
- [IECA Board of Directors](#)

## GET INVOLVED!

- **Interest Education Groups**
  - CLEG (Contracts & Legal)
  - CAEG (Credit Analytics)
  - PDIG (Professionals for Diversity & Inclusion)
  - DEPG (Developing Energy Professionals)
- **Regional: Canadian, European, United States**  
Other regional groups: Mexico, Asia
- [Working Groups](#)
- **Interest Committees**
  - Membership Committee
  - Technology Committee
  - Marketing/Communications Committee
  - Products and Services Advisory Committee
  - Leadership Development Committee

- **Governance Committees**
  - Advisory, Nominations & Elections Committee
  - Bylaws Committee
  - Executive Committee
  - Global Education Committee

Jamie Swartz, TransCanada



**WE WANT YOU**

# Contracts & Legal Education Group (CLEG)

- **What is CLEG?** CLEG was formed in 2007 to provide a forum for members with an interest in energy related contract and legal matters to share ideas, discuss topical issues and network. It is currently the largest of the IECA Education Groups with close to 500 members consisting of attorneys, paralegals, contract and credit professionals all working within the energy sector.

- **Current Leadership** – Chris York, Chair



- Tara Liscombe, Vice-Chair



## Benefits of Joining CLEG

- **Working Groups**
  - Our Working Groups provide an opportunity for more in depth focus on industry specific issues. Most have regularly scheduled calls that our members can join for informative Q&A and the latest developments on relevant topics. Currently, CLEG has six active Working Groups:
    - Alberta Capacity Market Working Group – Cameron Hughes, Chair
    - Bankruptcy and Creditor's Rights Working Group – Mickey Etkin, Chair and Andrea Pincus, Vice-Chair
    - Canadian Derivatives Regulatory Working Group – Mark Powell, Chair
    - Contract Provision Review Working Group – Jeff Heffernan, Chair
    - Dodd-Frank Working Group – Phil Lookadoo, Chair
    - KYC Working Group (a joint effort with CAEG) – Victor Ureta (CAEG), Phil Lookadoo (CLEG)
- **Education**
  - CLEG offers opportunities for education and networking through events such as our Houston Lunch in the Spring and New York Education Event in the Summer. Not to mention Webinars.
  - CLEG is also involved in planning education sessions for the Conferences that will benefit our CLEG members.
- **Resources**
  - Getting involved in CLEG provides you with access to a diverse range of industry leaders.
  - Members have free access to industry standard documents and forms.



# Credit Analytics Education Group (CAEG)

**What is CAEG?** – One of the largest IECA education groups that focuses on both basic foundations and changing trends in Credit Analytics

**Current Leadership:** Mike Barberio, Chair



Eric Twombly, Vice-Chair



**What our members get?** – Access to a vast network of decades of combined Energy Credit experience through conferences, webinars and topic-based membership calls. CAEG holds monthly valuable membership calls to go over initiatives and relevant industry topics.

**Who should join?** – open to all members looking to learn more and share their experience in Credit analysis. CAEG also has many 'micro' volunteer opportunities, including conference planning lead, secretary, and membership lead. Time commitments can vary, but generally speaking there is one membership call, and one committee leadership call per month for the group that lasts about one hour tops.

If you are interested in joining and becoming more involved, please e-mail [info@ieca.net](mailto:info@ieca.net)!

## **Some of the most popular CAEG Conference Sessions:**

- How to Model Probability of Default
- Financial Stress Early Warning Signs & early actions
- Energy Credit Assessments Best Practices: Highlighting the Market and Fundamental Views
- Potential Future Exposure
- How to Get More Credit for Your Organization – Borrowing Base, Different Styles of Credit Facilities





# Developing Energy Professionals Education Group (DEPG)

**What is DEPG?** – We are a network of the next leaders of the IECA focused on providing educational materials to the future leaders of energy professionals.

**Current Leadership** – Justin Riddell, Chair



David Kinzel, Vice-Chair

**What are the benefits of being a member?** – We provide education opportunities through webinars and conference sessions, encouraged members to present suggestions for future webinars, topics for discussion, etc. and actively seek input from members on what is of interest to them. Membership in the DEPG is a gateway to expanding your network within the IECA. DEPG is also engaged with IECA's social media and micro-learning initiatives.

**Who are welcome to join?**- DEPG's vision is to promote skill-set development, energy industry peer group networking, and career progression for individuals who not only are in the early stages of their careers, but also for those who have recently entered the energy sector.

**DEPG has a Core Committee that provides opportunities that include :**

- Communication Lead
- Conference Lead
- Membership Coordinator
- Education Lead

If you are interested in developing as an energy professional and future leader, please e-mail [depg@ieca.net](mailto:depg@ieca.net) !



# Professionals for Diversity and Inclusion Group (PDIG)

**What is PDIG?** – We are a diverse group comprised of energy professionals from different backgrounds, experiences, cultures and generations, all coming together to share our unique knowledge and experience

**Current Leadership** – Joshua Rogers, Chair



Angela Rodriguez, Vice-Chair



**What are the benefits of being a member?** – PDIG provides an open forum for diverse knowledge sharing thru membership calls, webinars, networking events, conference sessions, and local continuing education events & speaking engagements. The biggest benefit is being a part of a community that recognizes the value in understanding and educating each other on diversities that can lead to a greater respect for others. PDIG members also believe that both diversity and inclusion increase the richness of ideas, creative power, and problem-solving ability.

**Who are welcome to join?**- EVERYONE! Each individual brings a unique perspective based on their life experience and background, which may lead to different approaches and tips for managing credit related risks and working with business partners.

**PDIG focuses on education/discussion opportunities that include :**

- Professional Diversity
- Gender Diversity
- Cultural Diversity
- Generation Diversity

If you are interested in joining or have any questions about PDIG, please e-mail [info@ieca.net](mailto:info@ieca.net)!



# IECA Canadian Regional Education Committee

- The Canadian REC promotes education and the understanding of credit risk management specific to the Canadian energy industry, regulatory framework and capital markets as well as their inter-relationship with the U.S. and Global markets.

- **Current Leadership:** Samantha Herman, Chair



- Ender Cheung, Vice-Chair



- **What are the benefits of being a member?** Members receive exclusive access to a number of benefits that will support and enhance their careers as energy credit professionals, including but not limited to professional development, members' rate savings on events, and networking opportunities at the various Canadian events offered throughout the year.
- **Want to get involved?** The Canadian REC is focused on continuing to build a strong team and developing members to take on leadership roles in the future. Though time commitments can vary, the minimum time commitment is about one and a half hours for our monthly committee meeting.

If you are interested in joining and becoming more involved, please e-mail [info@ieca.net](mailto:info@ieca.net)!

- **Canadian Events:**

- Holiday Networking Event
- Canadian Winter Educational Event, which includes networking opportunities
- Annual Canadian Conference, which offers numerous educational sessions, two organized networking events and a conference banquet
- Calgary Stampede Networking Event
- CRMCP Course (offered from time to time in Calgary, Alberta)



# IECA European Regional Education Committee

The European Regional Education Group Committee is a volunteer group including a Chair, Vice-Chair and Board liaison that takes a larger roll in establishing initiatives and responsibilities for the European Group throughout the year and works closely with the Executive Committee and Regional Executive Vice President to carry-through yearly goals.

**Executive Vice President, Europe – David Stone**

**Current Leadership:** Marion Murphy, Chair



Sven Rynhoud, Vice-Chair



- **Benefits of being involved:** Members receive exclusive access to a number of benefits that will support and enhance their career as energy credit professionals, including but not limited to professional development, member's rate savings on events, and networking opportunities at the various Canadian events offered throughout the year.
- **Sub-Committees** (Membership and Education sub-committees)  
If you are interested in joining and becoming more involved, please e-mail [info@ieca.net](mailto:info@ieca.net)!

- **European Events:**

- January London Networking Event
- February IP Week Dinner
- Spring Geneva Dinner
- Autumn BBQ Event
- IECA European Regional Education Committee Conference
- E-World event in Germany
- ...and more!



# IECA United States Regional Education Committee

- The U.S. Regional Education Group Committee (USREC) is a volunteer group including a Chair, Vice-Chair and Board liaison that takes a larger roll in establishing initiatives and responsibilities for the U.S. Group throughout the year and works closely with the Executive Committee and Regional Executive Vice President to carry-through yearly goals.
- Executive Vice President, North America – Heather Buerger

**Current Leadership:** Christy Brinkman, Chair



Paul Heikkila, Vice Chair



- If you are interested in joining and becoming more involved, please e-mail [info@ieca.net](mailto:info@ieca.net)!

## Some US Events Include:

- NYC Holiday Networking event
- IECA Spring Conference
- IECA Annual Conference
- Spring Fling Event in Houston
- Fall Fling Event in Houston
- Houston Rodeo
- *..and many more!*





# It's easier than ever to volunteer!

## Volunteer Opportunities

Please see below IECA open volunteer opportunities. You can filter and click the opportunity that interests you. You can also nominate a fellow IECA member for the position. You must be an active IECA member to volunteer for a position, and be logged in to apply.

Committee

- Any -

Type

All Open Volunteer Opportunities

Time Commitment

No Limits!

Keyword

SEARCH

### Committee Member - General

**Type:** Committee Member

**Time Commitment:** Small Commitment/Monthly Call (up to 20 hours total/per year)

APPLY NOW

Under the “Get Involved” Menu bar, click Volunteer Opportunities and find which open opportunities you can apply for today!

Sort by Committee, Type, Time Commitment or Keyword.

Apply for yourself OR nominate a member!

# Events, Events, Events!

- **Spring Conference** – between March – April each year, around 350 attendees. CRMCP offered. (Next year in March in Napa, CA!)
- **Annual Conference** – IECA's largest conference, End of September – mid-October of each year, around 400 attendees. CRMCP offered. Trade Show offered. (This Fall in St. Pete, FL!)
- **IECA Canadian Conference** – June each year, about 150 attendees. Trade Show offered. (Banff, Alberta in June 2019!)
- **IECA European Conference** – June or early July each year, about 150 attendees. Trade show offered. (This year in Dublin, Ireland the end of June!)

## *That's not all!*

- Many US and International networking events, seminars, CRMCP in-person courses and e-Learning events constantly throughout the year!
- Check <https://www.ieca.net/events> for updates.



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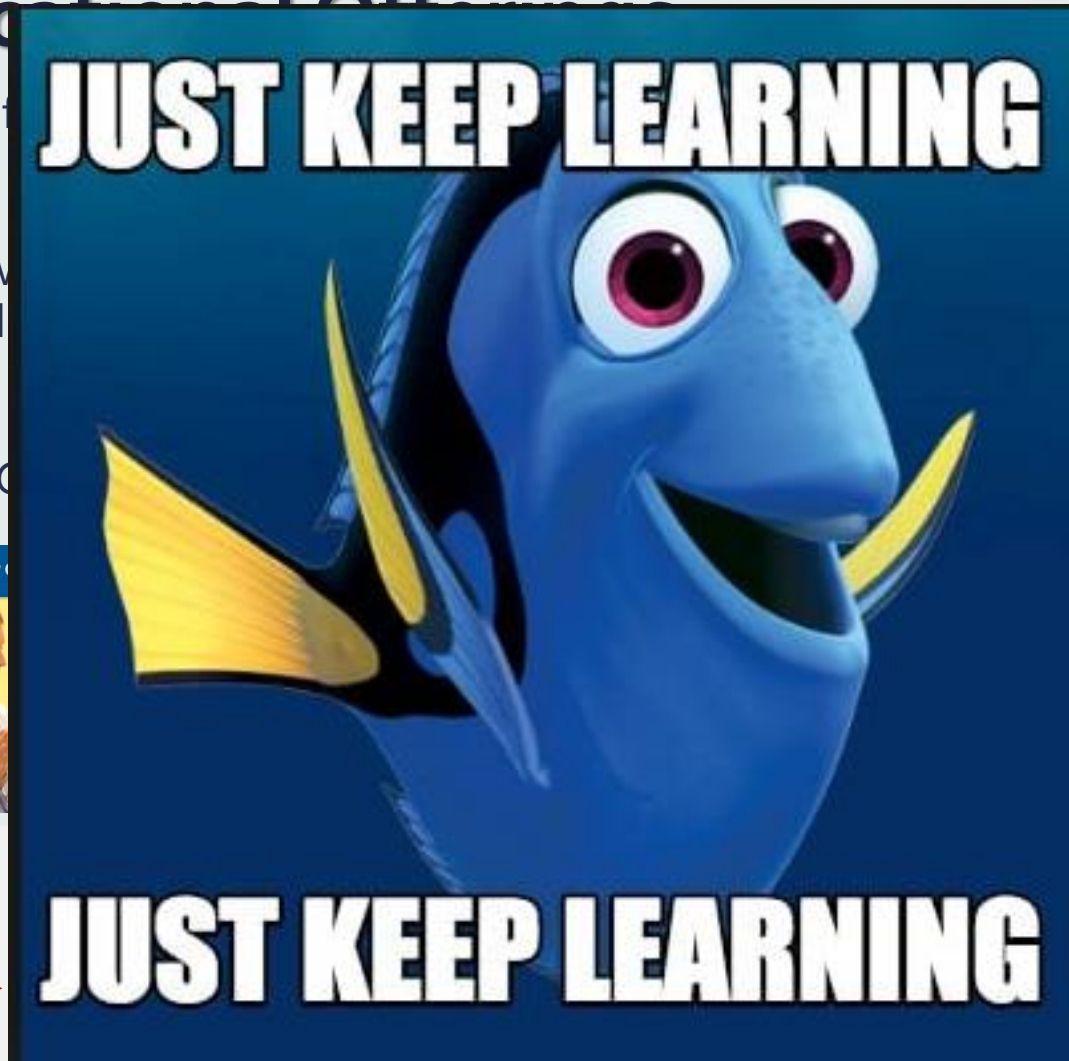
# Check out our IECA Annual Conference Highlight Video!






# Invaluable Educational Offerings

- CLE, CPE offerings (Continuing Education)
- IECA FREE educational videos on IECA.net, FREE for all
- New ONLINE LEARNING



EVENTS ▾ RESOURCES ▾ EDUCATION GROUPS ▾ CRMCP ▾


Online Learning  
Member Directory  
Resource Library  
Products & Services Directory  
Continuing Education Credits

 **Webinars**  
Register for an upcoming webinar or browse our archive and learn on your own schedule. [▶ Learn More](#)

 **IECA & Moody's e-Learning**  
Distance and e-Learning programs offered as a part of our certificate program in the core principles of credit risk management for the energy sector. [▶ Learn More](#)



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 **Resource Library** [▶ Learn More](#)  
Access slide decks from sessions from seminars and conference sessions not recorded, IECA Branded Forms, Master Netting Enforceability Opinion and other important items!

## Keynote Session: Business Growth and Social Influence

**Location:** Naples, FL United States  
**Date:** October 2, 2018  
**Presenters:** Patricia Rossi  
**Description:** Patricia Rossi, host of NBC Daytime's weekly show, Manners Minute, which airs in 165 syndicated television markets, is the author of her best-selling debut book entitled Everyday Etiquette: How to Navigate 101 Common and Uncommon Social Situations. Rossi...

## Excel Modeling - Presented by the Developing Energy Professionals Education Group (DEPG)

**Date:** August 21, 2018  
**Presenters:** Kevin Kindall  
**Description:** Nearly everyone uses Microsoft Excel to some extent in a professional setting. The vital role Excel plays not only in data analysis but decision-making highlights the need to have a robust and properly functioning model. This webinar will provide a step-...

## Mexico Deposit Insurance (IECA Mexico Working Group)







**Date:** July 10, 2018  
**Presenters:** Victor Ureta  
**Description:** Overview of the deposit insurance framework for the different types of financial institutions in Mexico.

## 2nd European Regional Education Group Annual Conference Attendee List

**Location:** Budapest Hungary  
**Date:** July 3, 2018  
**Presenters:** Not Applicable

## Cash is King! A Modified Approach to Traditional Cash Flow Analysis

IECA offer timely, on-point educational sessions presented by subject matter experts and are recorded from live IECA events. Sessions are between 60-90 minutes in length and cover diverse topics led by industry professionals. When you attend an IECA recorded session, you receive 24/7 access to the content. Click on any title below to watch a preview of the session. This is a FREE benefit for IECA Members! IECA sessions do not offer CPE credits)

 <b>Companies Look for in Corporate ...</b> Members: FREE Standard: \$35.00 <a href="#">Add to Cart</a>	 <b>Responding to Major Incidents: Managing the First 96 Hours</b> Members: FREE Standard: \$35.00 <a href="#">Add to Cart</a>	 <b>Choice of Law Clauses in Trading Agreements</b> Members: FREE Standard: \$35.00 <a href="#">Add to Cart</a>	 <b>ISDA Protocol Adherence vs Bilateral Compliance - Exis ...</b> Members: FREE Standard: \$35.00 <a href="#">Add to Cart</a>
 <b>Credit Risk Methodology - Understanding Standard and Standard Counterparties</b> Members: FREE Standard: \$35.00 <a href="#">Add to Cart</a>	 <b>Supply Chain and Credit</b> Members: FREE Standard: \$35.00 <a href="#">Add to Cart</a>		

# IECA & Moody's CRMCP Program

- [IECA Moody's CRMCP in person or e-Learning offerings](#)

The IECA is pleased to partner with Moody's Analytics in offering its membership a certificate program in the core principles of credit risk management for the energy sector.



[See more on our site.](#)



## 2019 SCHEDULE TRADITIONAL COURSES

March 31 – April 2	Loews Coronado Bay, CA
Oct 13 – Oct 16	St. Pete, FL

Corporate Credit Rating Analysis for Energy Companies –US Spring Conference (E)
Advanced Corporate Credit Analysis 95 <sup>th</sup> Annual Conference (E*)

(R) = Required course; (E) = Elective course; (R)\*= is listed as a Required or Elective Course

## 2019 SCHEDULE eLEARNING COURSES

May (30 days)	Fundamentals of Credit Risk Analysis (R)
November (30 days)	Fundamentals of Credit Risk Analysis (R)

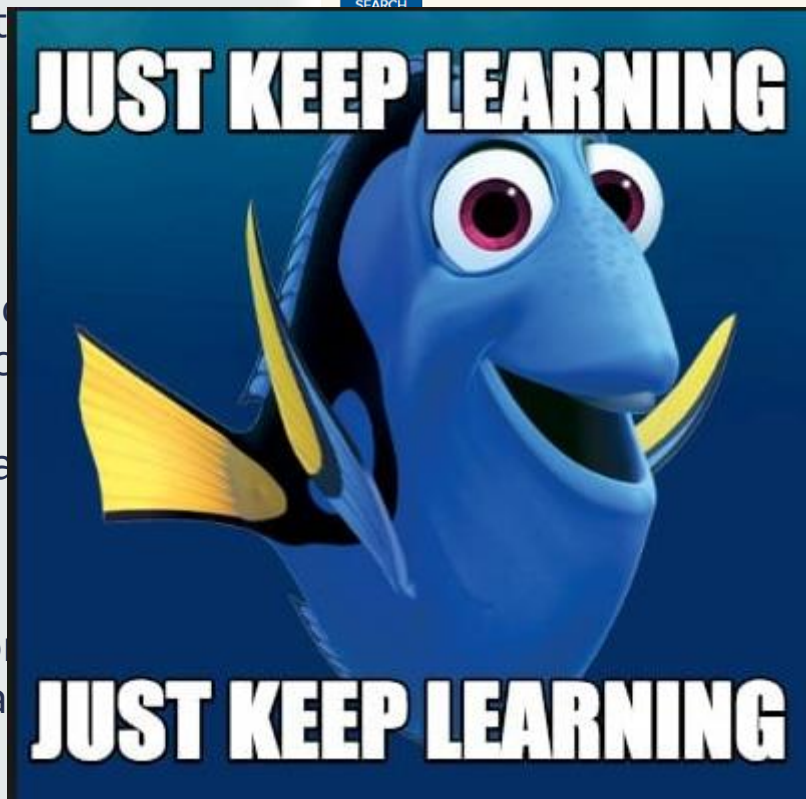


# Member Benefits - Resources

- **IECA Resource Library with over 750:**
  - IECA Branded Forms and Documents
  - IECA Webinars
  - Past Conference Presentations
- **IECA Member Directory**
  - Search any IECA member by name, company, or region
  - Over 1,100 IECA members with full contact information
  - Export to PDF functionality
  - Ability to “toggle” favorites and create a contact dashboard for easy access
- **IECA Products and Services Directory**
  - Search vendors and member companies by products/services and region.

## Resource Library

Keyword <input type="text"/>	Event - Any -	Year - Any -
Presenters <input type="text"/>	Type - Any -	Sort by Most Recent
<input type="button" value="SEARCH"/>		



## Social Influence

ie's weekly show, Manners Minute, which airs in 165 syndicated  
f her best-selling debut book entitled Everyday Etiquette: How to  
mon Social Situations. Rossi...

ip list and online directory is strictly confidential and for the use of members to contact other  
copyrights, trade names, or other data is the sole property of IECA and may not be used absent the  
s for any reason is strictly forbidden, except as approved by the Board of Directors. Failure to comply  
nd violators are subject to prosecution under copyright law statutes.

Company Name: <input type="text"/>	Keyword: <input type="text"/>
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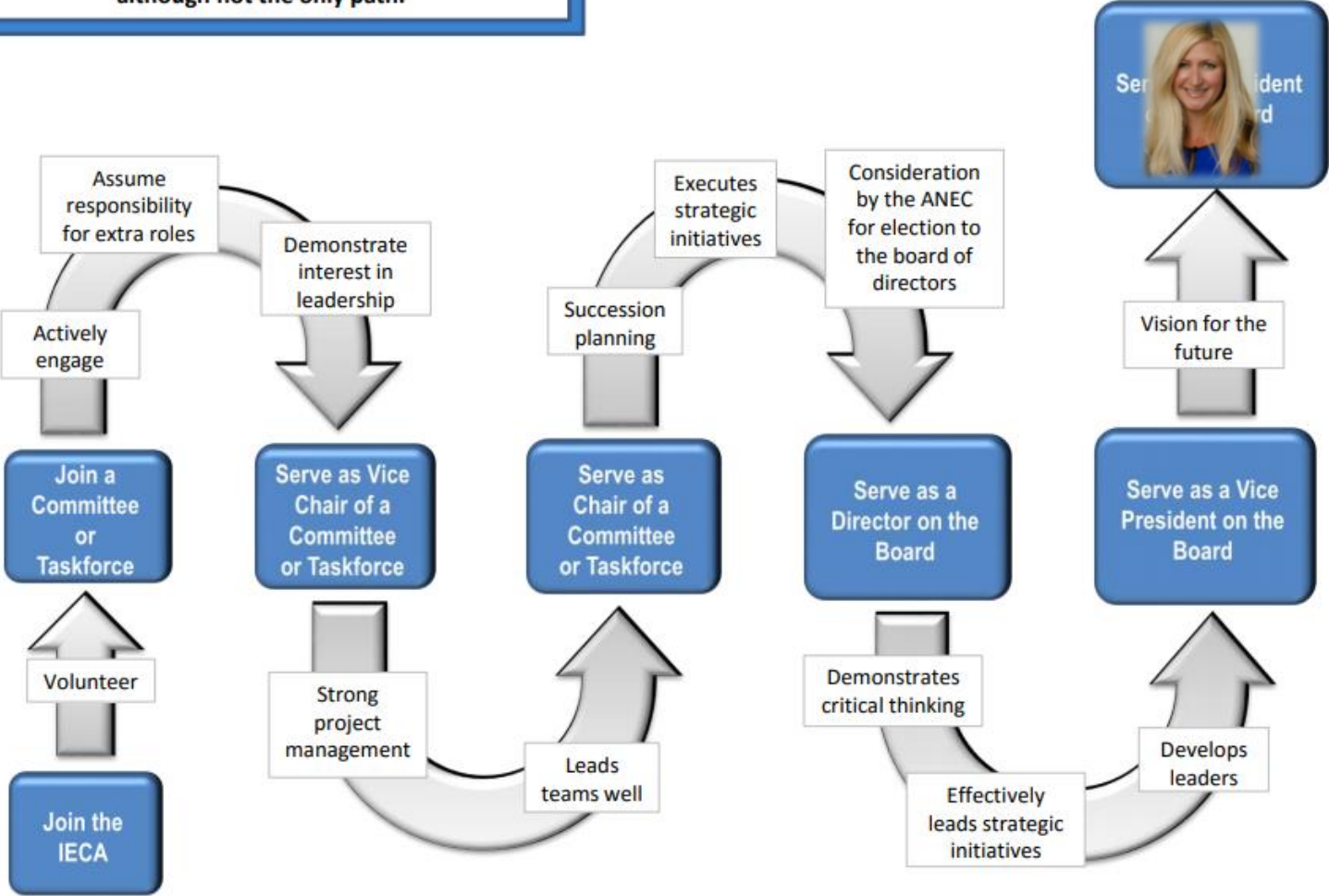
Ivan Melamud

**Company:** Trafigura PTE Ltd  
**Job Title:** Head of Credit - Energy  
**Primary Focus:** Credit Professional  
**Region:** Switzerland



# Path to Leadership

The traditional path to IECA Leadership, although not the only path.



# The special IECA added value, a testimonial..

I have been a member of IECA since 2005 and I quickly learned the organization was an energy industry leader for networking and sharing ideas among professionals. Little did I know just how valuable the networking would be for me personally and for Tenaska. Here is my story....

Tenaska had a long-term transaction with Company X that filed bankruptcy and needed a solution to mitigate expected losses. Tenaska's VP of Origination negotiated a solution; however, there was no one in the offices of Company X at this point. Tenaska's attorney suggested that due to my involvement with IECA, I might have a Company X contact other than those known to Tenaska. It just so happened I had recently attended an IECA conference and sat next to a VP of Company X the last evening at dinner. For those of you who know me, it will not surprise you that I quickly started a conversation with him, and we eventually exchanged business cards. I immediately contacted him and explained the situation. Company X understood the significance of the transaction and agreed to proceed. However, my contact did not have signing authority, but offered to take the agreement to another officers' home to have it executed. This is a tangible example of the value the IECA provides its members through conferences and various other networking events.

Tenaska has supported me throughout the years in my leadership roles, board responsibilities, sponsorship, and attendance at the conferences and continues to do so. I have made many friends for life through IECA...I cannot say enough great things about this organization and the teams that lead it each year!

Teri Brown

*Tenaska*



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## ***In a nutshell...***

- **-Education Group/Working Group/Committee Involvement**
- **-Network with Industry Professionals:** Connect with a thriving community of over 1,100 diverse professionals worldwide through our member directory and many networking events/seminars.
- **-On-Demand Education**
- **-Customized Job Board**
- **-Educational Savings**
- **-Credit Risk Management Certification Program (CRMCP)**
- **-Continuing Education Credits**

*With IECA membership, you unlock countless career and networking/personal growth opportunities!*

# Quick IECA Quiz!

- *Who is the IECA president?*
- *When is the IECA Annual Conference?*
- *How many interest education groups are there?*
- *Where can you find past webinars, conference sessions, and IECA documents?*
- *How many IECA members are there?*
- *When was IECA founded?*



**Questions or *Just ask!* welcomed!**

**Just ask!**



*Thank you and welcome to the IECA Family!*



*Contact us:*

[www.ieca.net](http://www.ieca.net)

**856-380-6854**

[info@ieca.net](mailto:info@ieca.net)

[jhall@ieca.net](mailto:jhall@ieca.net)