

# US-MEXICO CROSS-BORDER PIPELINE DEVELOPMENTS

**July 26 – 27, 2017**  
**Royal Sonesta Houston**  
**Houston, TX**



EUCI is authorized  
by IACET to offer  
1.0 CEUs for the  
course

# OVERVIEW

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Existing pipelines running between the US and Mexico represent a massive international O&G trade with further growth already planned for 2018 and 2019. The **US-Mexico Cross-Border Pipeline Developments** course, taking place on July 26th and 27th in Houston, TX, will discuss the biggest concerns on both sides of the border, and highlight opportunities for new developments. We will cover the most important changes in both national and international regulations affecting future growth and infrastructure development, as well as the markets on both sides to discover how best to work together. The Mexican energy reform has opened a door for international participants in the market, making the US-Mexico energy trade second in size only to Canada. This unprecedented market opportunity from natural gas prices at such a historic low paired with rising Mexican demand has slotted both countries for major economic growth, and opened an untapped market for O&G companies to step into.

# LEARNING OUTCOMES

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- Analyze the full effects of international regulations affecting border trade
- Compare the impact of national and state regulatory developments in both the US and Mexico on the development of O&G and the limitations on cross-border trade
- Evaluate the opportunities in importing and exporting based on market forces in both countries
- Assess the US market structure and the Mexican energy reform, and how developments on both sides of the border will affect opportunities
- Leverage existing pipeline infrastructure for an expansion of cross-border trade, and discuss future developments
- Examine contract structures and best practices in project finance for new developments

# WHO SHOULD ATTEND

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- Project managers through C-Suite executives for O&G companies in the US and Mexico
- Pipeline owners and operators managing international trade, or interested in the opportunity
- Maintenance and engineering professionals on all sides of O&G development
- Pipeline developers involved in new infrastructure
- Energy industry regulators from both the US and Mexico
- Project development consultants and managers
- Investors and financial analysts engaged in cross-border opportunities

# AGENDA

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WEDNESDAY, JULY 26, 2017

**7:30 – 8:00 am**

**Registration and Continental Breakfast**

**8:00 am – 12:00 pm**

**Regulatory Developments in the US and Mexico**

- The impact of removing regulations and environmental limitations on O&G companies
- Necessary export approvals and presidential permits for international trade
- Breaking down FERC regulations that impact cross-border trade
- Full outline of everything necessary to start the flow of gas in either direction
- Developments we have seen so far, and where regulations are headed for the remainder of 2017

**10:00 – 10:30 am**

**Networking Break**

**12:00 – 1:00 pm**

**Group Luncheon**

**1:00 – 2:00 pm**

**Understanding the US O&G Market**

- Understanding the US market for Mexican exports
- Natural gas development and the natural gas market
- Non-pipeline export growth and demand drivers
- The future of the US market

**2:00 – 3:00 pm**

**Effects of Energy Reform on the Mexican O&G Market**

- Long-term impacts of the O&G shortage in Mexico
- Understanding the Mexican energy reform
- Evaluating trade agreements in Mexico
- The necessity of foreign investment with an open, competitive generation market
- Developments at risk from renegotiations and revoked or impeded permits
- Projections on where demand will likely grow

**3:00 – 3:30 pm**

**Networking Break**

**3:30 – 5:00 pm**

**Interactive Group Discussion**

To close out day one of the program, we will bring the full group together to discuss the long-term implications of real regulatory changes. The Trump administration has suggested renegotiating NAFTA, and this could hold major consequences for the future of cross-border pipeline development and the natural gas markets in both countries. Attendees will join in on a discussion covering the effects these changes might have, and applying the concepts covered throughout the rest of the day.

# AGENDA

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THURSDAY, JULY 27, 2017

**7:30 – 8:00 am**

**Continental Breakfast**

**8:00 – 9:30 am**

**Analyzing Existing and Future Pipeline Infrastructure**

- Discuss the cross-border pipeline infrastructure already in existence
- Cover the necessary developments to reach demand on both sides of the border
- Implications of international interconnection
- Evaluate current projects in development

**9:30 – 10:00 am**

**Networking Break**

**10:00 – 11:30 am**

**New Infrastructure Project Contracts**

- Cover the technicalities and legal concerns of international JV contracts
- Mexican public tenders and open season procedures
- Construction contracts for new developments
- Funding structures and project financing strategies
- Best practices for contracts in cross-border pipeline development

**11:30 am – 12:00 pm**

**Course Summary and Wrap-Up**

- Summary of the major topics covered throughout the course
- Final questions on the program
- Course wrap-up

## COURSE INSTRUCTORS



### Diana Maria Pineda Esteban

**Professor and Senior Associate, Senior Regulatory Advisor, IBERO Ciudad de Mexico and Gonzalez Calvillo, SC**

Diana María Pineda Esteban is a Senior Associate and Head of the Energy Practice at González Calvillo, S.C., covering oil and gas, energy regulations, transactional energy law, project financing, public contracting, and dispute resolution. She has participated in upstream, midstream and downstream projects with both national and international clients, and has also participated in several binational transactions involving natural gas, LNG, and petroleum products. Her experience covers projects ranging between \$500mm and \$3b, assisting international investors entering Mexico in response to the energy reform. Some of her clients have included BP Mexico and Air BP, Blackstone Group LP, Ductos el Peninsular (PMI, Trafigura and Hidrobenz), Hidrosina, and many others.

Prior to her work with González Calvillo, she served as a General Counsel and VP Legal Advisor to the Board within Silver Fuels Inc. and Silver Fuels LLC. She is also a regular speaker at several conferences and universities in Mexico, including the 7th Annual Oil & Gas Conference organized by Latin Lawyer, with the exhibition titled “Energy Reform in Mexico – Where do we stand with our regulatory framework?”

She is a law professor at the Universidad Iberoamericana in Mexico City, as well as the General Director of Fundación González Calvillo, promoting the culture of legality and the rule of law within Mexico. Her most recent articles have been published by *Financier Worldwide* (“The Alleged Transition from Partners to Neighbors – US and Mexico 2017”) and *Getting the Deal Through* (“Energy Disputes” chapter of Mexico).



### Sam Walsh

**Partner, Harris, Wiltshire, & Grannis LLP**

Sam Walsh is a partner with the law firm of Harris, Wiltshire & Grannis LLP. His practice focuses on energy regulation, representing companies in the electric power and natural gas sectors before federal and state agencies.

Mr. Walsh’s experience advising clients across the energy sector and at the highest levels of government has positioned him to confront the novel and complex problems facing an industry in flux. Until recently, Mr. Walsh served as Deputy General Counsel for Energy Policy at the Department of Energy (DOE). During his tenure at DOE, he was responsible for legal matters relating to the Department’s electric, fossil energy, and civilian nuclear programs. In that role, Mr. Walsh oversaw the legal aspects of the Department’s authority over exports of liquefied natural gas (LNG), and developed deep experience with electric transmission development, carbon capture and sequestration projects, spent nuclear fuel, energy efficiency, and climate programs.

Prior to his government service, Mr. Walsh was a member of the energy regulatory practice group at a major international law firm based in Washington D.C., where he represented a diverse range of clients before the Federal Energy Regulatory Commission and the Department of Energy.

Mr. Walsh received his law degree magna cum laude from Harvard University, where he served as Articles Chair of the Harvard Law Review. He received his M.P.A. from Kennedy School of Government and received his B.A., magna cum laude, from Yale University. He clerked for the Hon. David S. Tatel of the U.S. Court of Appeals for the D.C. Circuit.

## REQUIREMENTS FOR SUCCESSFUL COMPLETION OF PROGRAM

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Participants must sign in/out each day and be in attendance for the entirety of the course to be eligible for continuing education credit.

## INSTRUCTIONAL METHODS

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PowerPoint presentations and classroom discussion will be used in this program.

## IACET CREDITS

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EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

**EUCI is authorized by IACET to offer 1.0 CEUs for the course.**

## EVENT LOCATION

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A room block has been reserved at the Royal Sonesta Houston, 2222 West Loop S, Houston, TX 77027, for the nights of July 23- 26, 2017. Room rates are \$139 plus applicable tax. Call **1-713-627-7600** for reservations and mention the EUCI event to get the group rate. The cutoff date to receive the group rate is June 23, 2017 but as there are a limited number of rooms available at this rate, the room block may close sooner. ***Please make your reservations early.***

## REGISTER 3, SEND THE 4TH FREE

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Any organization wishing to send multiple attendees to this event may send 1 FREE for every 3 delegates registered. Please note that all registrations must be made at the same time to qualify.



Please make checks payable to: "PMA"

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## PLEASE REGISTER

- US-MEXICO CROSS-BORDER PIPELINE DEVELOPMENTS COURSE:**  
 JULY 26 – 27, 2017: US \$1395,  
 Early bird on or before July, 7, 2017: US \$1195

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

Print Name Job Title

Company

What name do you prefer on your name badge?

Address

City State/Province Zip/Postal Code Country

Phone Email

List any dietary or accessibility needs here

### CREDIT CARD INFORMATION

Name on Card Account Number

Billing Address Billing City Billing State

Billing Zip Code/Postal Code Exp. Date Security Code (last 3 digits on the back of Visa and MC or 4 digits on front of AmEx)

**OR** Enclosed is a check for \$ \_\_\_\_\_ to cover \_\_\_\_\_ registrations.

### Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before June 23, 2017 in order to be refunded and will be subject to a US \$195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCL event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of course cancellation, EUCL's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at (201) 871-0474.