



EUCI Presents a Course on:

# IN-DEPTH INTRODUCTION TO THE NATURAL GAS INDUSTRY

August 12 – 13, 2010 • Westin City Center • Dallas, TX

## TESTIMONIAL FROM PAST ATTENDEE:

**"I really appreciated the details and information provided regarding natural gas processing from start to finish. Great class for someone new to the industry."**

Financial Analyst, Xcel Energy



EUCI is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit.



EUCI is authorized by IACET to offer 1.0 CEUs for attending this course.

# IN-DEPTH INTRODUCTION TO THE NATURAL GAS INDUSTRY

August 12 – 13, 2010

## OVERVIEW

This in-depth introductory course is designed for those wanting a broad knowledge of the natural gas industry. Previous attendees included executives, business development professionals, lawyers, regulators, accountants and employees of all experience levels and positions. It provides an overview of the industry, focusing on the fundamentals of natural gas, its history, and the typical assets, markets, and regulatory systems it takes to produce and deliver it to its end users. Specific examples and actual market data are used to illustrate basic principles and ideas. This seminar uses several approaches to elicit participation from attendees including group exercises and a gas market simulation in which participants buy, sell, and transport gas under various market rules and conditions. Participants will have plenty of opportunities to ask questions and discuss issues of special interest. Extensive and comprehensive course notes are provided to each attendee.

## WHAT ATTENDEES WILL LEARN

This intensive one and one-half day course will provide participants with a solid understanding of the basic engineering, operations, financial, economic, and regulatory framework of the natural gas market. Attendees will learn and use many gas industry terms, rules of thumb, and methods that would otherwise take years of on the job training. Attendees will discuss the following:

- The fundamentals of what natural gas is: its chemistry, how and where it forms, how it behaves, combustion, how the industry finds gas and delivers it to market
- The history of gas regulation, more recent restructuring, and the successes & failures of both
- Natural gas marketing, trading, and risk management
- Typical strategies in natural gas financing, operations, and commercial activity
- Industry segments and participants, and the strategies they are pursuing
- The fundamentals of risk management and how they apply to capital assets and products
- Critical issues confronting the industry such as supply and pricing
- Successful bidding, sales, and asset development

## WHO SHOULD ATTEND THIS COURSE

- Executives wishing to round out their knowledge with a thought provoking & broad investigation of the industry
- Business development professionals wanting to understand the entire gas industry value chain
- Attorneys and regulatory personnel new to the industry
- Lenders
- Royalty interest owners
- New employees at pipelines, exploration & production, traders, and information technology companies
- Recently promoted individuals wanting to quickly learn useful industry information
- Managers about to start strategic initiatives and wanting to spark creativity and search out new ideas and information

## IACET



EUCI has been approved as an

Authorized Provider by the International Association for Continuing Education and Training (IACET), 1760 Old Meadow Road, Suite 500, McLean, VA 22102. In obtaining this approval, EUCI has demonstrated that it complies with the ANSI/IACET Standards which are widely recognized as standards of good practice internationally.

As a result of their Authorized Provider membership status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standards.

EUCI is authorized by IACET to offer 1.0 CEUs for this program.

### Requirements for Successful Completion of Program

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**  
PowerPoint Presentations and Classroom  
Discussions will be used.

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## PROGRAM AGENDA

**THURSDAY, AUGUST 12, 2010**

- 8:00 – 8:30 a.m.**      **Registration and Continental Breakfast**  
**8:30 a.m. – 5:00 p.m.**      **Seminar Timing**
- 8:30 – 9:00 a.m.**      **Introductions, Logistics, and Course Overview**
- 9:00 a.m. – 12:00 p.m.**      **History of Natural Gas**
- Natural gas dictionary
  - Natural gas formation
  - Original discoveries and commercial uses
  - Historical supply/demand and price cycles
  - Drilling to delivery infrastructure and value chain
  - Supply types, demand resources, costs, and capabilities
  - Customer classes
- Fundamental Gas Knowledge**
- Chemistry of gas, gas combustion, and gas utilization
  - Rules of thumb & gas math – load factor, depth & pressure, pressure/volume, typical capital costs
  - Production & storage geology
  - Supply sources
    - Global & North American
    - Emerging sources – LNG, Hydrates, Coal seams & gasification, Bio-gas
- 12:00 – 1:00 p.m.**      **Group Luncheon**
- 1:00 – 4:30 p.m.**      **Design and Operation of Gas Systems**
- Production, gathering and NGL processing, transmission, and distribution
  - System load factors, coincidental peaks, and customer classes
  - Supply planning, base load, and weather influenced demand
  - Transmission
  - Distribution
  - Measurement
  - Gas curtailment
  - Group discussion and application exercises
- 4:30 – 5:00 p.m.**      **Review of the Day, Logistics, and Guide to Effective Networking**

## CPE CREDITS



EUCI is registered with the National Association of State

Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to:

National Registry of CPE Sponsors  
150 Fourth Avenue  
North, Suite 700  
Nashville, TN, 37219-2417

Web site: [www.nasba.org](http://www.nasba.org).

There are no prerequisites for this course

### **CPE Credits**

Upon successful completion of this event, program participants interested in receiving CPE credits will receive a certificate of completion.

**CPE Credits: 12**  
**Program level:** Beginner  
**Delivery method:** Group-live

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## PROGRAM AGENDA

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### FRIDAY, AUGUST 13, 2010

7:30 – 8:00 a.m. Continental Breakfast

8:00 a.m. – 12:30 p.m. Seminar Timing

8:00 – 8:30 a.m. Review of Previous Day; Opportunities for Questions and Discussion on Previous Day's Materials

8:30 – 10:00 a.m. Gas Market Fundamentals

- Description of regulated gas systems
- History of US gas industry regulation
- Public policy rationale for restructuring the US gas industry
- Macroeconomics: politics, economics, social, technology, international
- Review of microeconomics: supply & demand, spot vs. bilateral markets, auction theory
- Market structure today: physical & financial, wholesale & retail, short & long term, forwards, index, basis, firm & interruptible
- Description and mechanics of long-term, month ahead, day-ahead, and real-time markets
- Market participants – assets, services and information

10:00 – 11:30 a.m. The History and Future of Restructured Gas Markets

- Status of restructuring and experience to date throughout the US and world
- Major industry issues: supply adequacy, transmission expansion, prices
- Group discussion

11:30 a.m. – 12:30 p.m. Wrap up and Final Questions

## INSTRUCTOR

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### David A. Freeman

Mr. Freeman is president of TeamOne Energy, a consultancy he founded in 2002. He is a 30-year industry veteran with experience from the wellhead to end use. He is an advisory board member of the Power Marketers Association, a member of the Energy Bar Association and a GLG Leader (top 5%) of The Councils of Advisors in New York. His expertise includes strategic planning, commodity risk mitigation and operations management. He is experienced as an arbitrator and expert witness. Clients include independent power project owners & developers and more than 75 investment funds including; Citadel, Goldman Sachs, Morgan Stanley.

PROCEEDINGS

The proceedings of the course will be published and one copy will be distributed to each registrant at the course.

COURSE LOCATION

A room block has been reserved at the Westin City Center, 650 N Pearl St., Dallas, Texas 75201, for the nights of August 11-12, 2010. Room rates are \$159, plus applicable tax. Call 214-979-9000 for reservations and mention the EUCI course to get the group rate. Make your reservations prior to July 12, 2010. There are a limited number of rooms available at the course rate. Please make your reservations early.

REGISTRATION INFORMATION

REMEMBER, EVERY 4TH REGISTRANT IS FREE

For instant registration, call (201) 871-0474 or fax the Registration Form to (253) 663-7224.

Register 3, Send 4th Free!!

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

All cancellations received on or before July 9, 2010 will be subject to a \$195 processing fee. Written cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI conference or publication. This credit will be good for six months. In case of course cancellation, Electric Utility Consultants' liability is limited to refund of the course registration fee only. For more information regarding administrative policies such as complaints and refunds, please contact our offices at (201) 871-04742.

EUCI reserves the right to alter this program without prior notice.

MAIL DIRECTLY TO:

The Power Marketing Association (PMA)
P.O. Box 2303
Falls Church, VA 22042

FAX TO: (253) 663-7224
PHONE: (201) 871-0474

PLEASE REGISTER THE FOLLOWING

- In-Depth Introduction to the Natural Gas Industry, August 12-13, 2010, US \$1395
Early Bird on or Before July 30, 2010, US \$1195

ENERGIZE WEEKLY

When you sign up for "Energize Weekly" you will receive a new conference presentation each week via email on a relevant industry topic. The presentations are selected from a massive library of over 1000 current presentations that EUCI has gathered during its 23 years organizing conferences.

Sign me up for "Energize Weekly"

How did you hear about this event?
(Direct email, Colleague, Speaker(s), etc.)

Name Job Title
Name Preferred for Badge E-Mail
Company Telephone
Address City State Zip

PAYMENT METHOD

Please charge my credit card: Visa MC AMEX Discover Security Code
Visa and MC cards have a 3 digit code on the signature panel on the back of the card, following the account number. American Express cards have a 4 digit code on the front of the card, above the card number.

Name on Card Signature
Account Number Exp. Date
Card Holder Phone Number
Billing Address Billing Zip Code
Or enclosed is a check for \$ to cover registrations.