93RD IECA ANNUAL CONFERENCE

We'd Like to Teach the World *Credit*

....

OCTOBER 1-4, 2017
ATLANTA, GA

Atlanta Marriott Marquis

REGISTER TODAY!

Early Bird Registration Deadline:
August 30, 2017

IECA
INTERNATIONAL ENERGY CREDIT ASSOCIATION

Be Informed.
Stay Connected.

Pre-Conference Activities – Saturday, September 30

4:00 p.m. – 7:30 p.m. **Registration Open**

6:30 p.m. – 8:00 p.m. **Early Bird Reception**

Day 1 – Sunday, October 1

10:00 a.m. – 7:00 p.m. **Registration Open**

9:00 a.m. – 10:00 p.m. **Corporate Social Responsibility Activity - Central Park Restoration and Beautification**

Come in early and join us for a volunteer service project as we support Park Pride, a local Atlanta-based organization dedicated to promoting community engagement through the revitalization of greenspaces in Atlanta and the surrounding areas. This will provide a great opportunity to network with industry peers and give back to a worthy cause.

We will be working in Central Park, located within a walking distance of 15 minutes from downtown Atlanta. Work will include gardening and basic landscaping such as removing invasive plants, pruning overgrown trees and shrubs, picking up litter and mulching. To sign-up please visit: https://www.surveymonkey.com/r/CSRactivity

To assist you in determining which courses to attend, each session is designated with "B" for Basic, "I" for Intermediate, "A" for Advanced, "G" for General or "U" for Update.

1:00 p.m. Concurrent Breakout Sessions

CRMCP: Concepts of Credit and Liquidity Analysis - Session One (B/I)

Learning Objective: Learn about some key concepts of borrowing and receive an overview of liquidity and solvency.

Speaker: **Jodi Starbecker**, Director - Senior Training Specialist, Moody's Analytics

This seven session program is part of the Credit Risk Management Certification Program (CRMCP), a partnership between IECA and Moody's Analytics. The program is targeted for the new to intermediate level credit professional and will also serve as a great refresher for the more seasoned credit or risk management professional. Participants are required to attend all seven sessions in order to receive credit for the CRMCP. In order to participate in this CRMCP course, you will be required to sign-up for all seven (7) sessions and pay an additional registration fee of $300, which includes all course material, Sunday lunch and certificate of completion.

This course is designed to give a broad grounding in credit and an introduction to liquidity analysis. It proceeds methodically through the stages of credit risk assessment and debt analysis, liquidity analysis of both investment and non-investment grade debt, and the assessment and development of transaction structures. Throughout the seven sessions, participants work case studies relevant to the topics. In the first session, Starbecker discusses the fundamentals of credit analysis, including some key concepts of borrowing and an overview of liquidity and solvency.

1.5 hrs CPE – Management Advisory Services; 1.5 hrs CPE – Finance

Nat Gas 201 (B/I)

Learning Objective: Develop practical knowledge of the LNG Facilities in North America and Mexico.

Speakers: **Nicole Russell**, Director and Trading Counsel, Trading Counsel Solutions LLC; **Dan Zastawny**, Co-Founder, Senior VP, Redwood Markets LLC; **David Hochberg**, Vice President, Head of Gas Trading & Marketing, Constellation

The discovery of shale gas started a revolution in the North American natural gas markets and industry. With the initial boom calming, LNG facilities coming on online and Mexico opening its borders, what is next for the gas markets? The panel will explore the major changes that have occurred from the standpoint of prices, infrastructure and legal matters.

1.5 hrs CPE – Finance

Financial Statements Analysis - Adjustments After You Understand the Notes (B/I)

Learning Objective: Apply a structured framework to your analysis after you have reviewed and evaluated the notes.

Speaker: **Anthony Frame**, Manager, Deloitte

Discussion on how to identify red flags and issues in Financial Statements. In this session, you will review areas of finance that should raise red flags, learn how to detect possible red flags before they occur, and discuss scenarios projecting the effect of red flags to the Financial Statements.

1.5 hrs CPE – Finance; 1.5 hrs CE

2:30 p.m. **Coffee Break**

3:00 p.m. Concurrent Breakout Sessions

CRMCP: Concepts of Credit and Liquidity Analysis - Session Two (B/I)

Learning Objective: Learn about issues in calculating and interpreting ratios.

Speaker: **Jodi Starbecker**, Director - Senior Training Specialist, Moody's Analytics

In this session Starbecker addresses issues in calculating and interpreting ratios, including peer analysis. This session includes a group exercise and discussion.

1.5 hrs CPE – Management Advisory Services; 1.5 hrs CPE – Finance

Surety Bonds as Credit Mitigation Tool (B/I)

Learning Objective: Establish a framework for Surety Bonds.

Speaker: **Mike Deluca**, Senior Partner, One Source Risk Management and Funding, Inc.

In this session, you will learn the various types and ways to use Surety Bonds to mitigate risk in today's ever-changing economic environment. From using them in lieu of posting collateral, accepting collateral or simply protecting against credit and performance losses – shaken or stirred – you will leave with a good understanding of all of the variables. The session will also cover the mechanics of the actual bonds themselves to give you a solid basis of understanding the what, where and whys of this product.

1.5 hrs CPE – Finance; 1.5 hrs CPE – Trade Finance

Contracting Issues in the Wake of Assignments or Corporate Events (B/I)

Learning Objective: Gain valuable insights into the challenges of mergers and assignments from a contractual and credit view point.

Speakers: **Chris York**, Managing Director of Contract Administration, ACES; **Travis McCullough**, Counsel, Eversheds Sutherland; **Zackary Starbird**, Commodity Commercial Manager, Distillates BP America; **Gregory Cortez**, Lead Risk, BHP Billiton

This session will discuss potential issues to consider when your contracts are assigned or when your company, or your counterparty, goes through a merger, consolidation or other organizational change. We will cover this process in general, discuss a party's rights as the non-assigning or non-merging party, credit considerations, considerations beyond credit, and other practical contracting issues resulting from the assignment or merger event. For example, we will discuss how to proceed if the assignment or merger event creates duplicate contracts (e.g., if you have an existing contract with the new contracting party, how do you determine which one to terminate), or amendments to existing agreements to accommodate assignment, merger, or a consolidation event.

1.5 hrs CLE

5:30 p.m. First Time Attendee and New Member Reception

If you are a new member of the IECA or if this is your first time attending the Annual Conference, you are invited to join the IECA Board of Directors for this meet and greet reception.

6:30 p.m. Trade Show and Education Groups Reception

This is a great opportunity to meet and mingle with our exhibitors! Also, come learn about the IECA's exciting Education Groups - Credit Analytics Education Group (CAEG), Contracts & Legal Education Group (CLEG), Developing Energy Professionals Group (DEPG) and Professional Women in Energy Group (PWEG).

7:30 p.m. Networking Dinner

9:00 p.m. Haynes and Boone, LLC Reception After Hours Party 3D: Drinks, Dancing and Dessert

Haynes and Boone invites you to an after-hours diversion that will be brimming with southern hospitality and amusement. Come enjoy music, libations and sweet treats steeped in down-right Atlanta yumminess. We're serving it up ATL style and hope to see you there.

Day 2 – Monday, October 2

7:00 a.m. – 12:00 p.m. Registration Open

7:00 a.m. Breakfast in Trade Show

8:00 a.m. Opening Ceremonies

8:30 a.m. Keynote: Cybersecurity Overview and Considerations for Credit Organizations

Learning Objective: Understand new developments in the area of cybersecurity and its practical role within credit departments

Speaker: **Justin Fong**, Partner, Deloitte Canada

Safety of proprietary information is critical to a business' success. This session will explore the topic of cybersecurity and the potential impact on day-to-day activities of a credit department within an energy company. Credit is responsible for a number of tasks related to energy transactions, and credit groups have access to and maintain sensitive information both within their organization and on the counterparties they work with daily. The ability to securely store and maintain sensitive information requires a strong understanding of the threats that can impact an organization.

1.0 hr CPE -- Specialized Knowledge

9:30 a.m. Coffee Break in Trade Show

10:00 a.m. Concurrent Breakout Sessions

CRMCP: Concepts of Credit and Liquidity Analysis - Session Three (B/I)

Learning Objective: Learn about off-balance sheet items and how to adjust ratios to account for these items.

Speaker: **Jodi Starbecker**, Director - Senior Training Specialist, Moody's Analytics

In this session Starbecker addresses off-balance sheet items, including different categories of off-balance sheet items and how Moody's adjusts ratios to account for such items. She also covers the relationship between cash flow and debt capacity. During this session, Starbecker leads an exercise converting the income statement to cash.

1.5 hrs CPE – Management Advisory Services; 1.5 hrs CPE – Finance

Beyond Bitcoin: Potential Impact of Blockchain on Physical Commodities and Derivatives (I/A)

Learning Objective: Establish an understanding of Blockchain and a look past bitcoin.

Speakers: **Dave McIndoe**, Partner, Eversheds Sutherland; **Kevin Batteh**, Partner, Delta Strategy Group; **Michael Prokop**, Managing Director, Deloitte

This session will provide an overview of blockchain technology mechanics, how it could potentially revolutionize the commodities sector, and possible risks involved in using blockchain in commodities and derivatives agreements.

1.5 hrs CPE – Finance; 1.5 hrs CLE

Bunker Credit/Bunker Sector Knowledge (I/A)

Learning Objective: Gain a fundamental understanding of Bunker Credit and the Bunker Sector.

Speaker: **Simon Hasslacher**, Senior Analyst, Infospectrum Americas

This presentation will provide a general overview of the first principles of credit risk management challenges in the bunkering sector by addressing what bunker credit is all about. The speakers will present examples of market challenges and industry losses while taking an approach to credit risk via systems, policies, processes and tools.

1.5 hrs CPE – Finance; 1.5 hrs CLE

Optional Afternoon Activities*

*see page 9 for additional details

College Football Hall of Fame Tour
12:30 p.m. - 4:00 p.m.

Ponce City Market Foodie Tour
12:30 p.m. - 4:30 p.m.

The Walking Dead Zombie Tour
12:30 p.m. - 4:00 p.m.

IECA Golf Outing
Stone Mountain Golf Club
Stone Mountain, GA
12:00 p.m. – 6:30 p.m.

First Time Attendee/New Member Dinner
Sweet Georgia's Juke Joint
200 Peachtree Street NW L05
Atlanta, GA
7:00 p.m. – 9:00 p.m.

If you are new to the IECA or this is your first attendance to an IECA Conference, please join us for an evening of networking and fun. This event allows folks to meet current board members and member volunteers.

Evening Activities

Attendees are encouraged to use Monday evening for networking with fellow attendees and sponsors.

Day 3 – Tuesday, October 3

7:00 a.m. – 7:00 p.m. Registration Open

7:00 a.m. Breakfast Session: Trump Update (CFTC-FERC-Federal Reserve Congress)

Learning Objective: Provide an update of how President Trump's administration is affecting the energy industry.

Speakers: **Andres Aguila**, Director and Counsel, Societe Generale; **Jeremy Weinstein**, Law Offices of Jeremy Weinstein; **Phil Lookadoo**, Partner, Haynes and Boone, LLP

Update on the state of affairs with President Trump's administration, CFTC regulations, and the political dynamics influencing the direction of the country, and in particular, the impact on the energy and derivatives industries. Topics could include (A) Jeb Hensarling's Financial Choice Act of 2017, (B) CFTC Chairman Giancarlo's Project Kiss Regulatory Reform, (C) the President's Energy Independence Executive Order, all of which should have progressed significantly by the Conference in October, and (D) the political dynamics continuing to shape the country's policy direction.

1.5 hrs CPE – Finance; 1.5 hrs CLE

8:30 a.m. Coffee Break in Trade Show

8:45 a.m. Concurrent Breakout Sessions

CRMCP: Concepts of Credit and Liquidity Analysis - Session Four (B/I)

Learning Objective: Learn about the general principles of liquidity analysis and types and uses of commercial paper.

Speaker: **Jodi Starbecker**, Director - Senior Training Specialist, Moody's Analytics

In this session Starbecker covers general principles of liquidity analysis, focusing on investment grade companies. She addresses how investment grade companies maintain adequate liquidity and highlights Moody's approach to analyzing these companies. Starbecker touches on types and uses of commercial paper and analyzes how investment grade companies run out of liquidity. This session includes a group exercise and discussion.

1.5 hrs CPE – Management Advisory Services; 1.5 hrs CPE – Finance

Supply Chain and Credit (I)

Learning Objective: Learn about differences in credit decisions for analysis of procurement parties and how to apply credit processes to suppliers and vendors.

Speaker: **James H. Gellert**, Chairman & CEO, Rapid Ratings International

In challenging markets, cost cutting and budget management means that supply chain risk managers and procurement organizations need to be efficient and more sensitive than ever to ensure they work with suppliers who can deliver high quality goods and services to avoid exposing their company to reputational, revenue, business interruption and other risks. At the core of resilient supply chains are financially healthy suppliers. Credit professionals need to understand the nature of suppliers, the impact of their ability to grow with an organization as well as their potential to fail. Traditional credit analysis looks at downside risk without assessing upside potential of a company. In this session we will explore how credit professionals should evaluate their procurement and supply chain counterparties to detect leading indicators of other risk areas such as quality and delivery, and work with counterparties as partners to deliver maximum enterprise value.

1.5 hrs CPE – Finance; 1.5 hrs CPE Management Advisory Services

Trade Finance and What It Means to You (I/A)

Learning Objective: Gain a fundamental understanding of Trade Finance and how credit departments are impacted.

Panelists: **Matt Petrillo**, Partner, Reed Smith, LLP

This presentation will provide a general overview of trade finance, including a comparison and contrast of trade finance transactions to commonly used credit tools in energy transactions. In particular, this presentation will explain and analyze borrowing base credit facilities, securitizations, receivables purchase agreements, prepayment agreements and repos before concluding with a discussion of some of the key issues to consider and potential pitfalls to avoid when negotiating trade finance transactions.

1.5 hrs CPE – Finance; 1.5 hrs CLE

10:15 a.m. Coffee Break in Trade Show

10:45 a.m. Concurrent Breakout Sessions

CRMCP: Concepts of Credit and Liquidity Analysis - Session Five (B/I)

Learning Objective: Learn about the general principles of liquidity analysis and types and uses of commercial paper.

Speaker: **Jodi Starbecker**, Director - Senior Training Specialist, Moody's Analytics

In this session Starbecker focuses on how speculative grade companies maintain liquidity and assesses when they may be about to run short of funds. She discusses sources of liquidity for this investment class and highlights Moody's approach to analyzing liquidity for speculative grade companies. This session includes a group exercise and discussion.

1.5 hrs CPE – Management Advisory Services; 1.5 hrs CPE – Finance

Credit Risk Methodology – Understanding Rated and Unrated Counterparties (I/A)

Learning Objective: Evaluate and develop an understanding of the methodology used for rated and unrated counterparties.

Speakers: **Thomas Watters**, Director, Risk Services, S&P Global Market Intelligence; **Jim Elder**, Managing Director, Corporate Ratings, Oil & Gas, S&P Global Ratings

Join S&P Global as we present a review of key factors and trends influencing the credit risk in the energy sector. This session will cover key aspects of the rated universe including key credit factors for the energy sector, an overview of the rated universe and the outlook for the sector. We will also discuss key trends in unrated credit in the energy sector and factors driving various risk in these firms.

1.5 hrs CPE – Finance

Cross-Border (Mexico/US/Canada) Energy Markets Analysis (I/A)

Learning Objective: Discover a greater understanding of the Cross-Border Energy Markets Analysis.

Speakers: **Phil Lookadoo**, Partner, Haynes and Boone, LLP; **Kara Dutta**, Associate General Counsel, Intercontinental Exchange Inc.; **Eduardo Corzo**, Counsel, Haynes and Boone, LLP; **Ken Irvin**, Partner, Sidley Austin; **Priscilla Bunke**, Senior Legal Counsel and Compliance Director, PetroChina

This session will discuss (i) the impacts of the growing power, oil, petroleum products, and natural gas trade between the US and Mexico, (ii) the existing oil, natural gas and power trade between the US and Canada, (iii) an update on NAFTA developments, and (iv) the impacts that Trump policies, Canadian policies, and Mexico's evolving energy market(s) are having on energy trade affecting all three jurisdictions. This program will touch on topics such as the status of derivatives' regulations in Canada, the likely continuation of investor-friendly energy laws in Mexico, contracting issues (e.g., what contract can I use in Mexico, what changes might be needed), tax issues, legal issues (e.g., governing law/venue/arbitration), bankruptcy protections in each jurisdiction for energy trading contracts, and what types of marketing hubs, price indices, hedge liquidity and price differentials one encounters in cross-border energy trades among the three countries.

1.5 hrs CPE – Finance; 1.5 hrs CLE

12:15 p.m. Networking Lunch & Keynote: Mastering the Millennial Mindset: How to Keep Your Top Talent from Becoming Someone Else's (G)

Learning Objective: Gain a better understanding of how to work with the baby boomers and millennials in a crossover workplace.

Speaker: **Lisa Ryan**, Founder, Chief Appreciation Strategist, Grategy

With approximately 10,000 baby boomers retiring every day, it's critical to attract the best employees while dealing with an ever-shrinking talent pool. Even more crucial is keeping your new hires from leaving after spending substantial time, money and human resources to get them onboard.

Millennials will make up about 75% of the workforce by 2025. Although offering a large pool of candidates to select from, this generation is sufficiently different than previous generations, making this a crucial conversation to have now, rather than wait until it's too late. The generation following the millennials – Gen Z or the iGen - brings a whole new set of characteristics with them into the workplace.

Some of these inherent differences in the millennial mindset include less hierarchy, more transparency and flatter organizations. Millennials also have a strong desire for learning, growing, developing and enhancing their skills. Gen Z are true digital natives who have a more realistic (cynical) outlook than their overly optimistic Millennial counterparts. By learning critical communication and engagement strategies now, you will keep your top talent from becoming someone else's tomorrow.

1.0 hr CPE

2:30 p.m. Concurrent Breakout Sessions

CRMCP: Concepts of Credit and Liquidity Analysis - Session Six (B/I)

Learning Objective: Learn about structure risk and how it can be mitigated.

Speaker: **Jodi Starbecker**, Director - Senior Training Specialist, Moody's Analytics

This session deals with structure risk. Starbecker reviews structure risk and how it can be mitigated, including structural subordination. She also covers consolidation issues, covenants and guarantees. This session includes a group exercise and discussion.

1.5 hrs CPE – Management Advisory Services; 1.5 hrs CPE – Finance

Advanced Credit Analytics - Lessons Learned from Seasoned Credit Professionals (I/A)

Learning Objective: Discover tips of the trade from lessons learned by those before you.

Speakers: **J. Scott Davis**, Associate, The Alliance Risk Group; **Tony Ross**, EVP and Chief Credit Officer, Woodforest National Bank; **Samantha Walker-Tayfel**, Team Lead, Credit Risk Management, Suncor Energy Services Inc.

Credit professionals face challenges every day when evaluating the potential risk of transactions. Risk comes in many different forms and is not always easy to evaluate and quantify. Join our panel of credit professionals as they share insights and expertise in risk evaluation.

1.5 hrs CPE – Finance

Connecting Credit Risk with Dynamic Business Needs (B/I)

Learning Objective: Capture a deeper understanding of the risk factors in the energy sector with a review of historical and forward looking trends.

Speakers: **Jim Sarrail**, Senior Director, Moody's Analytics; **Mehna Raissi**, Senior Director, Moody's Analytics

This session will provide an overview of historical and forward looking trends in the energy sector. We will share techniques in assessing public and private firms and the differentiators for a sound credit risk assessment process. We will highlight the varying drivers in public and private firm risk that support identifying early warning risk trends and optimized portfolio management in a changing business environment. We will also share best practices developed by Moody's Analytics industry experts such as: addressing how to integrate a credit risk framework within all key stakeholder departments, minimize credit risk during stressed economic conditions and prepare for regulatory driven mandates such as IFRS9 and CECL that may impact your day-to-day business operations.

1.5 hrs CPE - Finance

5:30 p.m. Networking Reception in Trade Show

7:00 p.m. Networking Dinner

Day 4 – Wednesday, October 4

7:00 a.m. – 10:30 a.m. Registration Open

7:00 a.m. Breakfast

8:00 a.m. Concurrent Breakout Sessions

CRMCP: Concepts of Credit and Liquidity Analysis - Session Seven (B/I)

Learning Objective: Learn about various debt structures, including leveraged buyouts (LBO).

Speaker: **Jodi Starbecker**, Director - Senior Training Specialist, Moody's Analytics

In this final CRMCP session, Starbecker covers debt structuring. She addresses how layered and complex capital structures are built, including the various types of debt and their pros and cons. Starbecker also addresses inter-creditor issues in building an LBO capital structure. This session includes a group exercise and discussion.

1.5 hrs CPE – Management Advisory Services; 1.5 hrs CPE – Finance

We Agreed to Pay What? Understanding and Analyzing Nuanced Indemnity Clauses from Transactional Drafting and Negotiation Perspectives (I/A)

Learning Objective: Learn the operational impact of the Indemnity Clauses in agreements.

Speakers: **Kirsten Polyansky**, Partner, Haynes and Boone, LLP; **Katy Shurin**, Associate, Haynes and Boone, LLP; **Jessica Cortez**, Managing Counsel – Legal, Marketing, BHP Billiton Ltd

Are you fully aware of the risk allocation provisions in your energy contracts? Are you aware of your potential exposure? One often vexing risk allocation provision is the indemnity clause, known to be dense and filled with heavy legalese that can be very intimidating. And beware if you view an indemnity clause as only a boilerplate provision. This session will discuss the fundamentals of an indemnity clause (for lawyers and non-lawyers alike), including the differences between fault-based, possession-based and knock-for-knock clauses. We will analyze and dissect the different components of fault-based and possession-based provisions in energy contracts in order to ensure a well-crafted clause from a transactional perspective -- drafting tips/considerations will be offered. We will also explore how these clauses should interact with other risk allocation provisions (e.g., insurance, limitation of liability and others), as well as highlighting a few speed bumps to watch out for with these clauses.

1.5 hrs CPE – Finance; 1.5 hrs CLE

How to Get More Credit for Your Organization - Borrowing Base, Different Styles of Credit Facilities (I)

Learning Objective: Identify and discuss different styles of credit facilities.

Speakers: **Bill Aldridge**, Vice President – Finance, Tauber Oil Company; **John Evenstad**, Director of Credit & Contracts, Concord Energy, LLC; **Eric Twombly**, CTP, CFA, Vice President and Treasurer, Sierentz Global Merchants

Whether you are working with customers to provide comfort for a larger unsecured line of credit, or listening to a supplier, bringing value for purchaser and seller is a win-win. This session includes a panel conversation as industry Finance and Credit managers discuss how to maximize your credit lines. Listen to the panel's methods to provide more effective credit analysis, enhanced contractual provisions, and utilizing banking relations to enhance and retain your credit lines.

1.5 hrs CPE – Finance

9:30 a.m. Coffee Break

9:45 a.m. Concurrent Breakout Sessions

Innovation Changes That Will Shift the Energy Industry Battery Power - How Will It Change Energy Peak Shaving and Other Effects of Renewables (B/I)

Learning Objective: Gain an understanding of the Innovation Changes that will and are shifting the energy industry.

Speaker: **Dr. James Duncan**, Chief Data Strategist and Director Commodity Market Research, ConocoPhillips

Discussion of the innovations and new technology that will change the energy sector. This session will highlight some of the major changes that are currently taking place in the industry, as well as discuss some of the innovations that could dramatically disrupt the way the world views energy. As credit professionals, we need to identify and forecast the next disruptors to the status quo.

1.5 hrs CPE – Finance; 1.5 hrs CLE

Environmental Compliance Markets - Past, Present, and Future (B/I)

Learning Objective: Review the history of Environmental Compliance Markets

Speakers: **Thomas Lee Wells, Jr.**, Air & Climate Policy Manager, Environmental Assessment, Southern Company; **Richard Taylor**, Allowance Trader and Fuels, Fuel Services and Gas Procurement, Southern Company

Discussion will entail the evolution of environmental allowance/credit markets – e.g., SO_2, NO_x, CO_2, and Renewable Energy Credits. The challenges, successes, and reactions of market-based environmental programs, which have not always been as anticipated by the regulators, will also be highlighted.

1.5 hrs CPE – Specialized Knowledge

11:30 a.m. Adjourn

CONFERENCE INFORMATION

Host Hotel

Atlanta Marriott Marquis
265 Peachtree Center Avenue NE
Atlanta, GA 30303
Experience the urban energy and stylish vibe of the newly renovated Atlanta Marriott Marquis. Located in the heart of downtown Atlanta, the hotel offers an onsite restaurant, three bars, Starbucks®, an urban oasis spa and indoor/outdoor connecting pool! The hotel's amazing atrium is marked by a fifty-foot color changing sail, an iconic symbol of this downtown Atlanta hotel. This newly modernized downtown hotel is conveniently located in Peachtree Center near the Georgia Aquarium, World of Coca-Cola, CNN Center, GWCC, Georgia Dome and College Football Hall of Fame.
Discounted room rate: $189/night + tax
Hotel Reservation Deadline: Wednesday, August 30, 2017
Book your room today online at:
https://aws.passkey.com/e/49172408
Or by calling: 866-469-5475*
*Reference IECA when making your reservation to receive the group rate.

Monday Optional Activities

College Football Hall of Fame Tour

12:30 p.m. - 4:00 p.m.
Activity Fee: $155.00/person
The National Football Foundation has found a new home for the College Football Hall of Fame in the heart of downtown Atlanta. The College Football Hall of Fame has ten separate exhibit spaces including the Hall of Fame gallery. Exhibits feature historic and contemporary relics and interactive multimedia displays. Guests are able to save content from 17 different interactive areas to their admission ticket that is equipped with (RFID), radio-frequency identification. The $66.5 million facility is about 94,256 square feet and features approximately 30,000 square feet of exhibit space, as well as a 45-yard indoor football field. Guests will enjoy an interactive experience and a delicious lunch in this state of the art venue!

Ponce City Market Foodie Tour

12:30 p.m. - 4:30 p.m.
Activity Fee: $150.00/person
As the largest adaptive reuse project in Atlanta's history, Ponce City Market restored 1.1 million square feet of the historic Sears, Roebuck & Company building, creating a vibrant urban centerpiece that combines 330,000 square feet of retail and restaurants, 475,000 square feet of office space and 259 residential flats. This redevelopment focused on preserving the building's historic character and sustaining its connection with the community. Ponce City Market reflects the authenticity of the historic structure and the surrounding neighborhoods, returning the building to its prominence as a thriving landmark in the Southeast. Guests will enjoy snacks and drinks at three of the most exciting and popular restaurants at the Market!

The Walking Dead Zombie Tour

12:30 p.m. - 4:00 p.m.
Activity Fee: $125.00/person
From the hospital where it all started, to their journey to Terminus, this zombie experience takes you to sites throughout Atlanta where your favorite characters from The Walking Dead came to life … or came back to life. You'll learn all about being an actor on the show, which will make this the most exciting three hours you will spend in Atlanta. Lunch will be provided.

IECA Golf Outing

Stone Mountain Golf Club
Stone Mountain, GA
12:00 p.m. – 6:30 p.m.
Fee: $135.00
Rental clubs: $55.00
Join fellow attendees for an afternoon of golf on the Lakemont Course at the Stone Mountain Golf Club with scenic views of historic Stone Mountain and Stone Mountain Lake. The golf club is located in one of the most popular attractions in Georgia, Stone Mountain Park.
The outing will begin promptly at 1:30 p.m. with a shotgun start. Please be sure to indicate on your registration form if you require rental clubs (additional fee applies). Roundtrip transportation, a boxed lunch and two (2) drink tickets are included in the fee. For more information on the course, please visit: http://www.stonemountaingolf.com/

First Time Attendee/New Member Dinner

Sweet Georgia's Juke Joint
200 Peachtree Street NW L05
Atlanta, GA
7:00 p.m. – 9:00 p.m.
Fee: $60.00
If you are new to the IECA or this is your first attendance to an IECA Conference, please join us for an evening of networking and fun. This event allows folks to meet current board members and member volunteers.

Travel Information

Airport

Hartsfield-Jackson Atlanta International Airport (ATL) is located 12 miles,15-20 minutes from the Atlanta Marriott Marquis. The estimated taxi fare is $32.

RideShare/Transportation Network Companies

Effective January 1, 2017 Uber and Lyft are authorized to pick up passengers from the ATL Airport.
The designated pick-up locations are:
Domestic Terminal North: lower level (doors LN1, LN2); upper level (doors N1, N2 and N3)
Domestic Terminal South: lower level (door LS2); upper level (doors S4, S5 and S6)
International Terminal: Arrivals level outer curb

Public Transit – MARTA

The Red and Gold lines travel directly to/from the domestic terminal in Hartsfield-Jackson Atlanta International Airport. The nearest stop to the Atlanta Marriott Marquis is the Peachtree Center Station, a 6-minute walk to/from hotel.

Hotel Parking

The Atlanta Marriott Marquis offers guests valet parking at $45/day (plus tax). IECA conference attendees receive a discounted rate of $36/day (plus tax).

Flights

IECA has partnered with Delta Air Lines for discounted rates on flights to/from Atlanta, GA. When booking your travel with Delta Air Lines, use the IECA designated Meeting Code (**NMQEQ**), and Delta Air Lines will extend discounts of 2% to 10% off published fares.
Reservations and ticketing is available online via www.delta.com/meetings and by calling the Delta Meeting Network Reservations at 800-328-1111. When booking online at www.delta.com/meetings, select 'Book Your Flight' and enter the IECA Meeting Code of **NMQEQ** in the box provided.

Hertz Car Rental

IECA has teamed up with Hertz for discounted rates on rental cars. To reserve your special meeting rates, please provide the following CV# when making reservations:
CV#: 022Q8531
You can make reservations online at www.hertz.com or call Hertz directly at:
800-654-2240 (US and Canada), 405-749-4434 (outside the US and Canada).
At the time of reservation, the meeting rates will be automatically compared to other Hertz rates and you'll be quoted the best comparable rate available.

Continuing Education Credits

NASBA CPE

Earn up to 15.5 CPE Credits
Program Levels: Basic, Intermediate & Advanced
Delivery Method: Group-Live
Prerequisites: None Required
Advance Preparation: Advance preparation is not required for any of the sessions.
International Energy Credit Association 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 submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

GARP CPE

Earn up to 15.5 GARP CPE Credits
This program is registered with the Global Association of Risk Professionals (GARP) for Continuing Professional Education (CPE) credits. Credits are based on 1 credit per instructional hour (50 minute sessions may be rounded to 1 hour), and should be submitted through GARP Credit Tracker. Contact cpe@garp.com for additional information.

Continuing Legal Education (CLE)

An application has been made with Kansas (reciprocity for New York and California) and Texas for Continuing Legal Education (CLE) credit.

CFA CE

IECA has applied for CE credit on behalf of the CFA Institute. Please refer to on-site materials as to which sessions qualify.

REGISTRATION INFORMATION

The conference registration fee entitles you to full access to the conference, including all educational sessions, meal functions and networking events. All attendees will receive registration materials on-site and will have access to the conference mobile site.

Registration Category	Early Registration (by August 30)	Regular / Onsite Registration (August 31 – October 4)
Member	$875.00	$975.00
Non-Member*	$1,325.00	$1,400.00
Guest**	$200.00	$200.00
CRMCP Course***	$300.00	$300.00

*The non-member rate includes membership until December 31, 2017.

**Co-workers may not be included in the guest category. They must register separately under the applicable registration category rate.

***Additional fee of $300/person for the CRMCP course includes course materials and a certificate of completion.

Networking opportunities are being offered on Monday, October 2 for an additional fee. These activities have limited availability, so advanced sign-up is encouraged.

College Football Hall of Fame Tour	$155.00/person
Ponce City Market Foodie Tour	$150.00/person
The Walking Dead Zombie Tour	$125.00/person
IECA Golf Outing Rental Clubs	$135.00/person $55.00
First Time Attendee/New Member Dinner at Sweet Georgia's Juke Joint	$60.00/person

Three Ways to Register

Note: Registrations will NOT be accepted via telephone.

Web
1

Convenient Online Registration
https://annual.ieca.net
*online registration requires a credit card payment

Fax
2

856-439-0525
Attn: IECA Registration

Mail
3

IECA Registration
1120 Route 73, Suite 200
Mt. Laurel, NJ 08054

If you are mailing or faxing your registration, please download the registration form from the IECA website. A separate registration form is required for each attendee.

IECA Refund & Cancellation Policy

Refunds for cancellation will be granted provided IECA is notified in writing by Friday, September 15, 2017. A cancellation processing fee of $50.00 will be assessed. For more information regarding administrative policies, such as disputes and refunds, please contact our offices at 856-380-6854.

ADA Statement

ADA accommodations will be made in accordance with the law. If you require ADA accommodations, please indicate what your needs are at the time of registration. We cannot ensure the availability of appropriate accommodations without prior notification.

Questions or Concerns? Please contact:

IECA Headquarters
Phone: 856-380-6912
Email: ieca@ahint.com

IECA Staff

Executive Director
Michele Biordi
Phone: 856-380-6849
Email: mbiordi@ieca.net

Director of Membership & Committees
Jessica Hall
Phone: 856-380-6841
Email: jhall@ieca.net

Meeting Manager
Myriame Dutes
Phone: 856-380-6863
Email: mdutes@ieca.net

Membership & Meeting Coordinator
Tatiana Veres
Phone: 856-793-0910
Email: tveres@ieca.net

Executive Vice President, North America
Heather Buerger
Phone: 832-368-7886
Email: hbuerger@ieca.net

Executive Vice President, Europe
David Stone
Phone: +44 1732 832313
Email: dstone@ieca.net

REGISTRATION FORM
93rd IECA Annual Conference

Attendee Information

First Name:____

Last Name:____

Name for Badge: ____

Company:____

Title:____

Address:____

City:__________________________ State:_______ Zip:_______________

Email:____

Work Phone:___________________ Cell Phone:* ___________________

**for emergency purposes only*

☐ I give my permission to publish my cell phone number on the IECA Event Site so other attendees may contact me onsite.

☐ I do not wish to receive electronic communications from third party sponsors of the IECA.

☐ I do not wish to have photographs taken of me during the conference and used for future marketing purposes.

☐ First Time Attendee – First time attending an IECA conference

☐ New Member – New member to IECA in 2017

CRMCP Course Registration

☐ Concepts of Credit and Liquidity Analysis – $300.00 additional fee (includes course material and certificate of completion.)

PLEASE CHECK THE SESSIONS AND MEALS YOU PLAN ON ATTENDING:

Sunday, October 1

☐ 5:30 p.m. – First Time Attendee and New Member Reception

☐ 6:30 p.m. – Trade Show and Education Groups Reception

☐ 7:30 p.m. – Networking Dinner

Monday, October 2

☐ 7:00 a.m. – Breakfast in Trade Show

Tuesday, October 3

☐ 7:00 a.m. – Breakfast Session

☐ 12:15 p.m. – Networking Lunch and Keynote

☐ 5:30 p.m. – Networking Reception in Trade Show

☐ 7:00 p.m. – Networking Dinner

Wednesday, October 4

☐ 7:00 a.m. – Breakfast

__ **Dietary Needs/Allergies**

☐ Gluten-Free ☐ Kosher ☐ Vegan ☐ Vegetarian

☐ Allergic to (please specify):_______________________________

☐ Other ____

American with Disabilities Act

__ Pursuant to the American with Disabilities Act, do you require specific aids or services? If yes, the IECA will contact you to discuss your specific requirements.

☐ Visual ☐ Mobile ☐ Audio ☐ Other __________________

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	Early Registration (by August 30)	Regular/Onsite Registration (August 31 – October 4)
Member	☐ $875.00	☐ $975.00
Non-Member	☐ $1,325.00	☐ $1,400.00
Guest	☐ $200.00	☐ $200.00
Guest Name:		
CRMCP Course	☐ $300.00	☐ $300.00

Additional Activities

College Football Hall of Fame Tour	☐ $155.00
Ponce City Market Foodie Tour	☐ $150.00
The Walking Dead Zombie Tour	☐ $125.00
IECA Golf Outing Rental Clubs	☐ $135.00 ☐ $55.00 ☐ LEFT or ☐ RIGHT
First Time Attendee/New Member Dinner at Sweet Georgia's Juke Joint	☐ $60.00

Summary of fees:

$_______________ + _________________ = _______________
Registration Rate Additional Activities Grand Total

Method of Payment

☐ **Check** made payable to: **IECA**
1120 Route 73, Suite 200
Mt. Laurel, NJ 08054

Check must be made payable in US dollars and drawn on a US bank.

☐ **Credit Card** ☐ Visa ☐ Mastercard ☐ American Express

Name on Card: ____

Card Number:____

Expiration Date:________________ Security Code:______________

Signature: ____

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