



# minneapolis

north american power credit organization

# CREDIT CONFERENCE

## SEPTEMBER 2018

SEPTEMBER 10-12, 2018

● THE LOEWS MINNEAPOLIS

[www.rmgfinancial.com/napco\\_events](http://www.rmgfinancial.com/napco_events)

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SEPTEMBER 2018 CREDIT CONFERENCE  
**Minneapolis**

**DID YOU KNOW?** You can earn up to 10.0 CPE credits for attending a NAPCO event...

NAPCO 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.nasbaregistry.com](http://www.nasbaregistry.com)

**CPE CREDITS:** Upon completion of this meeting, participants interested in receiving CPE credits will receive a certificate of completion. Participants must be in attendance for the entire conference to be eligible for the full amount of CPE Credits.

**Delivery Method:** Group Live

**Prerequisites and Preparation:** No prerequisites or advanced preparation are required for the seminars.

**Program Level:** Specialized Knowledge and Applications. Basic (B) to Intermediate (I).



## 01. BOOK HOTEL

### LOEWS MINNEAPOLIS HOTEL DOWNTOWN

[www.loewshotels.com/minneapolis](http://www.loewshotels.com/minneapolis)

Discounted room rate: \$185 per night\*

Deadline: August 17, 2018

To book reservation:

Online portal, [click here](#)

Telephone: 1-877-878-5670, Mention "NAPCO"

\*Discounted rate is available three days prior and post conference, subject to availability. Turn the event into a weekend, but book early!

## 02. REGISTER FOR EVENT

An extremely affordable option for taking in first-rate educational sessions and networking opportunities for you and your staff! Early registration rate for members is \$350.00.

**REGISTER BY AUGUST 17, 2018 TO TAKE ADVANTAGE OF EARLY REGISTRATION SAVINGS!**

## 03. ATTEND CONFERENCE

**Monday, September 10, 2018:**

Conference kicks off with a **Welcome Reception** at the hotel, 5:00 pm to 6:30 pm.

Keep on networking and join us for a **night of baseball** – the Minnesota Twins versus the New York Yankees, 7:00 pm. We have tickets that can be purchased through the registration form, or by emailing Rachel. Deadline to purchase is August 17.

**Tuesday, September 11, 2018:**

Education sessions run 9:00 am to 5:00 pm followed by **group networking dinner** at 7:00 pm.

**Wednesday, September 12, 2018:**

Education sessions run 9:00 am to 11:30 am.

**Early registration savings deadline is August 17**

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**PROGRAM AGENDA**

**SEPTEMBER 11, 2018**

**7:30 am**

**BREAKFAST & REGISTRATION CHECK-IN**

**9:00 am**

**NAVIGATING THE STORM: Protecting Your Company Against Distressed or Bankrupt Companies**

This session will cover the practical, litigation and bankruptcy considerations involved in dealing with a distressed counterparty. It will focus on the days and weeks immediately before and immediately after a bankruptcy filing, and address the best practices for identifying and mitigating bankruptcy risk. *60 minute session*

**Speaker:** Mark Sherrill, Partner, Eversheds Sutherland

**10:00 am**

**NAPCO BUSINESS MEETING**

We encourage all attendees to participate at this meeting as part of ongoing discussions of the future of the organization.

**10:30 am**

**THE OUTLOOK FOR THE U.S. AND CANADIAN ECONOMY**

Almost a decade later after the Great Recession, we are in the midst of our ninth year of recovery. Always an informative and in-depth presentation, Dan North of Euler Hermes will be joining us to discuss the state of the U.S. and Canadian economies, including how developments in consumption, housing, manufacturing, employment, and how government policies have helped or hurt various growth markers. *60 minute session*

**Speaker:** Dan North, Euler Hermes

**11:30 am**

**CONTRACT PROVISIONS IN THE NAESB: COLLABORATIVE WORKING GROUP SESSION**

Attend this interactive session where participants will be given the opportunity to learn more about the negotiated language of the NAESB Agreement. This session is intended to give participants a better understanding of the NAESB Agreement with applicable knowledge that can be used in contract negotiations. *30 minute session*

**Industry Experts:** Kevin Page, Tenaska; Diane Wahl, U.S. Energy Services and Mark Wong, Shell Energy

**12:00 pm**

**LUNCH**

**1:00 pm**

**CONTRACT PROVISIONS IN THE NAESB: COLLABORATIVE WORKING GROUP SESSION**

Continued from the morning, groups will reconvene to continue working on the negotiated language. *90 minute session*

**2:45 pm**

**SURETY BONDS AS CREDIT MITIGATION TOOL**

In this session, you will learn the various types and ways to use surety bonds to mitigate risk. From using them in lieu of posting collateral, accepting collateral or simply protecting against credit and performance losses 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. *60 minute session*

**Speaker:** Mike DeLuca, Senior Partner, One Source Risk Management & Funding

**3:45 pm**

**CREDIT SCORING BACKTESTING AND VALIDATION**

In this session, you will learn the key elements used to determine internal credit ratings as often applied to credit decisions with a focus on the process of financial analysis and credit scoring. Topics will include the determination of "creditworthiness", the underlying importance of financial statement analysis, credit scoring methods and the ranking and scaling of quantitative and qualitative factors. *60 minute session*

**Speaker:** Reid Grossmann, RMG Financial Consulting, Inc

**7:00 pm**

**GROUP NETWORKING DINNER**

Early registration savings deadline is August 17

7:30 am

**BREAKFAST**

9:00 am

**CHOOSING THE RIGHT RISK MEASURE**

This presentation will touch on numerous quantitative risk measures and their implementations (VaR, EaR, ETL, etc.), the strengths and weaknesses of each, and when and how they should be used. The focus will be on “best practices” and understanding and avoiding pitfalls associated with certain metrics, but will include a high level review of the theory behind each of the measures discussed. *60 minute session*

**Speaker: Paul Swoap, Market Risk Manager, Tenaska Power Services**

10:15 am

**DISRUPTIVE TECHNOLOGIES**

New technologies are dramatically shifting the paradigm of how middle and back offices are run. In this discussion, participants will share their experiences – the trials and tribulations – with technologies that are rapidly changing credit departments and its supporting functions. *75 minute session*

11:30 am

**CONFERENCE ADJOURNED**

NAPCO reserves the right to alter this program without prior notice. Please note that the opinions of the speakers are entirely their own and do not necessarily represent those of NAPCO, RMG Financial, Sponsors or the Host Company. Any meeting related complaints should be directed to the acting NAPCO Chairperson for prompt action and resolution. Cancellation requests should be directed to Rachel Reisenauer, [reisenauer@rmgfinancial.com](mailto:reisenauer@rmgfinancial.com), by August 17. NAPCO is a member run organization. All complaints will be addressed at the discretion of the NAPCO Executive Committee. NAPCO Chairperson: Justin Riddell of The Energy Authority, [jriddell@teainc.org](mailto:jriddell@teainc.org)

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## ATTENDEE REGISTRATION FORM

Attendee	
Preferred Name	
Company	
City / State	
Job Title	
Work Phone	
Cell Phone <sup>1</sup>	
Email <sup>2</sup>	<input type="checkbox"/>

In planning menus for the event, we will do our best to accommodate dietary restrictions or allergies; please help us by providing info below:

☐ Gluten-free ☐ Kosher ☐ Vegan ☐ Other:

☐ Allergic to (specify):

<sup>1</sup>Cell phone is to be used in the event of an emergency only and will not be published/distributed outside of NAPCO or to other attendees.

<sup>2</sup>In order to comply with new anti-spam legislation, please agree to be contacted via email about this and other NAPCO events. We do not share contact information outside of NAPCO. You may unsubscribe at any time.

**Liability Waiver:** By applying for and attending the North American Power Credit Organization (NAPCO) conference, the attendee and his/her company agrees to hold NAPCO, RMG Financial Consulting, Inc. (RMG), the Hotel and Other Event Locations or Sponsors harmless for any injury, death, illness, or loss that may occur to any persons or property during the conference. NAPCO, RMG, the Hotel and Other Event Locations and/or Sponsors are not responsible for any lost articles, injuries, death or illness that may occur during the conference. Application and submittal of this registration form via email, fax or other means acts as acknowledgment and acceptance of the liability waiver.

**Refund Policy:** All cancellations should be requested by August 17 in order to be eligible for a refund. After that time, no refunds will be available; however, registration may be transferred to another employee of your company if requested via email prior to the conference. Please note that registrants who have paid with a credit card are subject to a \$50.00 cancellation processing fee.

**Got Questions or Need to Cancel?** Rachel Reisenauer, NAPCO Facilitator, Phone: (509) 532-8896 or Email: [reisenauer@rmgfinancial.com](mailto:reisenauer@rmgfinancial.com)

## REGISTRATION FEES

<input type="checkbox"/> <b>Member Registration Rate†</b>	<b>USD \$350.00</b>
Additional Fees that may apply:	
+ Late Fee†† (after Aug 17)	+ USD \$45.00
+ Non-Member Fee†	+ USD \$400.00

### Activity Fees (Optional):

<input type="checkbox"/> I'd like to attend the <b>Twins Baseball Game on Sep 10*</b>	<b>USD \$40.00</b>
<input type="checkbox"/> I'd like to bring a Guest to the <b>Networking Dinner on Sep 11</b>	<b>USD \$90.00</b>

**Total Amount Due** **USD**

† Your company must be a 2018 member at the time of registration in order to qualify for the above member rate of \$350.00. If you are not, you will be charged an additional non-member fee of \$400.00. Please contact Rachel for a copy of the NAPCO membership form.

†† A late fee of \$45.00 will be assessed automatically if you register after August 17.

\* **Game tickets must be purchased by August 17.** The baseball game is on Monday, September 10, at 7 pm and there are a limited amount of tickets available.

## PAYMENT INFORMATION

☐ **CHECK**, payable to:  
**North American Power Credit Organization**

☐ **CREDIT CARD** (VISA/MC/AMEX)

Name on Card:

Card Number:

Expiration Date:

Sec Code:



Signature:

### Send Completed Form To:

**Address:** RMG c/o NAPCO Registration  
 813 East Ballard Ave  
 Colbert, WA 99005

**Fax:** (240) 238-2616

**Email:** [reisenauer@rmgfinancial.com](mailto:reisenauer@rmgfinancial.com)

**Need a Receipt?** Please provide email below:

**Early registration savings deadline is August 17**