



FECA

Florida Electric Cooperatives Association, Inc.

2916 Apalachee Parkway
Tallahassee, Florida 32301
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DATE: April 25, 2011 (Via email & facsimile)

TO: Office Mgrs, Finance & Accounting Employees

FROM: Edie T. Beiner

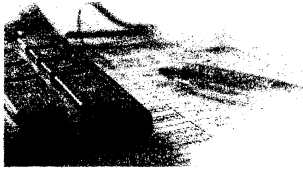
SUBJECT: CFC FINANCIAL WORKSHOP &
FECA FINANCE & ACCOUNTING CONFERENCE
SEPTEMBER 12-14, 2011

Florida Statewide is working with CFC to hold CFC's Financial Workshop for Florida cooperatives in conjunction with our annual Finance & Accounting Meeting in September, 2011. CFC's portion of the meeting is closed to only Florida electric cooperative employees. A preliminary agenda for the CFC portion of the meeting, which begins Monday September 12th and continues through Tuesday, September 13th, is attached. FECA's portion of the meeting is scheduled for the morning of Wednesday, September 14th and will consist of a morning presentation from a bankruptcy attorney, a customer accounts and bad debts presentation, and a round table discussion of Florida issues. A registration form is also attached and we request that you register with FECA early.

A limited block of rooms is reserved for the nights of Monday, 9/12, and Tuesday, 9/13, at the Sand Pearl Resort, 500 Mandalay Avenue, Clearwater Beach, FL 33767. Our room cutoff date is August 12, or until the room block is filled, after which rooms will be sold on a space available basis at the prevailing rate. Reservations can be made by calling the reservations department toll free at (877) 726-3111 or the resort directly at (727) 674-4114. Please mention the Finance, Accounting, & CFC Conference to receive our room rate of \$119.00 plus applicable taxes for single or double occupancy. There is an additional \$20.00 valet parking charge per night. The resort fee of \$25.00 plus taxes per day is waived for our group. The resort fee includes access to the Gulf Front Fitness Center, unlimited local calls and toll free number access, wired and wireless

internet access for guestroom and public space (meeting space excluded), delivered daily newspaper, in room coffee and bottled water, nightly shoe shine, access to the Business Center and beach/pool towels. You will be charged the rate of one room night plus taxes at the time of booking. The deposit is refundable in the event of room cancellation, provided notice is received by the hotel 3 days prior to the scheduled time of arrival.

We look forward to seeing you in September.



CFC Financial Workshop
Sponsored by CFC and NCSC



***PRELIMINARY CFC Financial Workshop
for Florida Electric Cooperatives***

Monday, September 12

San Pearl Resort

5:30 p.m. **Reception and Dinner Sponsored by CFC and NCSC**
Sheldon C. Petersen, CEO, CFC

Tuesday, September 13

San Pearl Resort

7:15 a.m. **Continental Breakfast**

7:50 a.m. **Welcome and Housekeeping**

8 a.m. **Environmental Scan**

1 CPE Credit
Social Environment
of Business

Learn how current events within the industry can affect your cooperative. Analyze industry statistics at the national and state level. Understand how all this ties back to business planning.
John Kimsey, Regional Vice President, CFC

9 a.m. **Break**

9:15 p.m. **Equity Management: Optimal Equity Levels**

1.5 CPE Credits
Finance

At the end of this session, you will have analyzed equity level benchmarks and understand how healthy levels will help you better mitigate risk and maximize opportunities.
Rod Crile, Regional Vice President, CFC

10:45 a.m. **Break**

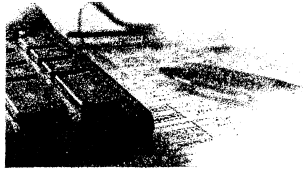
11 a.m. **CFC Financial Tools**

1 CPE Credit
Specialized Knowledge
and Applications

Take a "test drive" of various CFC models including Compass™, BudgetPro™ and KRTA GraphPro™. Understand how they can help cooperative staff analyze financial data and become more efficient and effective in their jobs.
John Grant, Vice President, Financial Products & Analysis, CFC

12 p.m. **Lunch**

4/8/2011



CFC Financial Workshop
Sponsored by CFC and NCSC



***PRELIMINARY CFC Financial Workshop
for Florida Electric Cooperatives***

1 p.m.

1 CPE Credit
Accounting

Accounting and Tax Update

Learn how changes in accounting and tax regulations may have an impact on your cooperative.

Tom Kandel, Senior Accountant, Regulatory Affairs, CFC

2 p.m.

Break

2:15 p.m.

1.5 CPE Credits
Specialized Knowledge
and Applications

Rates: New Approaches to Ratemaking

This session will focus on cost-based rates, decoupling, purchased power adjustments, prepaid service and time varying rates. Learn about the seven suggestions found in the new rate guide by CFC and NRECA.

Rod Crile, Regional Vice President, CFC

3:45 p.m.

Break

4 p.m.

1 CPE Credit
Management
Advisory Services

Positioning Cooperative Staff for Success

In this interactive session, participants will identify the three key factors employees want to know about their performance. Attendees will learn how the word MOTIVE can help them understand what motivates different employees. They will learn to explain the connection between effective assignment/project delegation and exceptional employee performance.

Bill Clayton, Vice President, Corporate Training, CFC

5 p.m.

Adjourn

Registration Form
CFC Financial Workshop &
Office Managers, Finance & Accounting Conference
September 12-14, 2011
Sand Pearl Resort
Clearwater Beach, FL

Please register the following for the CFC Financial Workshop/Office Managers, Finance & Accountants Conference. The CFC Financial Workshop is sponsored in full by CFC. The registration fee for FECA's portion of the meeting on Wednesday, September 14th (*non-refundable after September 2*) will be billed at the conclusion of the meeting.

Cooperative Name _____

Address _____

Telephone Number _____ (fax) _____

E-mail address _____

Please submit registration form by August 10 via mail or fax at (850) 656-5485 to:

FECA
Attn: Edie Beiner
2916 Apalachee Parkway
Tallahassee, FL 32301

Round Table Discussion Issues

Please list any issues here that you would like discussed at the Round Table Portion of our Program.

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