

***CFC Financial Workshop
for Missouri Electric Cooperatives***

Thursday, February 24

Lodge of Four Seasons

10:30 a.m. Welcome and Housekeeping

10:45 a.m. Environmental Scan

Seachase Room

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.

Joel Allen, Vice President, Portfolio Management, CFC

11:45 a.m. Lunch

Valencia 1 Room

1 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

2:30 p.m. Break

2:45 p.m. CFC Financial Tools

Seachase Room

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

3:45 p.m. Break

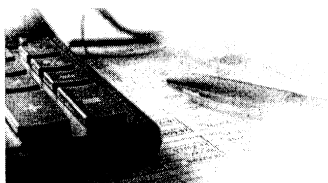
4 p.m. Information Security Awareness Briefing

Seachase Room

1 CPE Credit
Finance

Duc Lai, Enterprise Infrastructure Security Architect, CFC

Adjourn



CFC Financial Workshop
Sponsored by CFC and NCSC



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5:30 p.m. **Reception and Dinner Sponsored by CFC and NCSC** **Valencia 1 Room**
Sheldon C. Petersen, CEO, CFC

Friday, February 25

Lodge of Four Seasons

7:30 a.m. **Continental Breakfast** **Seachase Room**

8 a.m. **Accounting and Tax Update** **Seachase Room**
Learn how changes in accounting and tax regulations may have an impact on your cooperative.
Tom Kandel, Senior Accountant, Regulatory Affairs, CFC

1 CPE Credit
Accounting

9 a.m. Break

9:15 a.m. **Rates: New Approaches to Ratemaking** **Seachase Room**
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

1.5 CPE Credits
Specialized Knowledge
and Applications

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

11 a.m. **Positioning Cooperative Staff for Success** **Seachase Room**
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

1 CPE Credit
Management
Advisory Services

12 p.m. **Adjourn**
Box lunch provided by CFC and NCSC.