



NEW CFO ORIENTATION



2019 DRAFT Agenda

TUESDAY, MAY 28		CFC HEADQUARTERS – DULLES, VA
1:00pm	Board Bus at the Courtyard Marriott Dulles Town Center for Ride to CFC Headquarters (Optional)	
1:30pm	Pre-Orientation Workshop – The Four Transitions of a New CFO (Optional) <i>Kevin Eikenberry, The Kevin Eikenberry Group</i>	
5:00pm	Return to Courtyard Marriott Dulles Town Center	
5:15–6:30pm	Welcome Reception and Heavy Hors d’Oeuvres Meet fellow new CFOs in the lounge of the Courtyard Marriott.	
WEDNESDAY, MAY 29		CFC HEADQUARTERS – DULLES, VA
7:15am	Board Bus at the Courtyard Marriott Dulles Town Center to CFC Headquarters	
7:20–7:55am	Continental Breakfast <i>John Grant, VP, Events and Training, CFC</i> <i>Tracey Steiner, SVP, Education and Training, NRECA</i>	
7:55–8:00am	Welcome and Introductions	
8:00–8:50am	New CFO Transition Issues This interactive session will focus on the tough cooperative management transition issues that face you and your peers. <i>Jeanette Will, Sr. Program Manager, NRECA</i> <i>Sarah Bullock, RVP, CFC</i>	
8:50–9:00am	Break	
9:00–9:50am	The Emerging Electric Grid: New Realities, New Opportunities <i>Greg Starheim, SVP, Business and Industry Development, CFC</i> <i>Jim Spiers, SVP, Business and Technology Strategies, NRECA</i>	
9:50–10:00am	Break	
10:00–10:50am	An Introduction to CFC – Your Finance Cooperative Get to know your cooperative finance organization. Meet the CFC executive staff and learn more about how CFC supports the electric cooperative network. <i>Joel Allen, SVP, Member Services, CFC</i> <i>Roberta Aronson, SVP & General Counsel, CFC</i> <i>John Borak, SVP, Credit Risk Management, CFC</i> <i>Brad Captain, SVP, Corporate Relations, CFC</i> <i>Graceann Clendenen, SVP, Corporate Services, CFC</i> <i>Andrew Don, SVP & CFO, CFC</i> <i>Steve Kettler, SVP, Strategic Services, CFC</i> <i>Robin Reed, SVP, Loan Operations, CFC</i> <i>Greg Starheim, SVP, Business and Industry Development, CFC</i>	
10:50–11:00am	Break	
11:00–12:00pm	Introduction to Your National Organizations What issues are at the top of your radar screen? What unique challenges are facing your cooperative? The senior leaders of NRECA, CFC, Federated and NRTC are eager to listen to your challenges and will respond through a facilitated discussion. <i>Tim Bryan, CEO, NRTC</i> <i>Phil Irwin, CEO, Federated Rural Electric Insurance Exchange</i> <i>Jeffrey Conner, COO, NRECA</i> <i>Sheldon Petersen, CEO, CFC</i> <i>Moderator: Tracey Steiner, SVP, Education and Training, NRECA</i>	
12:00–1:15pm	Networking Lunch and Group Photo in CFC Atrium, CFC Headquarters Tour (Optional)	

1:15–2:05pm	CFO Fiduciary Duties and Key Legal Issues This session will address the fiduciary duties of non-director officers, and will provide an update on current legal challenges, including capital credit class-action lawsuits. Learn how to protect yourself and your cooperative. <i>Ty Thompson, VP and Deputy General Counsel – Director and Member Legal Services, NRECA</i>
2:05–2:15pm	Break
2:15–3:05pm	Meet CFC's Member Services Group (MSG) Test your knowledge about some of the products and services available to your cooperative, including loans, lines of credit, investments, conferences and training opportunities. This one of a kind session promises to be informative, interactive and energizing. <i>Aamer Arshad, AVP, CFC</i> <i>Charles Gloeckner, VP, Corporate Communications, CFC</i>
3:05–3:15pm	Break
3:15–4:05pm	Building and Maintaining a Safety Culture: You're Role as CFO Focusing on safety can help drive overall success at your cooperative. Learn what you as the CFO can do to transform your cooperative's culture and engage your staff to promote safety and enhance performance. <i>Bud Branham, Director, Safety Programs, NRECA</i> <i>Phil Irwin, CEO, Federated Rural Electric Insurance Exchange</i>
4:05–4:15pm	Break
4:15–5:15pm Roundtable 1	Roundtable 1A: Capital Credit Allocations and Retirements Discuss the policies and key strategies to effectively manage capital credit allocations and retirements. <i>Sarah Bullock, RVP, CFC</i> <i>Ty Thompson, VP and Deputy General Counsel – Director and Member Legal Services, NRECA</i>
	Roundtable 1B: Financial Forecasting <i>Trevor Barnett, Senior Financial and Industry Consultant, CFC</i>
5:15–5:30pm	Wrap-Up and Recap Participants will be asked to write down and share at least two key things they learned from day one. <i>John Grant, VP, Events and Training, CFC</i> <i>Tracey Steiner, SVP, Education and Training, NRECA</i>
5:30–6:30pm	Networking Reception with Heavy Hors d'Oeuvres
6:30pm	Return to Courtyard Marriott Dulles Town Center

THURSDAY, MAY 30		NRECA HEADQUARTERS – ARLINGTON, VA	
7:00am		Board Bus at Courtyard Marriott Dulles Town Center for Ride to NRECA Headquarters	
7:40–8:00am		Arrive at NRECA Headquarters/Continental Breakfast – Welcome and Housekeeping <i>Tracey Steiner and John Grant</i>	
8:00–8:50am		Meet NRECA – Your National Trade Association Meet members of NRECA’s leadership team and hear about some of NRECA’s key programs, resources and initiatives that can assist your cooperative. <i>Veneicia Lockhart, SVP, Finance, NRECA</i> <i>Mark Santero, CEO, President and Director, Homestead Funds/RE Advisers</i> <i>Stephen Sanker, VP, I&FS Financial and Field Services, NRECA</i> <i>Jim Spiers, SVP, Business and Technology Strategies, NRECA</i> <i>Moderator: Tracey Steiner, SVP, Education & Training, NRECA</i>	
8:50–9:00am		Break	
9:00–10:30am Roundtable 2		Roundtable 2A: Cybersecurity Effective cybersecurity management as a top priority for CFOs. <i>Cynthia Hsu, Cybersecurity Program Manager, Business and Technology Strategies, NRECA</i> <i>Duc Lai, Director, IT Operations and Information Security, CFC</i>	
		Roundtable 2B: Investment Solutions for Liquidity Needs Discuss how RE Advisers work with finance professionals to meet existing needs and innovate to deliver on new business challenges. <i>Mark Santero, CEO, President and Director, Homestead Funds/RE Advisers</i> <i>Mo Saleh, VP, Financial Risk Management, CFC</i>	
		Roundtable 2C: NRECA Cost-Cutting Opportunities Learn how NRECA can help manage costs and maintain your target financial goals. <i>Lynn Moore, Executive Director, Touchstone Energy®</i> <i>Charleen Tzou, Acting Director – Strategic Sourcing & Procurement, NRECA</i>	
10:30–10:45am		Break	
10:45–11:40am		Meet NRTC – Your Technology Cooperative NRTC was founded 30 years ago by NRECA and CFC to help electric cooperatives bring the benefits of advanced technology to rural America. While that mission remains the same, the products, services and solutions NRTC offers continues to evolve. Learn more about how NRTC can help your cooperative evaluate and deploy technology. <i>Terry Gilmore, CFO, NRTC</i>	
11:40–1:00pm		Networking Lunch with NRECA Staff / Building Tour (optional)	
1:00–1:50pm		Shifting to Energy Solutions and Services Insights into the business models, technologies, and regulatory changes that continue to test the foundation basis for key utility financial decisions are made. <i>Jan Ahlen, Energy Solutions Director, NRECA</i> <i>Peter Muhoro, VP, Strategic Industry Research and Analysis, CFC</i> <i>Brad Seibert, VP, Next-Generation Energy, NRTC</i>	
1:50–2:00pm		Break	
2:00–2:50pm		Cost Recovery and Rate Design Discuss strategies for ensuring rates reflect dynamic electric utility cost drivers. <i>Jim Horan, Regulatory Affairs Director, NRECA</i>	
2:50–3:00pm		Break	
3:00–4:30pm Roundtable 3		Roundtable 3A: Cost Recovery and Rate Design Discuss strategies for ensuring rates reflect dynamic electric utility cost drivers. <i>Allison Hamilton, Senior Principal, Markets and Rates, NRECA</i> <i>Jason Strong, Director, Regulatory Affairs, CFC</i>	
		Roundtable 3B: Shifting to Energy Solutions and Services Integrating innovations and trends into your co-ops business model. <i>Jan Ahlen, Energy Solutions Director, NRECA</i> <i>Peter Muhoro, VP, Strategic Industry Research and Analysis, CFC</i> <i>Brad Seibert, VP, Next-Generation Energy, NRTC</i>	
		Roundtable 3C: Data Analytics Using data to manage and drive financial decisions. <i>Venkat Banunarayanan, Sr Director Distributed Energy, Business and Technology Strategies, NRECA</i> <i>Richard Perreault, VP and CIO, CFC</i>	

THURSDAY, MAY 30, CONTINUED		NRECA HEADQUARTERS – ARLINGTON, VA
4:30–4:45pm	Wrap Up and Recap Participants will be asked to share key things learned from Day 2. <i>Tracey Steiner, SVP, Education and Training, NRECA, John Grant, VP, Events and Training, CFC</i>	
4:45–5:45pm	Networking Reception with Heavy Hors d'Oeuvres	
5:45pm	Board Bus for Tour of Washington Monuments or Evening on Your Own	
8:30pm	Bus Returns to Courtyard Marriott Dulles Town Center	

FRIDAY, MAY 31		CFC HEADQUARTERS – DULLES, VA
7:20am	Board Bus at the Courtyard Marriott Dulles Town Center to CFC Headquarters	
7:30am	Continental Breakfast	
7:55–8:00am	Welcome and Introductions <i>John Grant, VP, Events and Training, CFC; Tracey Steiner, SVP, Education and Training, NRECA</i>	
8:00–9:00am	Ensuring Your Co-op's Financial Strength This session will highlight CFC's Key Ratio Trend Analysis (KRTA), examining the three most important financial ratios (Equity, Times Interest Earned Ratio (TIER), Debt Service Coverage (DSC) or Modified Debt Service Coverage (MDSC) for directors to focus on for their cooperative's financial success. <i>Jim Meiers, RVP, CFC</i> <i>Aaron Stallings, RVP, CFC</i>	
9:00–9:15am	Break	
9:15–10:15am Roundtable 4	Roundtable 4A: Fraud and Transparency Improve your understanding of measures your co-op can take to prevent fraud and ensure transparency <i>Susan Olander, VP and General Counsel, Federated</i> <i>Ty Thompson, VP and Deputy General Counsel – Director and Member Legal Services, NRECA</i>	
	Roundtable 4B: Improving Your Board Reports What are the crucial items needed to help your board understand your co-op's financial position and make informed decisions. <i>Pat Mangan, Director, Governance Education, NRECA</i> <i>Jim Meiers, RVP, CFC</i>	
10:15–10:30am	Break	
10:30–11:45am	Candid Conversations with Seasoned Co-op Leaders Seasoned cooperative managers will participate in a discussion where through their experiences will discuss ways to develop and maintain an effective working relationship with your board of directors, staff and consumers. <i>Facilitator: Brad Captain, SVP, Corporate Relations Group, CFC</i> <i>Kent Farmer, CFC Director; President/CEO, Rappahannock Electric Cooperative</i> <i>Aaron Stallings, RVP, CFC</i> <i>Kristie Martin-Wallace, Director, Southside Electric Co-op, VA</i>	
11:45–12:00pm	Wrap Up and Recap Participants will be asked to share key things learned from Day 3. <i>John Grant, VP, Events and Training, CFC; Tracey Steiner, SVP, Education and Training, NRECA</i>	
12:00pm	Adjourn – Box Lunch Available	