

# 2010 C. H. Guernsey & Company Seminar Series

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Below are descriptions of our C. H. Guernsey & Company seminar series offered in 2010. For detailed information and registration visit: <http://www.chguernsey.com/seminar>.

**Knowledge is Power: Understanding Rates and Cost of Service** focuses on the key components involved in setting rates and line extension policy. With evolving wholesale rate structures, increased competition and rising interest rates, it is essential for staff members to have a thorough understanding of the cooperative's means of generating revenue. While the course is NOT designed to provide an exhaustive "how-to" of rate design and cost of service, it IS intended to provide information staff members NEED to more effectively communicate with fellow staff and cooperative members.

**Knowledge is Power: Financial Forecasting** focuses on the key components involved in forecasting techniques and models. Your staff will learn how to more effectively develop forecasts with reliable data and how to use forecasting models for cooperative planning. Participants will leave with their own cooperative's financial forecast.

**Cooperative Financial Management for Non-Accountants** is for those whose eyes glaze over or who break-out in a sweat at the thought of accounting and financial jargon. This introductory-level course is designed for distribution cooperative staff without accounting or finance backgrounds desiring to better understand cooperative financial statements and put that understanding to work. Cooperative employees who attend this course will be better equipped to interpret and discuss financial information with accounting, finance and management personnel within the cooperative.

**Cyber Security** helps electric cooperatives face a range of information security threats, from computer criminals seeking social security numbers on corporate networks to cyber terrorists aiming to take down the power grid by attacking a control network. Defending against such threats means building a cyber security program that balances general risk mitigation and regulatory compliance with the necessity for an efficient operation. This course will provide an introductory overview of the techniques necessary for a successful cyber security program.

**Crisis Management** helps electric cooperatives face a range of natural and manmade threats to their systems, facilities, reputation, and staff. Electric cooperatives are experts in addressing natural threats; a capability bolstered by the formalization of emergency restoration plans (ERPs) as directed by 7 CFR Part 1730. However, it is the statistically anomalous manmade events that can occur without warning that pose a threat for which many organizations are unprepared. These include workplace violence, environmental protests and sabotage. A proper response requires on the spot decisions based on limited data with potentially serious consequences. This course will provide the tools to develop a crisis management plan and to design and execute a table top exercise.



## 2010 TEC Seminar Schedule Conducted by C. H. Guernsey & Company

Date	Course Name	Location
07/06/10	Knowledge is Power: Understanding Rates & Cost of Service - Course I	Taylor Electric
07/07/10	Knowledge is Power: Understanding Rates & Cost of Service - Course II	Taylor Electric
07/08/10	Cooperative Financial Management for Non-Accountants	Taylor Electric
07/27/10	Cyber Security	Rusk County EC
07/28/10	Crisis Management	Rusk County EC
09/15/10	Crisis Management	Lubbock, TX
09/15 - 09/16	Knowledge is Power: Understanding Rates & Cost of Service - Two Day Course	Oklahoma City
09/16/10	Cyber Security	Lubbock, TX
10/26 - 10/27	Knowledge is Power: Understanding Rates & Cost of Service - Two Day Course	Orlando, FL

Location:	Location Details:
CoServ Electric	CoServ Electric Cooperative - Corinth, Texas
Georgetown	TEC Georgetown Facility
Heart of Texas EC	Heart of Texas Electric Cooperative, McGregor, Texas
Lubbock, TX	Location TBD, Lubbock, Texas
Oklahoma City	C. H. Guernsey & Company Corporate Headquarters, Oklahoma City*
Orlando, FL	Rosen Shingle Creek Resort, Orlando, Florida*
Rusk County EC	Rusk County Electric Cooperative, Henderson, Texas
Taylor Electric	Taylor Electric Cooperative, Merkel Texas

\* Courses held in Oklahoma City and Orlando are hosted by C. H. Guernsey & Company, not TEC. Registration for these courses is done at <http://www.chguernsey.com/seminar>