

The banner features a photograph of industrial gas storage infrastructure, including large pipes and valves, set against a background of trees. The text "Gas Storage" is prominently displayed in a large, bold, red font with a white outline. Below it, "Finance & Investment Summit" is written in a smaller, yellow font with a black outline.

# Gas Storage

## Finance & Investment Summit

The  
Pre-Summit  
Workshop

November 12-14, 2008 | JW Marriott Hotel | Houston, TX

### Keys to Successful Gas Storage Development

November 12, 2008 ▪ 8:30 am – 5:00 pm

#### Agenda

8:30 – 8:45 Welcoming Comments & Opening Remarks

8:45 – 9:45 **STORAGE PROJECT FINANCING – A REGULATORY PERSPECTIVE**

- Project valuation and market-based rates
- Justifying market-based rates – prior FERC policy statement v. EPACT2005
- Floridian Gas Storage: A case study

**Robert Neustaedter**, *Vice President – Regulatory Strategies*, PACE

9:45 – 10:15 *Morning Networking Break*

10:15 – 11:15 **STRATEGIES FOR FACILITY DEVELOPMENT WITH INTENT TO SELL**

- Exploring development and divestiture options
- Understanding the rationale or drivers for divestiture
- Key development activities and their implications on the sale process
- Review of specific projects and their divestiture strategies

**Deepa Poduval**, *Principal Consultant*, BLACK & VEATCH ENTERPRISE, MANAGEMENT SOLUTIONS

11:15 – 12:00 **ANALYZING THE VALUE OF GAS STORAGE**

- Market trends in firm contract rates
- Intrinsic and Extrinsic value drivers
- Location, deliverability, pipeline connection and other key value differentiators
- Quantifying hub services and optimization value
- Recent storage asset sales and implications for storage value

**Ruben Moreno**, *Senior Director*, R.W. BECK, INC.

12:00 – 1:30 *Workshop Luncheon*

1:30 – 2:30 **FERC REGULATORY ISSUES**

- FERC's role in regulating - and encouraging - gas storage development
- Siting and Permitting: managing the certification process
- Environmental regulations relevant to newbuild and expansion facilities
- Tariff design in the context of project financing

**Kenneth S. Culotta**, KING & SPALDING LLP

2:30 – 3:00 *Afternoon Networking Break*

3:00 – 4:00 **CONSTRUCTION AND PROCUREMENT CONTRACTING**

- Contracting Structures
- Liability, Indemnification & Insurance
- Controlling Cost and Schedule
- Administering Construction Contracts

**Amy M. Hollis**, *Counsel*, KING & SPALDING

**Shaw C. Ottis**, *Attorney*, KING & SPALDING

4:00 – 5:00 **FINANCING TECHNIQUES FOR DEVELOPMENT PROJECTS**

- Credit characteristics of storage projects
- Typical debt instruments
- Bank lenders vs. institutional lenders
- Core project attributes used by lenders
- Use of leverage to finance projects
- Necessary preparations before seeking financing

Speaker to be announced