

GAS UTILITIES FUNDAMENTALS + INSIGHTS (GUF)

Empower your employees to better understand the business of the natural gas utility industry.



BENEFITS OF A WEI MEMBER-HOSTED COURSE

- 1) **The course comes to you.** No time out of the office for your employees.
- 2) **The best value for your money.** A Member-Hosted course costs approximately 1/4 of the cost per employee than attending a WEI-Hosted course.
- 3) **The course is designed especially for you.** A customized curriculum will be built to specifically address the needs of your company.
- 4) **A schedule that works around your training calendar.** Pick the days that work best for you and your employees.
- 5) **Enjoy this exclusive Member benefit.** Competing courses do not focus on western regional issues and are at a much higher cost to your company.

WHAT IS GUF?

Gas Utility Fundamentals + Insights (GUF) adopts a fresh and interactive educational platform providing attendees with a deep understanding of how the natural gas utility industry works, and an improved awareness of their own roles within their organizations. Participants also acquire a broad comprehension of critical issues affecting the energy industry, as well as the interplay between utilities and stakeholders.

WEI offers the course in two formats:

- 1) **Member-Hosted** – The course takes place at your company location and provides a unique, individualized training experience.
- 2) **WEI-Hosted** – The course brings together a wide variety of energy professionals from across the industry for a one-day training session, often hosted at the WEI office in Portland, Oregon.

WHO SHOULD ATTEND

This course is designed for utility and service company employees seeking to broaden their understanding of the operations and business aspects of the natural gas industry – regardless of their experience level or field of work. Participants who benefit most are:

- Professionals who are newly hired into the energy industry;
- Experienced energy employees who have been in limited business functions for much of their careers;
- Identified early-career high performers;
- Employees interested in gaining insider knowledge on contemporary topics; and
- Service company employees whose energy business acumen will benefit from understanding the history, structure and emerging issues facing their customers.

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SESSION TOPICS

Module 1: Natural Gas Industry Overview

- History of natural gas use
- Natural gas properties and exploration
- Supply, transmission and distribution systems
- Industry measurements
- Comparison between gas and electric utilities

Module 2: Natural Gas Consumption

- Primary and secondary consumption
- Compressed Natural Gas
- Liquefied Natural Gas
- Factors that drive demand
- Industry terminology

Module 3: How Utilities Make Money

- Types of utilities (IOUs, Munis, etc.)
- State Public Utility Commissions
- Common organizational structures
- Balancing interests of stakeholders
- Rate making fundamentals

Module 4: Natural Gas Operations

- Gas system planning
- Supply and resource management
- Natural gas storage
- Real time operations
- Construction and maintenance

Module 5: Regulations, Codes and Safety

- Industry regulation
- Integrity Management programs
- Inspections
- Equipment
- Public Safety messaging

Module 6: Emerging Issues

- Fracking
- Transportation
- Ways to grow demand
- Projected fuel price differentials
- Environmental aspects of natural gas

COURSE FORMAT

GUFI is designed to be offered as a one full-day course, but can be tailored to your organizational needs. The modular design of the curriculum allows the course to be expanded, contracted and modified. The focus is on regional issues that impact our Member companies and Western North American natural gas markets.

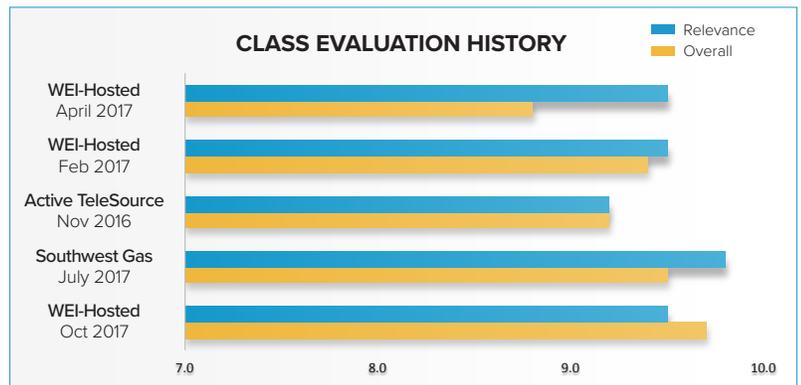
Each module is generally presented in a one-hour classroom setting, accompanied by a slideshow, a detailed course workbook for each participant, classroom exercises, and ample time for Q&A.

A RECORD OF SUCCESS

Past attendees agree that GUFI offers immense benefits. Since the course began last year, participants on average rank it a **9.5 out of 10**.

“Great introduction and overview of the gas industry. Lots of helpful and interesting information which was well prepared and planned out.”

— GUFI Student, November 2016



QUESTIONS?

To inquire about how the curriculum can be tailored to best fit your organization's needs, please contact **Beverly Jones Woolf** at **971.303.2294** or joneswoolf@westernenergy.org.

To view a list of upcoming WEI-Hosted GUFI courses, please visit our website at westernenergy.org/programs.