

# M E N B E R S R E P O R T

ENERGY INSURANCE MUTUAL

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## **STAYING POWER**

RELIABILITY • STABILITY • CONSISTENCY

### **EIM's 2007 RISK MANAGERS INFORMATION MEETING**

Approximately 300 people gathered Feb. 25-27 at the Omni Orlando Resort at ChampionsGate, west of downtown Orlando, FL, for EIM's 21st Risk Managers Information Meeting.

Another high-energy event, the meeting focused on EIM's "Staying Power," highlighting the corporate characteristics of Reliability, Stability, and Consistency. A secondary theme of mystery and intrigue was introduced during the business sessions and carried through the Monday night dinner and the Casino Royale party that turned the attendees into "high rollers."

There were business sessions on Monday and Tuesday mornings.



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## EIM's 2007 RISK MANAGERS INFORMATION MEETING

### Day One



*Alicia Quinones, PNM Resources.*



*From left, John Frank, Basin Electric; Daniel Fruehling, Dairyland Power; and Rod Kuhn, Basin Electric.*



*From left, Georges Balcer, Piedmont Natural Gas; Steve Montgomery, Aon; and Charles Yopp, Piedmont Natural Gas.*



*From left, Kevin King, California ISO, and Donna Dunlap, EIM staff.*



*From left, Ken Dolan, MDU Resources, and David VanLeeuwen, Aquila.*



*From left, Sandra Imbriani, EIM staff, and Kathy Griffith, Reliant Energy.*



*From left, Mike Anderson, Xcel Energy, and Mike Hulsey, City of Richmond.*



*From left, John Vinski, Sierra Pacific; Jill Dominguez, EIM staff; and Tim Flaherty, Equitable Resources.*



*From left, Mike Wilson, Entergy and IAC member; Jerry Rhoades, Portland General Electric; and Roni Salo, ALLETE.*

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*Davin D'Ambrosio, Suburban Propane.*



*From left, Mike Hogue, Constellation Energy, and David Abstance, SCANA.*



*From left, Timothy Kiernan, KeySpan; Barbara Schnettler, National Grid USA; Ken Dolan, MDU Resources; Robert Weyand, AGL Resources; and Donald Marston, ConEd.*



*From left, Kathy Dang, Marsh, and Russ Harris, Hawaiian Electric.*



*From left, Gary Panter, Intermountain Industries, and Dick Rodruck, Public Utility Risk Management Services.*



*From left, Cindy Blank and Donald Anastasia, NSTAR, and Tom Barnhart, Puget Sound.*



*From left, Pat Burke, Offenhauser; Dave Nalepka, WPS Resources; and George Schuitema, Integrys Business Support and IAC member.*



*From left, Stacy Frey, PPL; Shannon Moyer, Marsh; and Will Persyn, Pinnacle West.*



*John Ireland, Northeast Utilities.*

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### Day One



From left, **Christine Young**, Spectra; and **Mel Butts**, AEGIS.



From left, **Adele Hapworth**, McGriff; and **Robert Moussaid**, TXU.



From left, **David Coulter**, Allegheny Energy, and **Gerry Hayes**, Baker & McKenzie.



From left, **Ted Leonard**, Independent Electricity System Operator, and **John Floras**, Ontario Power.



From left, **Gary Meggs**, Southern Company; **Carol Cerrone**, Southwest Gas; **Greg McCollister**, McGriff; and **Jane Sandler**, Mirant.



From left, **Karen Larson**, AEGIS, and **Gary Gresham**, EIM staff.



From left, **Rob Schmid**, EIS, and **Chuck Shivery**, Northeast Utilities and EIM vice chairman.



From left, **Mark Dodson**, Northwest Natural Gas and EIM chairman; **David Nermoe**, Aon; and **Peter Fusaro**, guest speaker.



From left, **Mark Webster**, Duke Energy, and **Julie Reinhardt**, Marsh.



From left, **Nancy Meunier** and **Mike Dragna**, Entergy.

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*Robert Miller, Xcel Energy.*



*Joe Spencer, FirstEnergy.*



*Greg Lund, Exelon.*



*Jack Hadsall, City Utilities of Springfield and IAC member.*



*Tom Hayden, UniSource.*



*From left, David Layne, Empire District Electric, and Dennis Harber, Great Plains Energy.*



*Randy Martin, AEP and IAC member.*



*Robert Weyand, AGL Resources.*



*Jim Sawyer, Xcel Energy.*



*Lawanda Leslie, UIL Holdings.*



*From left, Bill Chappell, McGriff, and Mary Beth Ross, NRG Energy.*



*From left, Rob Schmid, EIS, and Gerry Hayes, Baker & McKenzie.*



*Tom McDonnell, FirstEnergy.*

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### Day One



From left, **Bob Smith**, OGE Energy, and **Mike Joseph**, Cleco.



From left, **Donna Dunlap**, **Jane Murphy**, **Deana Edmonds**, and **Cindy Prosser**, EIM staff.



From left, **David Hadler**, EIM president, and **Garry Coulter**, USA Risk.



EIM Chairman **Mark Dodson** welcomes the attendees.



EIM President and CEO **David Hadler** gives his annual review of operations.



EIM Vice President **Jill Dominguez** reviews underwriting.



EIM Vice President and CFO **Sam Garvin** reports on the 2006 financials.



The meeting's first guest speaker, **Peter Fusaro**, addresses "Climate Change and the Energy Industry." Peter is the founding president of Global Change Associates, an energy and environmental consulting firm that was established in 1991. His two most recent books are Energy and Emissions: Collision or Convergence and Energy & Environmental Hedge Funds: The New Investment Paradigm.

### Monday's Speakers and Platform Guests



EIM Secretary **Donna Dunlap** outlines the afternoon activities.



Author **Kevin Mitnick** concludes Monday's business session with a presentation on the ease of getting necessary information to invade computer systems in a variety of corporate settings. Using both technical and non-technical means, Kevin has gained unauthorized access to computer systems at some of the largest corporations in the world. His best-selling books are The Art of Deception and The Art of Intrusion.

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## EIM's 2007 RISK MANAGERS INFORMATION MEETING

### Monday Night Dinner



*Donald Marston, ConEd.*



*From left, Richard Johnson, Marsh, and Colleen Johnson; Karen Ernest and Gary Panter, Intermountain Industries.*



*From left, Darren Smith, AEP; Frank and Ann Joslin, EIM staff; and Bob Dillard, Kinder Morgan and IAC member.*



*From left, Kim Ashton and Michelle Ashton, Questar, and Pete Kokolakis.*



*From left, Charles Yopp, Piedmont Natural Gas; Martee Turner, EIM staff; and Ed Zulkey, Baker & McKenzie.*



*From left, Jeff Rausch, Risk Management Service; Dan Arbough, E.ON; Mike Joseph, Cleco; and Roger Fertelmes, Willis.*



*From left, Ronald Bertrand, AEGIS, and Georges Balcer, Piedmont Natural Gas.*



*From left, Cindy Prosser, EIM staff; Carol Baccari and Larry Baccari, EIM staff; and Jill Towell, EIM staff.*



*From left, Kim and Michelle Ashton, Questar; Anita and Gil Gould, AEGIS; and Kimberly Radt, New York Power Authority.*

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### Monday Night Dinner



From left, **John Wieler**; **Tim Kiernan**, KeySpan; **Chris Looes**, Marsh; and **Michelle Wieler**, Iroquois Gas Transmission.



From left, **Mark Johnson**, NRG Energy, and **Mike Hogue**, Constellation Energy.



From left, **Greg Lund**, Exelon; **Shannon Moyer**, Marsh; **Robert Semet**, Exelon and IAC member; and **Robert Moussaid**, TXU.



From left, **Jane Murphy**, EIM staff; **Eryl** and **David Hadler**, EIM president.



From left, **Tim Tucker**, IDACORP, and **Shaunna Tucker**.



From left, **Jill Dominguez**, EIM staff; **Mark Blair**, Ameren; **Paul Gloriod**, Aon; and **Sam Garvin**, EIM staff.



From left, **Gerald Tulga**, AEP; **Rod Kuhn**, Basin Electric Power Co-op, and **Carla Kuhn**; **Jane Tulga**; **Tammy Martin**; and **Cathy Frounfelker**.



From left, **Robert Hughes**, CenterPoint Energy, and **Dena** and **Dick Graff**, Black Hills.



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### Monday Night Dinner



From left, **Ken Brockman**, Public Service Enterprise, and **Martha Brockman**.



From left, **Erica McNabb**, FPL Group; and **Forrest Strachan**, PJM Interconnection.



From left, **Miriam** and **Richard Burlison**, Associated Electric Co-op.

### And the winners are...



**Donna Dunlap**, center; and **Sam Garvin**, right, who presented the winners with certificates and prizes, pose with **Ray Scullian** who caught the largest fish.



From left, **Phil Gotee**, **Bob Jackson**, **Donna**, **Paul Sparks**, and **Sam**. Phil, Bob, and Paul were gross winners, golf.



From left, **Ron Cook** and **Richard Burlison** were first-place winners, golf.



**Donna** and **Sam** are flanked by the second-place winning golf team, from left, **Keith Kennedy**, **Kirk Cresto**, **Scott Sink**, and **Tim Bucci**.



**Lori Eans** made the longest putt, ladies golf.



**Chuck Shivery** made the longest putt, men's golf.



**Stuart Adam** was closest to the pin, men's golf.



**Sherry Rhoades** made the longest drive, ladies golf.

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## EIM's 2007 RISK MANAGERS INFORMATION MEETING

### Day Two



From left, **Deana Edmonds**, EIM staff, and **Tim Tucker**, IDACORP.



From left, **Dudley Reynolds**, Alabama Gas and EIM director; **Jim Hess**, Duke Energy; and **Ron Cook**, Ohio Valley Electric.

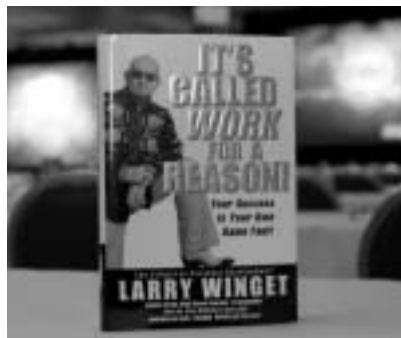


From left, **Gary Gresham**, EIM staff, and **Barry Mansour**, Marsh.



### Tuesday's Speakers

**Steven Drews**, Aon, leads Tuesday's business session with a presentation titled "Global Climate Change and Weather Modeling." Steve's meteorology career began in 1991 with Weather Data, Inc. In 2002, he became lead meteorologist and associate vice president for Impact Forecasting, LLC, a wholly owned subsidiary of Aon Re, Inc., in Chicago.



The attendees returned from the morning break to find copies of **Larry Winget's** most recent best-selling book, *It's Called Work for a Reason*, at their places. Repeating throughout his high-energy, "kick-butt" presentation, "success and prosperity comes from serving others," Larry teaches universal principles that work for anyone in any business, at any time, and does it telling funny stories. An earlier book, *Shut Up, Stop Whining & Get a Life*, reached number one on the Wall Street Journal's business book list. A number of the attendees lined up after the presentation to have the author sign their copies of his newest book.



From left, **Jeanne Allen** and **Jill Towell**, EIM staff, and **Deloris McEniry**, McGriff.



From left, standing, **David Hadler**, EIM president; seated, **Bruce Worthington**, EIM director; standing, **Rob Schmid**, EIS; and seated, **Sam Garvin**, EIM staff.

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From left, **Larry Baccari**, EIM staff, and **Michael Durning**, AEGIS.



From left, **Christine Young**, Spectra Energy, and **Donald Marston**, ConEd.



From left, **Scott Leiman**, **Jill Towell**, and **Cindy Prosser**, EIM staff.



**Gail Kiyomura**, PG&E.



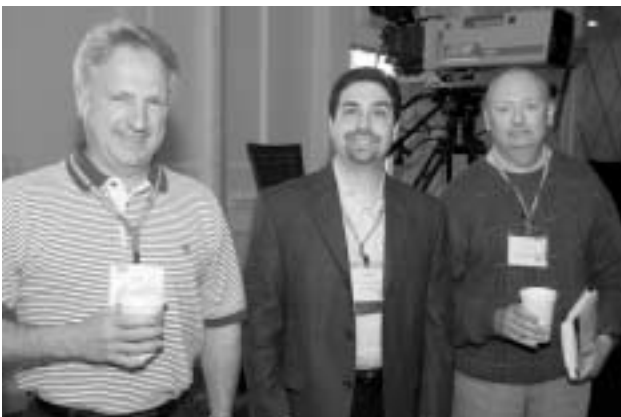
From left, **Timothy Kiernan**, KeySpan, and **Barbara Schnettler**, National Grid USA.



From left, **Tom Hayden**, UniSource, and **Wayne Soza**, El Paso Electric.



From left, **Dudley Reynolds**, Alabama Gas and EIM director; and **Bruce Worthington**, EIM director.



From left, **Gary Little**, Progress Energy; **Fred Garsson**, Baker & McKenzie; and **Ken Brockman**, Public Service Enterprise.



From left, **Gil Gould**, AEGIS; **Sandi Hart**, Northwest Natural Gas and IAC member; and **Randy Martin**, AEP and IAC member.



**David Overbeck**, Kinder Morgan

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### Members Only Session

The Tuesday session closed with an IAC-led session for Members only. The focus of this year's discussion was EIM's newly reorganized subsidiary, Energy Insurance Services, or EIS, that is now operating from Greenville, SC.



**Rob Schmid**, vice president and COO, Energy Insurance Services, talks of the EIM subsidiary's move from Bermuda to South Carolina and encourages the Risk Manager Reps to visit Greenville and explore ways in which they might use EIS in their insurance programs.



**Bill Powell** recognizes **Jim Hess**, who retired at year's end from Duke Energy and thereby left the IAC, thanking Jim for his service to EIM as an IAC member.



IAC Chairman **Bill Powell** chairs the Members Only session.



**George Schuitema**, IAC vice chairman, concludes the session with a presentation to **Bill Powell** whose term as chairman and IAC member ended with the Members Only session. George is now IAC chairman.

## ENERGY INSURANCE MUTUAL MEMBERS REPORT

EIM's *Members Report* is published up to four times per year. The Company's annual report is published in May.

Comments, questions, and suggested subjects from Members are sincerely welcomed.

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