



**Course length:** One day

**Prerequisites:** None

**CPE credits:** 8

## A one-day entry-level introduction to the business of natural gas

The natural gas industry has become an increasingly important part of the overall energy supply picture. This one-day seminar presents a fundamental overview of this critical business in a clear and understandable way. Whether new to the industry or a veteran who was never exposed to the business aspects of natural gas, Gas Industry Overview – Condensed Version can help participants to better understand this growing industry.



### WHO WILL BENEFIT FROM THIS SEMINAR?

- New hires, summer hires, and interns working in the gas industry
- Regulatory employees requiring a fundamental gas business overview
- Sales professionals and technical employees such as gas operators, engineers, field force and information technology professionals
- Professionals in the legal, accounting, finance, PR, and communications fields who are becoming active in the gas industry
- Experienced professionals moving into the gas industry
- Virtually any industry employee with limited experience in the business side of the gas industry

### WHAT PARTICIPANTS WILL LEARN

- What natural gas is and how it is found and produced
- The different types of natural gas users and their needs
- Fundamentals of supply and demand in North America
- How the natural gas delivery system is designed and operated
- How regulation works and how it affects the industry
- How gas markets are structured, how they function, and how market prices are determined
- How the industry is evolving and will continue to change in the future

### COURSE AGENDA

#### Overview of Natural Gas

- What is natural gas?
- Where is natural gas found?
- Why natural gas is important to our society
- Gas units

#### Customers

- Types of gas customers
- Customer usage patterns

- How each customer class uses gas
- Customer needs and wants
- Services available to gas customers under bundled and unbundled market structures

#### The Physical System and Delivery Chain

- North American sources of gas supply
- Major North American supply basins and flows
- Overview of production and processing
- Overview of transportation and storage
- Overview of distribution
- How the system is operated
- The gas scheduling process
- Balancing and flow orders to maintain system integrity

#### Regulation

- Why the gas industry is regulated
- Who regulates each function
- Types of regulatory proceedings
- The regulatory process and how cost-of-service rates are set
- Incentive regulation
- How gas companies make money under regulation

#### Markets

- The North American gas market structure
- Participants in the delivery chain (upstream, midstream, downstream)
- Gas flow through the value chain
- How parties transact and trade gas
- How gas prices are determined
- Risk exposures and ways to manage them

#### The Future

- Trends to watch in the next five years
- Future areas of change: regulation, technology, and markets

