

Maximize Cash Flow Today

Strategic Financial Insight for Independent Producers

You're Invited to an Essential Value Capture Workshop

The Austin Club
September 16, 2010
11:30am – 2:00pm

Cash flow and access to operating capital are top-of-mind concerns for businesses throughout the oil & gas industry, and this is especially true for **independent producers**. These companies are keenly aware of the need to either improve the price they receive for their production, utilize hedging tools to protect their cash flow or decrease their tax liability. **The good news is that there are productive, reliable tools available in the marketplace and your business can benefit from them – quickly and powerfully.**

You're invited to an invitation-only workshop that will provide real-world, immediate solutions for companies seeking to maximize their cash flow and implement ongoing return-on-investment strategies. **The Independent Producer Value Capture Workshop**, to be held at **The Austin Club on September 16**, is hosted by executives from three O&G services businesses that know a lot about driving value for energy producers. Each of these industry experts will present detailed case studies and real-world solutions that independent oil and gas producers can *put into play the same day*.

Meet Your Hosts



CIMA ENERGY, LTD., a full-service oil and gas marketing company, brings over a decade of combined oil and gas sales, marketing and trading experience to the marketplace. CIMA will explain best marketing practices for the independent



EnRisk Partners, LLC, an energy trading and risk management advisory firm, provides energy producers, marketers and end-users with solutions to mitigate exposure to volatile energy prices, improve energy marketing and procurement decisions, optimize assets and maximize financial results.



Accruit

Accruit, which provides the nation's only comprehensive, fully integrated 1031 like-kind exchange (LKE) solution, has helped hundreds of clients transform billions of dollars in tax liability into working cash flow. Accruit will describe how LKEs can help O&G businesses indefinitely defer tax liability on the sale of a wide range of real estate and tangible assets by leveraging a well-established tax code.



I was impressed not only by the range of strategies the presenters illustrated for us, but also by the actual cases they discussed. It was clear that each of these firms is offering a real-world solution that a company like ours can begin using right away. We left convinced that we need to talk to CIMA, EnRisk and Accruit in the very near future.

I'd recommend this workshop to any independent producer looking to improve their cash flow, and that probably describes most companies in our industry.

- CEO, Attendee at San Antonio Seminar



Schedule & Agenda

- 11:30am** Networking and Lunch
- 11:50am** Opening Remarks: Grant Farris, Vice President of Producer Services, CIMA ENERGY, LTD.
- 12:00pm** Accruit: Amber Morlan, Director of Exchange Operations
- Maximizing Cash Flow, Minimizing Risk and Administrative Burden with 1031 Like-Kind Exchanges (LKEs)**
- What is an LKE?
 - How Do They Work?
 - What Kinds of Assets are Eligible?
 - How Much Can an O&G Company Benefit from 1031 Exchanges?
- 12:30pm** CIMA ENERGY, LTD.: Grant Farris, Vice President of Producer Services
- Best Practices in Natural Gas Marketing**
- Value of a Marketing Professional
 - Choosing a Marketer to Meet Your Needs
 - Elements of a Gas Purchase Contract
- 1:00pm** EnRisk Partners: Michael Corley, Principal
- Hedging in the Current Environment**
- To Hedge or Not to Hedge?
 - What Types of Companies Offer Hedging? Pros vs. Cons for Each Type?
 - What Tools are the Most Advantageous Tools for Independent Producers?
 - Real-World Case: A Year in the Life of a Hedging Independent Producer
- 1:30pm** Q&A
- 2:00pm** Adjourn



Registration/RSVP

Space is limited, so reserve your spot today. Cost: \$50 per attendee (includes buffet lunch).

To register, visit <http://austinenergyworkshop.eventbrite.com> or contact Chris Beyer: 713.739.6417 / cmb@cima-energy.com.

You may charge this event to your Petroleum Club account at the door.

