



*The 2012 Edition of Infocast's SOLD OUT
Bakken Infrastructure Finance & Development Summit 2010 and 2011!*

3rd Annual Bakken Infrastructure Finance & Development Summit 2012
Main Summit Agenda
October 24-25, 2012

Wednesday, October 24, 2012 | 8:00 AM – 4:30 PM

7:00 – 8:00 *Registration & Breakfast*

8:00 – 8:05 *Welcome & Introduction by Summit Chair*

MIDSTREAM

8:05 – 8:45 **Main Summit Day 1: Keynote Address**

Presenter:

Rick Muncrief, Senior Vice President of Operations, CONTINENTAL RESOURCES, INC.

8:45 – 9:15 *Featured Presentation:*

The Outlook for Emerging Tight Oil Resources

The technologies developed in the Bakken and the Barnett plays have wide potential to be applied across the U.S., North America and the rest of the world. These emerging plays are anticipated to have considerable impact upon total domestic crude oil production and import dependency. However, there remains a great deal of uncertainty about the extent and productivity of these emerging plays which invites careful consideration of the key factors that influence the range of potential outcomes. This presentation will provide an overview of these key factors and how their outcome could shape the future.

Presenter:

Michael Schaal, Director, Office of Petroleum, Natural Gas and Biofuels Analysis, U.S. ENERGY INFORMATION ADMINISTRATION (EIA)

9:15-9:45 *Business Analysis:*

Bakken Production Economics vs. Capacity: Crude & NGLs & Gas

- What is the current and expected production of the Bakken crude, NGLs and gas and what are their economics?
- What is the overall transportation capacity by midstream infrastructure, railroads and trucks in the Bakken?
- What is the current and projected demand for Bakken feedstocks?
- How accessible are the market hubs and what infrastructure is in place to get the product there?
- How is the connectivity to the end markets affecting the price of crude, NGLs and gas?
- How is Bakken competing pricewise with production from other shale plays?

- What additional infrastructure is needed to increase current capacity and to access new markets?
- How is Bakken impacting the global oil supply?

Presenter:

Jodi Quinnell, *Senior Energy Analyst*, BENTEK ENERGY

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

10:15 – 11:30 *Panel Discussion:*

Midstream Perspectives on Pipeline Build-out in the Bakken Shale

- What is the current pipeline takeaway capacity from the Bakken and how much more is required to be built to meet expected production growth?
- What pipeline expansion projects are currently under development and what is their shipping capacity?
- Which announced transportation systems will receive industry support by the highest level of commitments from suppliers and become a reality?
- How would such a takeaway capacity increase affect transportation companies and the level of road traffic in North Dakota?
- What other midstream infrastructure needs to be expanded?
- How can the midstream companies maximize the rates of return on infrastructure costs?
- What is the level of cooperation between midstream companies and railroads, and what will happen in the long-term future?

Moderator:

Rick Burleson, *Managing Partner*, BURLESON LLP

Panelists:

Phil Anderson, *President*, TESORO LOGISTICS

Troy Andrews, *Director, Bakken Development*, AUX SABLE

Jason Feit, *Business Development Manager*, ALLIANCE PIPELINE

Tim Fisher, *Founder & CEO*, BAKKEN ENERGY SERVICE

Jay White, *Director Business Development, US Pipelines West*, TRANSCANADA

Kelly Wilkins, *Manager--Strategic Planning and Business Development*, ENBRIDGE PIPELINES

11:30 – 1:30 *Group Luncheon Sponsored By*



1:30 – 2:30 *Panel Discussion:*

Refinery Build-out in North Dakota

Construction of the first U.S. greenfield refinery in 35 years is planned for the Bakken region. This presents a huge opportunity for North Dakota located far from Midwestern refineries, as well as challenges due to insufficient infrastructure to support the traffic. The refinery build-out is driven by the growing diesel consumption in North Dakota, which grew 29.3% in September 2011 from 2010. Hundreds of diesel-fueled trucks are needed to haul materials, equipment, crude and refined products. Hauling 70,000 gallons of crude by train, would consume about 34,000 gallons of diesel. The average Bakken drilling rig uses about 1,500 gallons of diesel a day. Even though the diesel demand is small on a national scale, it is very dramatic for the Bakken region. Three Affiliated Tribes started construction this spring on its refinery west of Makoti on the Fort Berthold Reservation. This panel will discuss the regulatory, environmental review and permitting process of refinery projects currently in the pipeline. Additionally, panelists will discuss proposals for more refineries and brainstorm solutions how to operate and overcome current diesel shortage to accommodate the drilling growth in the prolific Bakken play and to provide diesel to the local community.

Moderator:

Andy Peterson, *President*, GREATER NORTH DAKOTA CHAMBER OF COMMERCE

Panelists:

Dan Romasko, *Executive Vice President, Operations*, TESORO CORPORATION

Jim Semerad, *Manager of Compliance and Permitting*, NORTH DAKOTA DEPARTMENT OF AIR QUALITY

Chester Trabucco, *Chairman & Chief Executive Officer*, DAKOTA OIL PROCESSING

2:30 – 3:00 *Presentation:*

Opportunities in Gas Gathering Systems and Gas Takeaway Capacity in the Williston Basin

- Where is the current demand for gas and what is the most economical way to get it to the market?
- What are some alternative ways to use gas and avoid flaring if the needed infrastructure is not in place?
- How long will it take to build the necessary infrastructure and how much will it cost?
- How will the current EPA emission standards affect production activities and what adjustments will producers have to implement to meet them?

Presenter:

Bill Koch, *Vice President Business Development*, BEAR TRACKER ENERGY LLC

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

3:30 – 4:30 *Panel Discussion:*

Investment Opportunities in the Bakken

This panel of investors will discuss the investment opportunities in the Bakken Shale and specific challenges of this region, as well as risks of the market.

- What is the private equity outlook on current market conditions and how is it affecting investing in the Bakken Shale?
- What projects are currently being financed in the Bakken, who is investing there and what are the average rates of return?
- What types of specific risks are connected to infrastructure projects in the Williston Basin?
- What other shale plays are investors looking into and how is Bakken competing with other shale plays?
- How are new infrastructure projects affecting current asset values in the Bakken?

Moderator:

Rick Burleson, *Managing Partner*, BURLESON LLP

Panelists:

Ken Bradley, *Executive Director, Global Commodities*, J.P. MORGAN

Ben Davis, *Partner*, ENERGY SPECTRUM PARTNERS

Jonathan Harms, *Vice President*, DEUTSCHE BANK

Michael Nepveux, *Managing Director*, WELLS FARGO ENERGY CAPITAL

David Simpson, *Vice President - Energy Markets*, MACQUARIE BANK

4:30 – 6:00 *Networking Reception Sponsored By*



Thursday, October 25, 2012 | 8:00 AM – 4:00 PM

7:00 – 8:00 *Networking Breakfast*

8:00 – 8:05 *Welcome & Introduction by Summit Chair*

8:05 – 8:45 **Main Summit Day 2: Keynote Address**

Presenter:

Ryan Bernstein, *Deputy Chief of Staff and Legal Counsel*, US SENATOR JOHN HOEVEN OF NORTH DAKOTA

CRUDE BY RAIL & TRUCK

8:45 – 9:30 *Business Analysis:*

Pipelines vs. Pipelines on Wheels to Support the Bakken Development

As Bakken Shale production continues to grow, getting the product to market is key. Moving crude by rail is a relatively new concept for oil companies with the traditional pipeline mind-set. However, rail is booming and becoming a critical mode of transportation for the oil industry as existing pipeline networks have been overwhelmed by the surge in Bakken input. Leading companies are expediting plans to build or expand terminals that can load or trans load unit trains. On top of that, there's a need for trains moving frac sand, pipe and drilling supplies into the Williston Basin. Rail is working closely with oil & gas companies to exploit this exciting new opportunity in the petroleum arena. This business analysis will compare the pros and cons of pipelines and rail.

- Learn about the current Williston Basin oil transportation breakdown and when rail is the best solution
- Discover how rail can be complementary to pipeline and what the Benefits are of utilizing pipelines as well as railroad solutions in the Bakken
- Learn how to overcome operational risks
- Evaluate the best economic value by using both modes of transportation

Presenter:

Larry Daily, *President*, ALTER LOGISTICS

9:30 – 10:00 *Morning Networking Break*

10:00 – 11:00 *Panel Discussion:*

Evaluation of Rail Opportunities in North Dakota

- What existing rail locations are available to service Bakken crude and what is planned in the future?
- What expansion projects are currently under construction in North Dakota, what is their expected completion date and what additional capacity will they provide?
- What are typical crude unit trains logistics and efficiencies such as volume of cars, unit-train capacity, cycle times to destinations and costs connected to them?
- What additional infrastructure build-out and improvements are needed to increase the efficiency and the economics of crude by rail?
- How to evaluate the overall market opportunity for rail transportation in the Bakken: how long is it expected to last?

Moderator:

Paul Hentschke, *Client & Project Manager*, TRANSYSTEMS

Panelists:

Trevin Hogg, *Business Manager – LPG/Petroleum Marketing*, UNION PACIFIC

Alan Shaw, *Group Vice President – Chemicals Industrial Products*, NORFOLK SOUTHERN CORPORATION

Denis Smith, *Vice President of Marketing- Industrial Products*, BNSF
John Wadsworth, *Director of Engineering and Construction*, BAKKEN OIL EXPRESS

11:00 – 11:30 *Business Analysis:*

Update on North American Railcar Fleet Supply Affecting the Energy Industry

- How are developments in the Williston Basin and other emerging shale plays across North America changing the supply and demand for tank cars?
- How is the shale boom revolution affecting the pricing and availability of tank cars?
- What are tank car supply variables?
- What are the currently reported backlogs affecting the energy sector?
- What factors are needed to provide supply/demand balance in the future?
- What is the prognosis for the North American rail market?
- How will all of this affect the Bakken region and how can transportation providers ensure reasonable access to tank cars during challenging times

Presenter:

Kevin Cook, *Global Director of the Rail Transportation Group*, MIDLAND MANUFACTURING

11:30 – 12:15 *Panel Discussion:*

Overcoming Challenges Affecting Hauling Services in North Dakota

The Bakken road infrastructure is overwhelmed. Local officials report that truck traffic associated with the oil and gas industry now makes up at least 30% of local traffic and it's taking a toll on the state and local roads. Hundreds of trucks are used for hauling sand and water used for hydraulic fracturing; hauling crude to the nearest pipelines or rail terminals, and refined products to the drilling site. Williston officials are working hard to get a new truck route in place. This is just one from the bundle of issues trucking providers have to deal with daily. Additionally, growth of the diesel demand is dramatically affecting this region and trucks have to sometimes wait many hours to get fuel at the loading stations. This panel discussion will discuss various challenges of trucking companies that need to be overcome to provide hauling services in North Dakota, such as: overcoming transportation infrastructure bottlenecks, trucking restraints in harsh weather conditions, management of daily logistics, recruitment of qualified drivers, driving safety, and others.

Panelists:

Dave Loyens, *General Manager*, PATRIOTIC TRUCKING

Erik Peterson, *Founder*, BAKKEN FLEET SERVICES

Jayson Toerck, *VP Sales*, GOLD SPUR TRUCKING

12:15 – 1:45 *Group Luncheon*

1:45 – 3:00 *Panel Discussion:*

Securing Sufficient Workforce in the Bakken

The current unemployment rate in North Dakota is 3.0%, the lowest in the country, and the whole region is exploding with potential. The Bakken Formation created more than 12,000 jobs from 2010 to 2011 and another 10,000 jobs are expected to be added in 2012. Oil companies are paying top dollar to attract new workers and other local businesses are trying to compete by boosting their pay. The Bakken is causing people to rush to North Dakota because of high earnings potential and overall worker shortages in this region. There are jobs that need to be filled with people who have certain skill sets and knowledge, who are willing to get trained and work hard under challenging conditions that this region presents. The oil industry and the industries supporting the Bakken shale boom are welcoming hard workers with open arms. This panel discussion comprised of HR and local government representatives will outline the scope of job opportunities available in this region and

will discuss challenges that need to be overcome to secure sufficient workforce to support the rapid growth in North Dakota.

Moderator:

Maren Daley, *Executive Director*, JOB SERVICE OF NORTH DAKOTA

Panelists:

Dwight Enget, *V.P. Corporate Business Development*, BAKKEN STAFFING

Shirley Johnson, *Field Recruiter*, ENSIGN ENERGY SERVICES, INC.

Traci McCready, *Partner*, AXIOM CONSULTING PARTNERS

Jeanna St. Claire, *Principal*, BRADSBY GROUP

3:00 – 3:15 *Afternoon Networking Break*

3:15 – 4:00 *Featured Case Study:*

Untapped Potential in South Dakota

Could South Dakota host the next big play? With its proximity to the Bakken, milder climate, and quality of life issues, forward-looking companies are exploring land in South Dakota. The Black Hills is quickly evolving into the “bedroom community” and recreation playground of choice for those working in the Bakken.

Presenter:

Branden Bestgen, *Executive Director*, SOUTH DAKOTA OIL & GAS ASSOCIATION

4:00 *Summit Adjourns*