**Post-Election Political Climate**

In this presentation, recorded live at the November SGA Executive Conference, Karen Alderman Harbert, President and CEO, U.S. Chamber of Commerce describes what the natural gas industry can expect from the post-election political climate. Harbert breaks down the November election results; she discusses the fiscal cliff and gives an in-depth outlook of the new energy reality.

Topics to be discussed include:

- What does the election mean for the energy industry?
- Fiscal Cliff?
- New energy reality
- Need for realism in the US strategy – NO Silver Bullet!

**Post-Election Economic Outlook**

In this presentation, recorded live at the November SGA Executive Conference, Nariman Behravesh, Senior Economist, HIS Global Inc. discusses the post election economic outlook. He advises that the most likely outcome remains continued, moderate growth in 2013, followed by faster growth in 2014 and 2015. Behravesh states the biggest risks remain in Europe and that the American people have voted for compromise and moderation.

Topics to be discussed include:

- Are we in another “soft patch” or is this something worse?
- Will we really fall off the “fiscal cliff?”
- How vulnerable are we to the European mess?

**Leading a Customer-Focused Environment**

This is a cost-effective way of introducing specific Customer Service leadership skills to new leaders and to revive more tenured leaders of the skills necessary to lead the company toward exceptional service.

- Four 90 minute webinars
- Six Professional Development Hours (PDH)

The series will only be available for purchase for a limited time. (Now through January, 2013).

Click here to learn more.
The United States is blessed with one of the largest supplies of energy resources in the world. Since its inception, the Institute for 21st Century Energy has been focused on moving the federal government to embrace policies that harness all of our domestic energy sources, from coal and natural gas to renewables and nuclear and everything in between, to fuel economic growth and secure our energy future.

In 2012 as part of this effort, we launched Shale Works for US to give a voice to the U.S. businesses and industries that believe in promoting production of natural gas and oil from shale formations to boost our economy, create jobs and secure America’s energy future. We do not represent any one business or industry. Rather, we believe shale changes the economics of America, and thus we represent businesses large and small that stand to gain from tangible economic growth, not to mention energy security, promised by shale development. Click Here to read more.

Available in the Video Library

What Do World Class Innovators Do That Others Don't Do?
One of the world’s leading global futurists, trends and innovation experts with a massive blue chip client base, Jim Carroll is a frequent keynote speaker at major events and conferences, dinners, awards presentations and PR launch events worldwide.

Looking to the Future: Understanding the Economics of Natural Gas
Timely topics from the SGA Fall Leadership Conference, Dr. Stanaland has the ability to make a complex subject such as economics understandable and entertaining.

Another great video to watch, Natural Gas Plays in the Future of Energy with Barry Smitherman.

SGA Network 2012 Program Evaluation Survey

We would like to know how the network supported your learning and development needs in 2012.

What programs did you like and where can SGA Network improve?

Click Here to take a short 60 seconds survey.

Upcoming Live Events

Southern Gas Association
February 04-06, 2013 Houston, TX
Technical Conference on Env. Permitting & Construction

February 20-22, 2013 Jacksonville/ Ponte Vedra, FL
Supply Chain Management Conference

March 11-13, 2013 Charlotte, NC
Spring Gas Conference & Expo

Gas Machinery Research Council

Mark your calendars!
October 6-9, 2013 Albuquerque, NM
GMRC

Fun Facts from Gary

According to the National Christmas Tree Association Americans buy 37.1 million real Christmas trees each year; 25% of them are from 5,000 choose-and-cut farms.
Dear Loyal SGA Network Subscription members and SGA members,
As we close our 20th year as a network supporting SGA and the natural gas industry we are pleased to highlight many of our accomplishments in this first annual report.

The SGA Network responded to member company’s requests of 2012 by making it our goal to:
1. improve communication (monthly newsletters, emails & blog posts)
2. define governance structure (formed Learning & Development Committee)
3. integrate and map program content to job skills (mapping)

The purpose of the SGA Network is to support the development of employees of the natural gas industry and to communicate timely industry information across SGA’s member companies.

The SGA Network fills the gaps in training and education for natural gas employees by creating customized and unique learning opportunities tailored for our industry.

All member driven Network Subscription Series programs are developed and produced by the Network Programming Committee made up of a cross functional team of professionals from Network member companies. The SGA Network is also aligned with other SGA committees and Interest Groups to keep current on industry needs. The NEW SGA Network governance ensures continuous involvement and alignment with SGA.

In my new role as Managing Director of the SGA Network, I look for your feedback and suggestions on how we can continue to make our programs a successful resource for all members.

Thank you for your continued support.

Yours in learning,
Natalie Corey, Managing Director, SGA Network

Website Analytics:

Who is using the website? We continue to increase unique visitors to the site. 29% more people visited the site in 2012 than in 2011

How are they viewing? Members are seeing the value in our device neutral website. 3% of our annual visits originated from a mobile device (mostly iPhone or iPad)

What is the value of referral traffic? Organizations that put links to the SGA Network content or website on one of their sites (i.e. LMS, Corporate Portal or website) can drive usage.

Piedmont, Scana, ONEOK, SUG & Energen averaged 200 unique visits to SGA Network/company/year

What content are they consuming? Our top 3 video programs focus on natural gas industry specific content.

The other top viewed programs include:
√ What Do World Class Innovators Do that Others Don’t Do?, Jim Carroll
√ Getting to Results, Jones Loeflin
√ Business Etiquette, Jeff Havens

2013 Goals:

The SGA Network looks to continuously improve our members’ experiences in 2013.

Our targeted goals for this year include:

1. Continue to provide relevant content to the Natural Gas Industry
2. Develop personalized learning experiences.
   √ Customizable job skill mapping templates
   √ Web workshops
   √ Networking portals
   √ Create short rapid learning clips from existing & new program material
3. Increase usage by 30%
   √ Communication
   √ Integration with SGA committees
4. Expand Production Services Business
   √ Monetize conference recordings by selling archived recorded packages
   √ Conferences to be recorded in 2013 will include – Supply Chain Management, SGA Management, SGA Operating Conference & Exhibits, & SGA Executive Conference
5. Align membership rate card and membership packages
6. Validate the Business Plan then communicate to all brand’s membership
   √ Governance
   √ Including integration with all committees
   √ Collaborate and co-brand with other SGA brands
7. Update & maintain the website
8. Understand and implement trends in training & delivery methods
9. Innovation

Click to view 2013 Program Calendar
Natural Gas Ambassadors Video Competition

In the September issue of the Network News we challenged you to act on Tracy Bridge’s suggestion from the Natural Gas Ambassador video for an “elevator talk” for natural gas—something all of us could use if we had the attention of a friend or neighbor for less than on minute, to talk about the features and benefits of natural gas. Information that would help us all be good ambassadors for our industry!

Some of you were up to the challenge and submitted a video created to do just that.

They have been loaded on the website, reviewed and judged to see who the winners would be.

The following are the winners and can be viewed by all to see in the Network Video Library.

- **Most Original—PSNC**
- **Most Creative—CenterPoint**
- **Most Informative—Oklahoma Natural Gas**

We thank all of you who submitted videos and hope that our members will enjoy watching them as much as we did.

Best Boss Tips

Michael Allen has a diverse and practical background in Leadership, Management, Team-building, Training and Curriculum Development. Since joining The RAD Group, Michael has become a sought after commodity for speaking and teaching these topics around the world.

In this series of six short video interviews, Michael shares tips from over thirty years of research to determine the characteristics of those people deemed to be “best bosses”.

[Click Here](#) to view them now.

From the Editor:

As we gear up for the holidays and wrap up 2012, I am excited about the direction SGA Network is heading in 2013. In the last six months I have gotten to know some of you and anticipate I will get to meet many more of you in the future. I hope you continue to utilize the Network News each month and use it to aid you in training and education. Be sure to print it and put it in the break room or forward it to others. Remember I am always open to new ideas so your feedback is important.

Farlene Powell,
Newsletter Editor

---

**SGA Network**
3030 LBJ Freeway, Suite 1300
Dallas, TX 75234

**Natalie Corey**, Managing Director
ncorey@southerngas.org

**Farlene Powell**, Network Services Coordinator
farlene@southerngas.org
Phone: 972-620-4025 Fax: 972-620-1613

**Doug Hinkle**, Director of Learning and Development
dhinkle@southerngas.org

**Mike Grubb**, President and CEO
mgrubb@southerngas.org

---

**Watch for your copy of the 2012 Annual Report in your inbox SOON.**