

THE COAL INSTITUTE

To: The Coal Institute Membership
From: Donnie Peake Jr., President

INVOICE FOR 2017-2018 MEMBERSHIP DUES/DIRECTORY UPDATE

As we all know, our industry the last few years has and continues to face many challenges. The industry has been faced with mergers, bankruptcies, retirements of coal units, conversions to natural gas and renewable energy. The Coal Institute has also experienced challenges and changes as our industry has evolved. Just as other coal industry organizations have witnessed reductions in membership and meeting attendance, The Coal Institute has also been affected by these same challenges. The future success of The Coal Institute depends upon our member participation and involvement. We need to do our best to protect our industry as we've known it, while simultaneously looking for every single way we can adapt and change our industry to succeed in the future. To do this, we need your help, your ideas but most of all **we need your involvement more than ever**. When things are going well in the industry, the need for involvement in industry functions is not as important because everyone has a sufficient amount of business to stay alive. However, when things are tough, involvement is absolutely critical. Only those who are involved will best position themselves to pick-up the business that is available. Only those who are involved will be able to properly influence the industry to evolve in a direction that's best for their company and for the industry overall. Only those who are involved will be able to proactively take charge of future results. In short, The Coal Institute needs your help.

The Coal Institute is one of the best ways you can stay involved. Having been a member for almost 15 years I can say this organization is something special. The Coal Institute hosts premier industry functions with speakers and amenities that are best in class while maintaining very low meeting registration fees and annual dues. The Coal Institute continues to publish its annual directory of membership which has become one of the most comprehensive contact lists available in the industry. The Coal Institute now offers sponsorship opportunities that are creative and a tremendous value. The Coal Institute does all of this while being run by its members on a volunteer basis. The Coal Institute is a non-profit organization with a staggeringly low expense ratio. Given this, The Coal Institute has been contributing funds to support education efforts for coal and coal-related programs for over 20 years. In that time, The Coal Institute has given **over \$1 million** to support scholarships to four year colleges, two year technical schools as well as significant support of CEDAR. This feat could not be done without "you", our membership.

We are grateful for our significant number of long-term members and we hope you will choose to continue as members this year and for years to come. In addition, please encourage your business associates who are not members to join us and take advantage of the many benefits our organization has to offer.

Enclosed is a form that you will need to update your company's listing in The Coal Institute's Directory of Membership. For your convenience, these forms **are also on-line** at <http://thecoalinstitute.org/membership-information> where you can update the listing and/or pay dues by credit card or ACH. These forms should be submitted promptly, with your dues payment, to ensure the timely printing of the Directory of Membership and distribution at the Fall Meeting. Please review your current listing on our website carefully, where you can review the listing. Also, provide any changes to the listing by pasting the template on pages 3 and 4 into a **Word Document**, or by filling out **the form online** and reply "NO CHANGE" so that we can be certain that your company has been included. If the names, addresses, phone numbers, and e-mail addresses of active participants are not listed, please add them. This information will also be updated on our website. Honorary members are also an important part of our organization. If you have recent retirees, or know of one who is not in the current directory, please add them to your listing. Again, this year our Directory of Membership will identify categories for our company members. Please identify your industry classification and return the form with your directory updates. If the name of your company has changed, you will need to submit a request for name change on the form, signed by an authorized officer of the company. For your convenience, a signature block is included on the Directory Format Page.

In order to ensure that your company is listed in the 2017-2018 directory that will be distributed at the Fall Meeting at Mid-Pines (October 25-26), your update and membership dues must be received by Donnie Peake Jr. no later than September 25, 2017. Any member not in good standing on September 25th will not be added to the Directory of Membership. We appreciate your participation as a member of the Coal Institute and look forward to seeing you at Mid Pines for the Fall Education & Engineering Seminar.

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DUES INVOICE

**MEMBERSHIP DUES
FISCAL YEAR 2017-2018**

\$300.00 Listing of one (1) Person

\$400.00 Listing of two - four (2-4) People

TERMS: DUE SEPTEMBER 25, 2017

\$600.00 Listing of five or more (+5) People

NOTE: Please pay the appropriate dues amount based on the number of individuals that your company wants to be listed in the Directory of Membership.

Any member not in good standing on September 25th will not be added to the Directory of Membership.

Please make checks payable to:

**NCCI - THE COAL INSTITUTE
526 South Church Street
EC02F
Charlotte, NC 28202**

TELEPHONE: 803-360-7868

E-Mail: Donnie.Peake@Duke-Energy.com

Industry Classification

The Coal Institute is adding a section to the Directory of Membership for the 2015 - 2016 year. This section will identify the industry classification and specialty of each member company. Please review the below classifications and check all that apply to your company. You may check more than one classification if appropriate.

COMPANY NAME _____

Coal Consumer

- Generator
- Industrial
- Steel
- Other - (Specify) _____

Coal Producer

- Steam
- Met
- Other - (Specify) _____

Coal Sales

- Sales Agent
- Broker
- Exporter
- Trader
- Other - (Specify) _____

Rail and Truck

- Railroad
- Rail Car Leasing
- Rail Products and Services
- Trucking
- Other - (Specify) _____

Water Transportation

- Barging
- Steamship
- Terminals
- Ships Agent
- Other - (Specify) _____

Support

- Analysis
- Consulting
- Engineering
- Finance
- Insurance
- Land Management
- Other - (Specify) _____

Reagents and Byproducts

- Ash Management
- Chemicals
- Limestone
- Gypsum
- Aggregates
- Other - (Specify) _____

Education

- Education
- Media
- Regulatory
- Other - (Specify) _____