

THE COAL INSTITUTE

To: The Coal Institute Membership
From: Joe Frye, Jr, President

INVOICE FOR 2016-2017 MEMBERSHIP DUES/DIRECTORY UPDATE

As we all know, the past few years have been a very difficult period for the coal industry. It has been a time of unprecedented challenges and changes. We've seen mergers, bankruptcies, retirement of coal units and conversions to natural gas. The Coal Institute has also experienced challenges and changes. Like many of the coal industry organizations, we have witnessed a reduction in our membership as well as attendance at our meetings. Our success and viability as an organization are dependent upon **your** involvement and participation. In short, The Coal Institute needs your help. It needs your ideas. It needs your involvement now more than ever before. 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 as tough as they are now, 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 is best for their company and for the industry overall.

As a member for over 23 years, I can say one thing with great certainty.....this organization is 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 and for many years had 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 the past 23 years. In that time, The Coal Institute has given over \$1 million to support scholarships to four year colleges, two year technical schools, and significant support of CEDAR. All of this is accomplished through the efforts and support of our membership and it is the members that make The Coal Institute so very special.

We are grateful for our significant number of long-term members and we hope you will choose to continue to remain 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://www.thecoalinstitute.org/> where you can update the listing and/or pay dues by credit card. 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 print the listing <http://www.thecoalinstitute.org/member-company-roster> and make any necessary changes or mark "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 2016-2017 directory that will be distributed at the Fall Meeting at Mid-Pines (October 26-28), your update and membership dues must be received by

Karen Smith no later than September 25, 2016. 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 2016-2017**

\$300.00 Listing of one (1) Person

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

TERMS: DUE SEPTEMBER 25, 2016

\$600.00 Listing of four or more (+4) 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
P.O. BOX 3672
PIKEVILLE, KY 41502**

**TELEPHONE: 606-791-0557
E-Mail: klsmith@mikrotec.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 speciality 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) _____