



John Echols

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Subject: 2001 Plan

We completed our 2001 Plan meetings with Enron Corp today. The final numbers, as agreed to by Corp, are attached.

There are significant challenges in the 2001 Plan; in particular,

- we remain committed to getting accounting treatment which reflects the commercial value created in 2001.
- our funds flow targets will require significant Finance involvement in all areas of origination and network development.
- quarterly results for EBS will be important. We will let the BUCs or Carolyn Barrett fine-tune your 2001 target to get a better feel for the group. quarterly financial requirements from your

If you have any questions or non-criticizing comments, call me in Houston at 713-853-3241.



EBS 2001 Plan-revised 11-08.>