

October 3 - 7  
2022

APPA ACADEMY

# Fall Education Institute

San Antonio, Texas

Save **\$50** per class  
when you register by  
September 12!

## In-person in San Antonio!

### Courses

Accounting

Cost of Service & Rate Design

Overhead Distribution and Line Design

2023 NESC Overview **NEW!**

### Certificate Programs

Public Power Manager

Advanced Key Accounts **NEW!**

Save **\$50** per class  
when you register  
by **September 12!**

# Learn Together, Grow Together

The APPA Academy's Fall Education Institute features in-depth training courses for all skill levels. Institutes allow attendees to focus on a single topic or spend the week in multiple classes for more comprehensive training.

Complementary virtual trainings are also included in this brochure:

- Overhead Distribution Systems Principles & Practices: Aug. 23 – 31
- Financial Planning, Management, and Cost of Service Studies: Sept. 29
- Strategic Challenges and Trends for Public Power: Sept. 27

	Monday 10/3	Tuesday 10/4	Wednesday 10/5	Thursday 10/6	Friday 10/7
<b>Accounting</b>	Public Utility Accounting		Work Order & Asset Management Accounting	Advanced Public Utility Accounting	
<b>Cost of Service &amp; Rate Design</b>	Basic Cost of Service & Key Financial Targets	Strategic Rate Design: Trends and Distributed Generation Impacts	Cost of Service Workshop: Implementation and Applications		
<b>Technical Training</b>	Best Practices in Overhead Line Design			The New 2023 NESC (1.5 days)	
<b>Public Power Manager Certificate Program</b>	Courses 1 and 2 of the program will be offered virtually	Strategic Leadership for Public Power (3.5 days)			
<b>Advanced Key Accounts Certificate Program</b>			Advanced Key Accounts Certificate Program (2.5 days)		

For detailed course and instructor information, visit [www.PublicPower.org](http://www.PublicPower.org) under **Institutes & Certificates**.

# Accounting

Earn CPE credits

## Public Utility Accounting

**Monday, Oct. 3 – Tuesday, Oct. 4**

This foundational course is designed around the Federal Energy Regulatory Commission Uniform System of Accounts, covering every relevant FERC account. Learn about the role of accounting in public utilities, FERC accounting procedures, the uniform systems of accounts, and utility accounting subsystems. Review the proper usage of each account, preparing FERC-based income statements and balance sheets, the supporting charts of accounts, and proper coding for all FERC account activities. **Earn 15 CPEs.**

## Work Order and Asset Management Accounting

**Wednesday, Oct. 5**

Learn how to coordinate operations and finance processes to accurately account for projects. Work through the necessary steps to report utility construction costs and differentiate between capital construction and maintenance costs. Learn about practical industry processes, through real-world utility examples of the day-to-day realities of accounting for utility construction costs. **Earn 7.8 CPEs.**

## Advanced Public Utility Accounting

**Thursday, Oct. 6 – Friday, Oct. 7**

This practical course examines the more complicated aspects of accounting theory and practice to inform planning and decision-making and help execute your day-to-day work more efficiently and effectively. Discuss how accounting principles and practices impact financial reporting to internal and external stakeholders. Learn about industry trends, new accounting standards, and strategies for ensuring future financial success. **Earn 13.8 CPEs.**

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### Pricing\*

Courses can be taken individually or together for a discounted rate.

### Members

Accounting Bundle* (save \$300!)	\$2,475
Public Utility Accounting	\$1,050
Work Order & Asset Management	\$675
Advanced Public Utility Accounting	\$1,050

\*Non-member rates are double the member price. All prices increase by \$50 after Sept. 12.

# Cost of Service & Rate Design

Interactive courses with real-world examples and exercises

## Basic Cost of Service & Key Financial Concepts

**Monday, Oct. 3**

Learn all about cost of service, from basic concepts to leveraging data for decision making. Find out how to determine revenue requirements and key financial targets and relate them to cost of service. Learn how to develop a long-term rate plan and use financial targets to determine customer rates, borrowing needs, and capital improvements.

## Strategic Rate Design: Trends and Distributed Generation Impacts

**Tuesday, Oct. 4**

The electric industry is changing, and policies related to customer rate structures are no longer consistent with how a utility's costs are incurred. Learn how to send proper price signals and how social and environmental objectives may factor into rate designs. Review rate trends and implementation strategies and hear how others are integrating distributed energy resources and restructuring rates for electric vehicles, solar valuation and fixed and variable cost recovery.

## Cost of Service Workshop: Implementation and Applications

**Wednesday, Oct. 5 – Thursday, Oct. 6**

Explore the ins and outs of cost of service—from key concepts to the nuts and bolts of working through a cost of service model. Get hands-on experience working with an actual Excel model to apply cost of service and rate design principles and processes. Complete the step-by-step process of putting a cost of service study together and review how to develop a fully functional and unbundled cost of service study.

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### Pricing

Courses can be taken individually or together for a discounted rate.

### Members

COS/Rates Bundle* (save \$300!)	\$2,100
Basic Cost of Service	\$675
Strategic Rate Design	\$675
Cost of Service Workshop	\$1,050

\*Non-member rates are double the member price. All prices increase by \$50 after Sept. 12.

# Technical Training

Earn PDH credits

## VIRTUAL!

### Overhead Distribution Principles and Applications

**Aug. 23, 24, 25, 30 & 31**  
**Each Noon - 4 p.m. Eastern**

Learn about the characteristics and functions of overhead distribution components and the legal/regulatory/business requirements that drive today's overhead distribution practices. Explore specific requirements and practices associated with overhead line conductors and cables, structural components, grounding, and lightning protection.

### Best Practices in Overhead Line Design

**Monday, Oct. 3 – Wednesday, Oct. 5**

Learn how to enhance your line design processes and prepare designs that are safe, reliable, and in compliance with National Electrical Safety Code (NESC) requirements. Review industry best practices, engage with your peers, and complete over 25 practical hands-on design exercises using line design software.

#### Pricing\*

Courses can be taken individually or together for a discounted rate.

#### Members

Overhead Distribution Bundle* (save \$200!)	\$2,700
OHD Principles & Applications	\$1,250
Best Practices in OHD Line Design	\$1,650

\*Non-member rates are double the member price. All prices increase by \$50 after Sept. 12.

## NEW!

### 2023 National Electrical Safety Code (NESC) Overview: Significant Changes for Public Power Utilities

**Thursday, Oct. 6 – Friday, Oct. 7**

The 2023 edition of the National Electrical Safety Code (NESC) will be published in August 2022. The NESC is the national standard for safety in the design, construction, operation, and maintenance of electric and communication systems. Learn about its fundamental applications to electric utility systems and get an in-depth look into the important changes that are effective with the 2023 edition. Led by industry leader, Brent McKinney—with over 35 years of industry experience—who helped write the standard and the NESC Handbook.

#### Pricing\*

#### Members

2023 NESC	\$875
NESC hard copy book**	\$250

\*Non-member rates are double the member price. All prices increase by \$50 after Sept. 12.

\*\*Participants are required to bring a copy of the 2023 National Electric Safety Code® (ANSI C2-2023). Copies can also be purchased from IEEE.

# Certificate Programs

Develop specialized skills

## HYBRID!

### Public Power Manager Certificate Program

**Tuesday, Oct. 4 – Friday, Oct. 7**

Featuring a hybrid model—with virtual and in-person training components! This unique (and highly interactive) program is designed specifically for public power managers and supervisors interested in improving their management, communications, leadership knowledge and skills. Learn how to provide organizational direction, while navigating a changing and complex industry environment.

Earn your Public Power Manager Certificate by completing the three required courses and then (within a year) submit a project that applies principles from the six key leadership dimensions learned in class.

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## Pricing\*

### Members

Public Power Manager Certificate Program	\$2,800**
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\*Includes everything you need to participate in and graduate from the certificate program (registration/enrollment fees; materials; and graduation plaque).

\*\*Non-member rates are double the member price. Price increases by \$150 after Sept. 12.

## Curriculum

Courses can be taken individually or together as part of the certificate program.

## VIRTUAL

### Strategic Challenges and Trends for Public Power

**Sept. 27: Noon – 4 p.m. Eastern**

Learn about the strategic issues and industry trends that are impacting public power utilities and challenging the traditional business model.

## VIRTUAL

### Financial Planning, Budgeting, and Cost of Service Studies: What Managers Need to Know

**Sept. 29: Noon – 3:30 p.m. Eastern**

Gain insight and understanding on financial management, budgeting, cost of service studies, and various forms of electric rates

## IN-PERSON

### Strategic Leadership for Public Power

**Oct. 4 – 7 (3.5 days)**

This highly interactive program provides an in-depth perspective on public power leadership by focusing on six key areas: awareness, character, community, empowerment, service, and sustainability. Complete the DiSC Work of Leaders© profile and discover other tools and techniques to enhance your leadership knowledge and skills

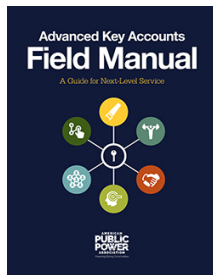
NEW!

## Advanced Key Accounts Certificate Program

**Wednesday, Oct. 5 – Friday, Oct. 7 (2.5 days)**

Learn how to apply advanced key accounts strategies and tools to your work and take your program to the next level. Discuss best practices to enhance your key account services, provide focused support, refresh your key accounts program plan, and learn new team-building techniques.

Take a deep dive into the six sections of the Advanced Key Accounts Field Manual and develop a prioritized action plan to ensure your program is healthy and thriving. Earn your Advanced Key Accounts Certificate by completing the course, taking an online exam, and then (within a six months) submitting a key accounts business/program plan.



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### Pricing

#### Members

Advanced Key Accounts Certificate Program	\$2,000**
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\*Includes everything you need to participate in and graduate from the certificate program (registration/enrollment fees; materials; and graduation plaque).

\*\*Non-member rates are double the member price. Price increases by \$50 after Sept. 12.

## Registration & Hotel Information



## Hotel Information

All courses will be held at the:  
Hyatt Regency San Antonio Riverwalk  
123 Losoya Street  
San Antonio, TX 78205

### APPA Room Rate/Cut-off Date

\$235 per night (plus 14% tax) before Sept. 12

### Registration Discounts

- Save \$50 (per class) by registering before Sept. 12
- Group pricing is available for 5+ people
- Bundled course discounts are also available

### Meals

A continental breakfast, beverage breaks, and an afternoon snack are included in the registration fee. All other meals are on your own.

## More Information

Visit [www.PublicPower.org/APPAAcademy](http://www.PublicPower.org/APPAAcademy) under [In-person Courses](#).

## Questions?

Email [EducationInfo@PublicPower.org](mailto:EducationInfo@PublicPower.org) or call 202-467-2997.



APPA ACADEMY

# In-House Training 2022

We can bring these courses to your location—either virtually or in-person—a convenient and cost-effective option for groups. Contact APPA's Education Department for details ([EducationInfo@PublicPower.org](mailto:EducationInfo@PublicPower.org)).



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