

2019: Financial Planning Webinar Series

(3 webinars)

Series Description

Utilities are under pressure to minimize rate impacts on customers while maintaining financial health. Learn how to determine key financial targets and use financial indicators to guide your strategic decision making. Receive practical insights and real-life examples for using keys targets to improve or maintain your utility's long-term financial health.

The series includes three webinars:

1. **Monitoring Financial Health with a Check-Up**
2. **Defining Revenue Requirements**
3. **Protecting Your Cash Position**

Recommended for

While the content is geared towards public utility finance and accounting personnel, executive managers, rate analysts, and policymakers will also benefit from the information.

These webinars are conducted at a practical level, using real-world examples and case studies from public power utilities across the nation (making them appropriate for non-finance personnel as well).

Speaker

Dawn Lund is the vice president of Utility Financial Solutions and has 20 years of experience in financial analysis for utility systems. She provides financial assessment, cost of service studies and financial plans for utilities throughout the country, Canada, Guam, and the Caribbean and teaches a variety of financial planning courses for the American Public Power Association.

Contact Us

Have questions? Contact 202/467-2997 or EducationInfo@PublicPower.org

Webinar #1: Monitoring Your Utility's Financial Health with a Check-Up

Recording length: 1 hour, 35 minutes

Webinar Description

A utility's overall financial health can help ensure its current and future ability to provide reliable service to customers. Review guidelines to assess your utility's current financial health compared to key financial targets and learn how to put a plan in place to reach recommended targets.

Discuss key financial targets and how they work together including: days of cash on hand, recommended minimum cash requirements, rate of return, debt coverage ratio, age of system, proper capital re-investment, debt policies, transfer to the city, and rate structures that support revenue stability (especially during periods of declining sales due to weather, general economy, or distributed energy resources).

Webinar #2: Defining Revenue Requirements

Recording length: 1 hour, 13 minutes

Webinar Description

Utilities are under pressure to minimize rate impacts on customers while keeping the system reliable and planning for infrastructure replacement. What role do financial decisionmakers play in this scenario?

Learn how to define revenue requirements and what other keys targets help ensure a utility's long-term financial stability. Understand your utility's current financial position and identify areas for improvement while minimizing the impact of potential rate changes on customers. Review case studies on how to successfully implement a plan to continue to meet, or work toward, defined revenue requirements. Walk through step-by-step guidelines that can help make those difficult financial decisions a little easier.

Webinar #3: Establishing and Protecting Your Cash Position

Recording length: 1 hour, 32 minutes

Webinar Description

A current concern for utilities across the country is: how much cash reserves should our public utility hold? Too high of a balance seems to place pressure on the utility to be the “cash cow” for other enterprises—or at least draws attention to the balance. Too low of a balance does not allow for infrastructure reinvestment.

Learn the importance of a formal cash reserve policy and how it can relate to the overall health of the electric fund. Review key financial risk areas and how they can translate into establishing a minimum amount of reserves the electric utility should hold (unique to their circumstances). Discuss how a formal cash reserve policy can guide the amount and timing of debt issuances. Review a sample cash reserve policy and examine the methodology.