

# Draft Agenda

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## Basic Cost of Service & Key Financial Targets

Noon – 3:30 pm ET

*All times below are Eastern*

### Wed, Sept 17

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|-----------------|--|
| <b>Noon</b>     | <b>Introductions, Agenda Items, Learning Outcomes</b> <ul style="list-style-type: none"><li>• Course Overview and Expectations</li></ul>   |
| <b>12:15 pm</b> | <b>Section 1</b> <ul style="list-style-type: none"><li>• Definition of Cost of Service and Objectives</li><li>• Information Gathering for a COS</li></ul>  |
| <b>1 pm</b>     | <b>Break</b>   |
| <b>1:10 pm</b>  | <b>Section 1 (continued)</b> <ul style="list-style-type: none"><li>• Defining Revenue Requirements</li></ul><br><b>Section 2</b> <ul style="list-style-type: none"><li>• Key Financial Targets</li></ul> |
| <b>2 pm</b>     | <b>Break</b>   |
| <b>2:10 pm</b>  | <b>Section 2 (continued)</b> <ul style="list-style-type: none"><li>• Detailed Calculations</li><li>• Setting Minimums and Industry Standards</li></ul>   |
| <b>3:15 pm</b>  | <b>Wrap Up and Q&amp;A</b>   |
| <b>3:30 pm</b>  | <b>Adjourn for the Day</b>   |

### Thurs, Sept 18

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|-------------|---|
| <b>Noon</b> | <b>Recap from Session 1 and Questions</b> <ul style="list-style-type: none"><li>• Agenda/learning outcomes for Session 2, Questions</li></ul> |
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**12:15 pm**

**Section 3**

- Cost of Service Terminology
- Overview of Functionalization, Classification and Allocation

**1 pm**

**Break**

**1:10 pm**

**Section 3 (*continued*)**

- Basic COS Results / Using COS Results
- Current Rate Structures Compared to COS results

**Section 4**

- Rate Adjustments Assessments

**2 pm**

**Break**

**2:10 pm**

**Section 4 (*continued*)**

- Primer for Strategic Rate Design Class
- How to Explain Rate Changes to End User, Board, and Council

**3:15 pm**

**Wrap Up, Q&A, Evaluation**

**3:30 pm**

**Course Adjourns**

# Learning Outcomes

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**Upon completion of this course, participants will be able to successfully:**

1. Discuss how to leverage historical financial statements for financial planning
2. Review key financial metrics using the financial statements
3. Review trend lines using graphing to evaluate financial health
4. Identify and review key financial targets that help determine rate changes
5. Recognize the objectives of financial policies
6. Define and understand power cost adjustments
7. Develop best practices for rate adjustments
8. Explain a rate increase to customers and governing body members