

BAI 2011 Annual Spring Conference

Utility Ratemaking Fundamentals

April 26 – 27 in St. Louis, MO
Westport Lakeside Chalet

Agenda

Tuesday – April 26

7:30 am
Registration and Continental Breakfast

8:00 am
Welcome and Introduction

Emerging Issues & Basic Concepts

Current issues such as greenhouse gases, conservation, capital investment, renewable mandates and automatic price clauses, smart grid, and interruptible credits will be discussed. Basic terms and concepts encountered in the regulatory world will also be reviewed.

Overview – The Regulatory Process

Discussion of the basic principles underlying regulation, the regulatory process, key players in that process, and how regulation can impact your company.

Utility Revenue Requirements

The starting point of a Commission's determinations is the total revenue that a utility can reasonably be allowed an opportunity to earn which is referred to as the "revenue requirement." Topics will cover such items as tracker cost accounting, double recovery and other important issues that must be decided to arrive at revenue requirements.

Cost of Service Studies and Issues

If rates are to reflect the cost of providing service, it is critical to have a solid cost of service study in order to identify the cost of serving the various customer classes. Essentially, this involves splitting the revenue requirement among customer classes. How this is done and the pitfalls and differences of opinion that make this one of the more contentious portions of a utility rate case will be discussed.

Rate Design Issues

Once both the total utility and customer class revenue requirements are established there is still much to be done to ensure reasonable rates. The importance of properly setting each component of rates so that individual customers will each make their proper contribution to the utility revenue requirement will be covered. Various rate design tools such as time differentiated rates, voltage differentiated rates and interruptible rates that can be used to allow customers to benefit from achieving load profiles that also benefit the system and its other customers will also be discussed.

5:00 pm - End of Day 1

6:00 – 7:30 pm - Reception

Wednesday – April 27

7:30 am
Continental Breakfast

8:15 am
Recap of Day 1 and Overview of Day 2

Competitive Retail Electric Procurement

Review of the competitive procurement process that can be used to efficiently select an energy provider, the goals of a competitive solicitation and how to develop an RFP that will best accomplish those goals. Will include discussions on the evaluation of responses to RFPs and the contract negotiations that are necessary to finalize the process.

Competitive Procurement Management

To get the most out of competitive procurement activities requires management beyond the signing of a contract. Topics will focus on the ongoing management process as well as important concepts such as periodic market entry, hedging, market intelligence and demand response participation.

Wholesale Electric Power Markets and Transmission

The workings of wholesale power markets and the transmission grid are important to both customers purchasing under regulation and competitive procurement markets. To better understand this difficult area, concepts such as RTOs, ISOs, ancillary services, RTO dispatch, auctions and more will be covered.

Power Markets / Natural Gas Market

Power and gas markets impact current and future electricity costs. This topic will cover market regions, market economies, available price data, cash and forward market prices and products.

Seminar Recap/Final Remarks

Review topics/lessons learned and put into perspective. Discuss real-world examples that bring the concepts that have been discussed into focus.

4:00 pm - End of Conference



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Spring 2011 Conference



BRUBAKER & ASSOCIATES, INC.

Powerful Connections for Energy Solutions

Westport Lakeside Chalet - St. Louis, Missouri
April 26 – 27, 2011



Utility Ratemaking Fundamentals

Join us for this intensive two-day conference designed to provide a better understanding of the complex issues in both regulated and unregulated markets. Learn the “how-to’s” of buying electricity, assessing your energy needs and identifying options to minimize your energy costs.

The conference will focus on such topics as:

- Emerging Issues & Basic Concepts
- The Regulatory Process
- Utility Revenue Requirements
- Cost of Service Studies & Issues
- Rate Design Issues
- Competitive Retail Electric Procurement
- Competitive Procurement Management
- Wholesale Electric Power Markets & Transmission
- Power Markets / Natural Gas Market

- ★ Presentations by **experienced** and **objective** energy professionals
- ★ Course materials will include a glossary of terms, printouts of slides and a CD containing a complete reference manual
- ★ Breakfast and lunch to be provided during each session
- ★ **GROUP DISCOUNTS** are available
- ★ Reception hosted by BAI

Register by March 31 and receive an “Early Bird Discount” of \$100.

FOR MORE DETAILS REGARDING THE
CONFERENCE, REGISTRATION,
HOTEL INFORMATION AND MCLE ACCREDITATION
CONTACT

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REGISTRATION:

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CONFERENCE TUITION:

Please make check payable to **Brubaker & Associates, Inc.** and send to:

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No. of Persons from the Same Organization Attending Each Conference

	1	2 or more (per person)	Government Rate
CONFERENCE TUITION	\$1,100	\$1,000	\$ 625*

Cancellation Policy: No refund after April 8, 2011

*No additional discounts apply

IF YOU CAN'T ATTEND

you may cancel your registration prior to April 8, 2011