



**Courses, presentations and webinars
offered by Utility Financial Solutions**

Financial Planning Courses:

Financial Planning for Municipal Utilities 1.5 days

Course Overview

A key component to providing reliable service to your customers is the financial health of the utility. Financial planning is critical to the current and future success of municipal utilities. In this highly interactive course, participants will learn methods used to improve bond ratings, amount of cash reserves the utility should maintain, the key financial targets to monitor, methods to get rate changes approved by the governing body, practical ways to develop a rate plan for the utility. The course completes with a mock financial planning exercise where participants get experience in the process of presenting rate changes to a governing body.

Course Highlights

- Learn the key areas to consider to improve or maintain utilities bond ratings
- Identify the three key financial targets a utility needs to monitor to help ensure current and future financial stability
- Discover how utilities achieve the proper balance between the utilities financial health and minimizing rate impacts on customers
- Discuss information provided to governing bodies and how to get utilities rate adjustments approved and implemented
- Learn the three key financial targets a utility needs to monitor to help ensure current and future financial stability
- Learn how to determine the amount of revenue to recover in rates
- Identify the amount of bond proceeds needed to fund a utilities capital improvement program and maintain the financial stability of the utility
- Discuss common cross subsidies that occur between city departments and the impact on electric utilities
- Methods to determine the amount of cash a utility should hold in reserve
- Identify appropriate methods to identify operating income targets for not-for-profit utilities
- See how to develop long-term financial plans and rate tracks to achieve utilities financial targets
- Learn methods to achieve the proper balance between maintaining the financial health of the utility and minimizing rate impacts on customers
- Practice developing and presenting rate changes to governing bodies

Who Should Attend

This intensive and interactive course is designed for utility personnel involved in financial planning, including general managers, finance and accounting personnel, and rate analysts.