

Coping with Financial Challenges During Periods of Declining Sales

Course Length: 4 Hours

The economic downturn combined with energy conservation programs not only reduced electric sales but also created financial and rate design challenges for utilities. This session discusses policies that assist in dealing with these challenges. This session covers:

1. Financial policies that help guide utilities during difficult times
2. Rate policies that promote financial stability
3. How long-term rate tracks and financial projections can guide a utility through difficult times
4. Rate structures that promote financial stability and those that need to be closely monitored
5. The techniques other utilities use to get through difficult times
6. Industry trends that promote financial stability