

RATE STRATEGIES FOR 21ST CENTURY CHALLENGES

NRECA Board Leadership #974 | **Dec. 7, 2024**

The Cooperative Center | NDAREC headquarters | 3201 Nygren Drive NW | Mandan, N.D

BOARD LEADERSHIP (BL) CERTIFICATE REQUIREMENTS

To earn the certificate, directors must complete 10 credits from the 900-level courses. The BL courses are grouped according to eight specialty areas: grassroots, power supply, cooperative business model, governance, financial, communications, technology and risk management. Each course is one day unless otherwise noted.

COURSE OVERVIEW

Rate Strategies for 21st Century Challenges
National Rural Electric Cooperative Association (NRECA) Board Leadership #974

It is often said the rate-making process is part art and part science. The process includes many mathematical calculations, but wisdom and judgment are also critical aspects of the process. Today, the rate-making process requires boards of directors, chief executive officers and staff to develop fair and equitable rates. These rates must produce margins necessary to meet financial goals and lender requirements, member reliability, service requirements amid competitive pressures in an era of rising costs, and flat or declining sales. Other important considerations include member bases impacted by economic circumstances, energy efficiency or energy conservation. Participants will work through the rate-making process, focusing on the critical strategy and policy decisions boards face.

KEY TOPICS

- Critical strategic and policy rate-making decisions boards are responsible for making
- Industry trends and issues that impact rates and rate design
- Effective means for communicating rates to different classes of members and the impact on rates and key financial goals
- Jointly developed NRECA/National Rural Utilities Cooperative Finance Corporation (CFC) Retail Rate Guide to provide practical considerations and steps in the rate-making process and changes sweeping the electric utility industry



MEET THE GUEST INSTRUCTOR

Mike Bash recently retired after serving 26 years as chief financial officer at Connexus Energy, the largest distribution cooperative in Minnesota. While there, he led accounting, finance, metering, billing, risk management and information technology. He used innovative finance tools like a "tax-equity flip" to build cooperative-owned solar and the state's largest solar-storage facility.

Mike was a member of the NRECA/CFC Capital Credits Task Force. He is a former mayor of Long Lake, Minn., and is currently chairman of the Orono School Board where he has served for 21 years.

Mike has a bachelor's degree in economics and a master's degree in business administration. His areas of expertise include accounting, finance and tax, risk management and strategic planning.

SCHEDULE FOR SATURDAY, DEC. 7

All times listed are Central Time.

8:30 - 9 a.m.	Continental breakfast
9 a.m. to 12 p.m.	Seminar in session
12 - 12:45 p.m.	Lunch
12:45 - 3:45 p.m.	Seminar in session
3:45 p.m.	Adjournment

REGISTRATION INFORMATION

To register for this NRECA board-governance program, please go to <https://www.ndarec.com/ndarec-education-programs>. **Registration deadline is Nov. 25.**

For NDAREC members with a 2024 prepaid education plan, there is no registration fee/person. For members who do not have a prepaid education plan, the registration fee is \$495/person. No advance payment is necessary; NDAREC will send an invoice for the registration fee (if applicable) following the course. The cost for the continental breakfast, two refreshment breaks and lunch will be billed back to participating cooperatives.

HOTEL ACCOMMODATIONS

For your convenience, a block of sleeping rooms is reserved for Friday, Dec. 6, at the Baymont Inn & Suites, 2611 Old Red Trail, Mandan.

Please call 701-663-7401 to make your room reservation. The reserved room block is: REC Board Leadership and the release date for the reserved block is Nov. 19.

SPECIAL DIETARY NEEDS AND OTHER ACCOMMODATIONS

Please notify Pamela Clark-Stein at pstein@ndarec.com of any dietary restrictions such as food allergies, gluten-free options and other special accommodations needed. A minimum of 48 hours advance notice is requested.

NRECA'S CANCELLATION POLICY

NRECA charges a 50-percent cancellation fee if one of their courses is canceled 15 or fewer business days prior to the start of a scheduled course. Therefore, NDAREC reserves the right to cancel due to a lack of registrations.