



Utility Ratemaking Fundamentals Conference

September 11-12, 2025

**Dierbergs' Conference Center
St. Louis, MO**

Understanding how energy costs are determined has always been an important and complicated challenge. Utility rate cases are becoming increasingly complex, so knowledge of how to deal with rising costs is more important than ever.

BAI's "Utility Ratemaking Fundamentals" Conference is designed to help you meet these challenges. Join us for an intensive two-day conference designed to provide you with a better understanding of the complex issues in regulated electric, gas, water and wastewater markets, as well as in competitive electricity markets. Learn the "how-to's" of managing electricity costs, assessing your energy needs and identifying options to minimize your energy costs.

Our conference includes:

- Basic Concepts
- The Regulatory Process
- Utility Revenue Requirements
- Cost of Service Studies & Issues
- Rate Design Issues
- Natural Gas Pipeline/LDC Rates
- Renewable Resources, Very Large Load Additions, and Reliability and Pricing Trends
- Wholesale Electric Power Markets & Transmission
- Competitive Retail Electric Procurement
- FERC/Transmission

**Register by August 18 and receive
an "Early Bird Discount" of \$100**

- ★ *Presentations by **experienced and objective** energy professionals*
- ★ *Course materials will include a printout of slides and a glossary of terms*
- ★ *Breakfast and lunch to be provided each day*
- ★ **GROUP DISCOUNTS** are available
- ★ *Reception/Dinner hosted by BAI*
- ★ *MCLE Accreditation available*
- ★ *A block of rooms are available at the DoubleTree by Hilton St. Louis – Chesterfield*

FOR MORE DETAILS CONTACT US:

Phone: 636-898-6725
E-mail: bai@consultbai.com
www.consultbai.com

REGISTRATION:

NAME _____ TITLE _____
COMPANY _____
STREET ADDRESS _____
CITY _____ STATE _____ ZIP _____
TELEPHONE _____ FAX _____ E-MAIL _____

CONFERENCE TUITION:

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

Brubaker & Associates, Inc.
Attn: Tammy Klossner
P.O. Box 412000
St. Louis, Missouri 63141-2000

	No. of Persons from the Same Organization Attending Each Conference		
	1	2 or more (per persons)	Government Rate
CONFERENCE TUITION	\$1,550	\$1,400	\$ 975*

Cancellation Policy: No refund after August 18, 2025

*No additional discounts apply

IF YOU CAN'T ATTEND

you may cancel your
registration prior to
August 18, 2025

BAI's 34th Annual Fall Conference

Utility Ratemaking Fundamentals

September 11-12, 2025

in St. Louis, MO

Dierbergs' Conference Center

Preliminary Agenda

Thursday – September 11

8:00 AM

Registration and Continental Breakfast

8:30 AM

Welcome and Introduction

Basic Concepts

Basic terms and concepts encountered in the regulatory world will 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 & 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, make this one of the more contentious portions of a utility rate case.

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.

Natural Gas Pipeline / LDC Rates

Rate cases are on the rise. Natural gas rate case fundamentals and how to plan and respond to utilities proposals to increase natural gas delivery costs.

Renewable Resources, Very Large Load Additions, and Reliability and Pricing Trends

Current issues affecting utility customers such as renewable mandates, renewable capital investments, the recent influx of very large load additions, and reliability and pricing trends will be reviewed.

Recap

5:00 PM - End of Day 1

5:30 – 7:00 PM - Reception

Friday – September 12

8:30 AM

Continental Breakfast

9:00 AM

Recap of Day 1 and Overview of Day 2

Wholesale Electric Power Markets & Transmission

The workings of wholesale power markets and the transmission grid are important to customers purchasing in both regulated 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.

Competitive Procurement Electric: Market Structure, Products & Players

Competitive solicitation offers many opportunities for procuring electric power. Understanding the supply product options available, the structure of the marketplace, and how different price risks can be managed is critical to conducting a successful competitive solicitation. This section will take you through the important elements of market structure, power products, price risk, and the major players in a competitive marketplace. It will also outline and describe available market commodity price data.

Competitive Procurement Gas: Process & Procedures

Like with electric power, competitive solicitation offers many opportunities for procuring natural gas. This session will cover similar items as that for the same topic for electric power, but with respect to competitive natural gas procurement.

Competitive Procurement: Process & Procedures

Planning and preparing for a competitive solicitation will ensure an effective and successful supply agreement. Preparing for this competitive solicitation requires careful planning, data collection and forecasting, and effective interactions with prospective suppliers. This section will outline the steps necessary to produce a Request for Proposal, conduct a solicitation, analyze the supplier offers received, negotiate with suppliers, develop favorable contract terms and conditions, and complete a successful supply agreement.

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.

4:45 PM - End of Conference