



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

Coping with Financial Challenges during Periods of Declining Sales

The economic downturn combined with energy conservation programs has reduced electric sales and created a number of financial and rate design challenges for utilities. This session discusses policies that assist in dealing with these challenges: Specific areas discussed include the following:

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. What other utilities are doing to get through these difficult times
6. Industry trends that promote financial stability