The Center for Business and Regulation is housed in the College of Business and Management at the University of Illinois Springfield. CBR’s mission is threefold: (1) to provide educational services to the university community and the broader regulatory community in Illinois; (2) to create an institutional structure to facilitate outreach to and among public and private stakeholder groups concerning important issues in the regulation of business; and (3) to undertake research activities that furthers the understanding of the interaction between regulation and business in order to promote more effective and efficient regulation where necessary.

Scope and Purpose: This intensive program focuses on complex pricing policy issues affecting a changing natural gas regulatory landscape. Advanced rate design and regulatory topics related to utility infrastructure, energy efficiency, cost recovery, and alternatives to traditional cost of service ratemaking will be covered in depth. Strategic management of a gas distribution utility’s rate case is the ultimate goal of the course.

Conference Location: University of Chicago, Gleacher Center, 450 North Cityfront Plaza, Chicago, Illinois. The Gleacher Center is located just north of the Chicago River and one block east of North Michigan Avenue. Dress code is business casual.

Who should attend? This program is offered to professional staff of firms in the natural gas industry. Enrollment is limited to ensure ample opportunity to participate actively in the individual sessions.

Although the AGA Gas Rates School is not a prerequisite for this program, participants should be experienced or knowledgeable in basic rate design concepts in a regulated network industry.

Registration: To register please visit the Center’s home page at www.uis.edu/cbam/cbr and click on the 2015 AGA Advanced Rates and Regulatory Issues Course link.

Registration Fees: $1,350 for AGA member companies and $1,620 for non-members. Registration fee includes tuition, daily breakfast and lunch, opening welcome reception on Monday evening, course materials, and access to Wi-Fi.

Cancellations: Prior to May 1, 2015 cancellations can be made at no charge by contacting the Center for Business and Regulation. After May 1, 2015 cancellations are subject to a $100 processing fee. No cancellations can be accepted after May 25, 2015. Substitutes are encouraged and will be accepted at any time prior to the event by contacting CBR. If the program is not held for any reason CBR’s liability is limited to a refund of registration fees.

Accommodations: Participants are responsible for their own accommodations.

For more information please visit the Center for Business and Regulation web site: www.uis.edu/cbam/cbr
Monday June 1, 2015
7:30 am  Registration and Continental Breakfast
8:15 am Overview of the Course
Karl McDermott, Director
Center for Business and Regulation

Carl Peterson, Faculty
Center for Business and Regulation
- Review Rate Case Process
- Cost of Service Issues
- Current Issues in Cost of Capital

10:30 am Morning Break
10:45 am Reducing Regulatory Lag
Chuck Harder, Vice President-Rates and Regulatory
SourceGas
- Cost Tracking Mechanism
- Main Replacement Programs

12:00 pm Lunch
1:15 pm Reducing Regulatory Lag (continued)

3:00 pm Afternoon Break
3:15 pm Strategies to Stabilize Earnings
Russ Feingold, Vice President
Black & Veatch
- Background on earnings instability in the industry
- Managing consumption risk
- Managing price risk
- Ratemaking and regulatory considerations for energy efficiency
- Ratemaking considerations for stabilizing earnings

5:00 pm Welcome Reception
Midway Club, Fifth Floor, Gleacher Center

6:00 pm Dinner
On your own

Tuesday June 2, 2015
7:30 am  Continental Breakfast
8:15 am Strategies to Stabilize Earnings (continued)

10:30 am Morning Break
10:45 am Rate Case Management 101
Chuck Harder, Vice President-Rates and Regulatory
SourceGas
- The Foundation: Framework, Relationships, Execution
- Identifying the need to file a rate case
- Setting goals and metrics
- Developing a communications strategy
- Managing the process from filing to order

3:00 pm Afternoon Break
3:15 pm Mock Rate Case Preparation
Students create case files
Students will be asked to consider overall strategic goals of the business.
Instructors will help students understand the necessary data and information to support a regulatory filing

5:00 pm Dinner
On your own

Wednesday June 3, 2015
7:30 am  Continental Breakfast
8:15 am Mock Rate Case Preparation (continued)

10:30 am Morning Break
10:45 am Mock Rate Case Presentation (continued)

3:00 pm Afternoon Break
3:15 pm Mock Rate Case Preparation (continued)

5:00 pm Dinner
On your own
Thursday June 4, 2015
7:30 am  Continental Breakfast
8:15 am  Wrap-up of Mock Rate Case Issues
10:15 am Morning Break
10:30 am Panel Discussion: Strategic Management of the Effect of Regulation on the Business Plan
   Moderator:
   Karl McDermott, Director
   Center for Business and Regulation
   Panelists:
   Gary Smith, Director-Rates and Regulatory Affairs
   Atomos Energy Company
   Amy Watson, Vice-President-Rates and Regulation
   Alabama Gas Company
12:00 pm Box Lunch and Adjournment

Course Information

Course Objectives
The objectives of this program are to further the rate design knowledge and skills developed in the AGA’s introductory rates course, and to learn how business strategies, communications, and regulatory relations intertwine and impact a gas distribution utility’s ratemaking and regulatory policies. Expert utility instructors and industry leaders in legal, regulatory, and ratemaking matters teach the individual sessions of the course. The sessions will emphasize interactive participation, the use of real-world case studies, and role playing techniques to maximize participants’ learning experience.

Course Format
The format includes instruction from speakers with first-hand, practical experience in:
- Effective Rate Case Management
- Advanced Cost of Service Techniques
- Contemporary Rate Design and Pricing Concepts
- Current Issues in Cost of Capital
- Managing Utility Business and Regulatory Risks
- Balancing the Utility’s Regulatory Compact
- Rate Case Communications with Utility Stakeholders
- Best Practices in Managing the Discovery Process

Each participant will be given access to a set of data and facts that pertain to the mock hearing topics of pipeline project prudence, system bypass, infrastructure trackers, energy efficiency, division consolidation and cost allocation, and incentive compensation. Students will be asked to generate a proposal using the previously assigned case and the additional data and facts. Each team will have the same case but will be assigned a different core topic around which to prepare a proposal that will be presented at a mock rate hearing.

Course Material
Each participant will receive electronic access to a portfolio of course materials a week before the course begins. Students are asked to familiarize themselves with the case study and the supplementary materials prior to arrival.

Mock Rate Case Preparation
Participants will work with instructors and subject matter experts to prepare a presentation based on the assigned topic’s data and set of facts. Students will create case files and documents electronically and share them with participants. Participants will be asked to consider the overall strategic business goals of the company. Knowing what is wanted in a regulatory hearing, identifying what sells, and managing the process, including the regulatory relations, are important to the success of a regulatory hearing.

Panel Discussion
A the end of the program a panel of utility leaders will describe how the business plan is shaped and modified by regulation, as well as how effective regulatory policy makes the business plan a success. The speakers will lead group discussions that review what has been learned and how the information from the last two days helps guide regulatory decision making.