



55th FINANCIAL FORUM

REGULATED UTILITIES 2024: AN INDUSTRY IN TRANSITION

April 11 - 12, 2024

plus

April 10th - AFTERNOON SITE VISIT TO THE
DOMINION CYBER SECURITY FACILITY AND
MARKET OPERATIONS CENTER



Omni Richmond Hotel
Richmond, VA

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Dear Members & Friends:

I am pleased to announce the 55th Financial Forum of the Society of Utility and Regulatory Financial Analysts (SURFA): "Regulated Utilities 2024: An Industry in Transition." The Forum will provide attendees insight into current financial and regulatory issues affecting the utility industry and is appropriate for attorneys, analysts, utility company managers and staff, investors, regulatory commissioners and staff, consumer advocates and staff, and consultants.

Our 55^h Forum features an outstanding group of speakers and moderators. The topics that will be addressed include:

- Evolving Trends in Capital Structures and WACC;
- Canadian vs US Utility Regulation – Pros and Cons; and,
- Climate Change and Risk.

We are once again privileged to have John Lonski of Thru the Cycle present an analysis of current and expected economic conditions. Also, a panel of distinguished Wall Street analysts will discuss the condition of, and outlook for, the utility industry. Our luncheon speaker on Thursday, April 11th is Joesph Mengedoth, CBE, Regional Economist at the Federal Reserve Bank of Richmond. Thursday evening, Scott Hempling, Esq., Administrative Law Judge with the Federal Energy Regulatory Commission will be our keynote speaker at dinner, following a networking cocktail reception.

For those arriving on Wednesday, April 10th, there will be a site-visit to the Dominion Cyber Security and Market Operation Center. The group going to the Dominion site will meet in Omni's lobby & leave at 2:15 PM for a 6-block walk. In the evening you can choose between a Baseball Game: Richmond Flying Squirrels vs the Akron RubberDucks or an excursion to Scott's Addition, Richmond's restaurant / tavern district with round trip bus transportation provided. Transportation for both will leave the Omni at 6:00 PM.

The Certified Rate of Return Analyst (CRRA) exam takes place on Wednesday, April 10th from 12:00 – 5:00 PM, prior to the Forum. Please visit our website <http://www.surfamembers.com>, for more information.

Attire is business casual. Please pass this brochure to any associates whom you think may be interested in joining us in Richmond.

Please watch your email for the announcement of our Cost of Capital Workshop to be presented on Tuesday afternoon, April 9th and Wednesday morning, April 10th prior to the Forum.

I look forward to seeing everyone in Richmond, April 11 - 12, 2024!

Very truly yours,

Mark Cicchetti, CRRA
President

<http://www.surfa.memberclicks.net>



55th Financial Forum

NOON – 5:00 P.M.

**CRRA Certification Testing – Roanoke Room
(Rusty Maddox, CRRA / Edward Kaufman, CRRA)**

Dominion Cyber Security Facility & Market Operations Center Tour

Assemble in the main lobby.

Leaving the hotel at 2:15 PM to walk about 6 blocks.

The tour will take place from 2:40 – 4:00 PM.

Casual attire is recommended along with walkable closed-toe shoes and socks.

The tour will be indoors, however please check Richmond weather before arrival in case a rain jacket/umbrella is warranted for the walk.

Excursion to Baseball Game or Scott's Addition

Choose a free ticket to attend the Richmond Flying Squirrels vs the Akron RubberDucks.

or

Decide to be dropped off for nightlife in Scott's Addition.

www.scottsaddition.com

www.visitrichmond.com

Transportation will leave the hotel at 6:00 PM

After the game, the bus will circle back to Scott's Addition and depart at 10:00 PM back to the Omni. (Scott's Addition is a short cab / Uber ride from the Omni for those wanting to leave / return at various times).

AFTERNOON

EVENING

**Wednesday,
April 10, 2024**



55th Financial Forum

Thursday, April 11, 2024	7:30 – 8:30 a.m. Breakfast Buffet Potomac Prefunction	SURFA Forum Registration and Breakfast Outside Potomac E & Potomac Prefunction Sessions: Potomac		
	8:10 – 8:30 a.m. Potomac	Introduction Mark Cicchetti, CRRA, SURFA President Florida Public Service Commission Welcome Remarks Judge Jehmal T. Hudson, Chair Virginia State Corporation Commission (INVITED)		
	PANEL 1 Economic Outlook	Moderator	Mark Cicchetti, CRRA, SURFA President Florida Public Service Commission	
	Course Level: Intermediate 8:30 - 10:15 a.m. Potomac	Presenter	John Lonski, President Thru the Cycle	
	10:15 – 10:30 a.m.	BREAK Potomac Prefunction		
	PANEL 2	Moderator	Edward Kaufman, CRRA, Principal Utility Specialist Virginia State Corporation Commission	
	Evolving Trends in Capital Structures and WACC Course Level: Intermediate 10:30 – 12:15 p.m. Potomac	Panelists	Steve Kihm, Regulatory Strategist – Economics & Finance Wisconsin Citizens Utility Board Enrique Bacalao, CRRA, Manager Bacalao Consulting Services, LLC Juan Alvarado, CRRA, Managing Director – Energy Analysis American Gas Association	



55th Financial Forum

<p>WORKING LUNCH 12:15 – 2:00 p.m.</p>	<p>Buffet - Magnolia Room and Wine Bar Luncheon Speaker: Joseph Mengedoth, Regional Economist Federal Reserve Bank of Richmond</p>
<p>PANEL 3:</p>	<p>Moderator Bente Villadsen, Ph.D., Principal The Brattle Group</p>
<p>Canadian vs U.S. Utility Regulation – Pros and Cons</p> <p>Course Level: Intermediate</p> <p>2:00 – 4:00 p.m. Potomac</p>	<p>Panelists</p> <p>Mark Lowry, Ph.D., President Pacific Economics Group</p> <p>Adam Provencher, CFA, Vice President, Infrastructure, Power & Utilities Morningstar DBRS</p>
<p>4:30 – 8:30 p.m.</p> <p>Reception: Potomac Prefunction Dinner: Magnolia Room and Wine Bar</p>	<p>RECEPTION & DINNER:</p> <p>Introduction: Mark Cicchetti, CRRRA, President</p> <p>Dinner speaker: Scott Hempling, Esq. Administrative Law Judge Federal Energy Regulatory Commission</p>



55th Financial Forum

<p>7:30 – 8:30 a.m. Breakfast Buffet Potomac Prefunction</p>	<p>SURFA Forum Registration and Breakfast: Outside Potomac E & Potomac Prefunction Sessions: Potomac</p>
<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Friday, April 12, 2024</p> <p>PANEL 4 Climate Change and Risk</p> <p>Course Level: Intermediate</p> <p>8:15 – 10:00 a.m. Potomac</p>	<p>Moderator Mark Cicchetti, CRRA, SURFA President Florida Public Service Commission</p>
	<p>Speaker Branko Terzic Distinguished Fellow Council in Competitiveness</p>
	<p>BREAK Potomac Prefunction</p>
<p>10:00 – 10:15 a.m.</p> <p>PANEL 5: Wall Street's Perspective</p> <p>Course Level: Intermediate</p> <p>10:15 – 12:00 p.m. Potomac</p>	<p>Moderator Ryan Wobbrock, CRRA, Vice President – Senior Credit Officer Global Infrastructure Finance Group Moody's Investor Services</p> <p>Panelists Shaan Goswami, Senior Vice President, Investment Banking Group Goldman Sachs</p> <p> Jeremy Traska, Debt Capital Markets Drexel Hamilton</p> <p> Brandon Gregor, Executive Director / Investment Banking, Utilities & Renewables Wells Fargo Corporate & Investment Banking</p>



55th Financial Forum

Who Should Attend the 55th Financial Forum?

SURFA's Financial Forum will interest accounting, finance, and non-finance professionals with an interest in utility regulation, electric, natural gas, and water issues including:

Utility Personnel
Investment Analysts
Public Advocates
Consultants

Commissioners
Commission Staff
Accountants
Attorneys

A corporate financial background and working knowledge of utility ratemaking are prerequisites in order to receive CPE credit. No advanced preparation is required. Upon completion of the Forum, you should be able to do any :

- Identify key issues affecting the utility industry;
- Understand the workings of certain cost of capital estimation methods (if offered);
- How a utility's cost of capital affects investor perceptions;
- Identify recent developments in utility consolidation; and;
- List current regulatory issues impacting the utility industry.

SURFA's History

The Society was founded in 1977 by a cross-section of financial analysts who recognized the need for increased dialogue on the subject of rate of return. Originally organized to study public utilities and their cost of capital, SURFA has broadened its scope. SURFA focuses on the general concept of risk and its impact on the financial viability and market cost of capital for regulated entities. SURFA also sponsors the Certified Rate of Return Analyst (CRRA) program, an educational service covering cost of capital concepts as well as a Cost of Capital Workshop. SURFA's objectives are:

- To discuss and disseminate concepts and practices in the application of utility financial issues;
- To promote the education and understanding of rate of return analysis;
- To promote the highest level of ethics in the discharge of members' duties; and
- To develop fellowship among members.

Membership Information

Financial Forums are held annually in the spring. Our membership includes regulators, regulated utility personnel, consultants, attorneys, academicians as well as other members of the financial community. Refer to the next page for further information on how to become a member of SURFA.

Hotel Information

Omni Richmond Hotel
100 South 12th Street
Richmond, VA 23219

804-344-7000 (direct) or 800-443-6664 (toll free)

**Daily Rates: \$179 (single) - \$179 (double) plus tax
(for the dates of April 9th – 11th)**

Prevailing Federal Per Diem rate will apply.

Reserved rate **cut-off date** is **March 19, 2024**

<https://www.omnihotels.com/hotels/richmond/meetings/surfa-55th-financial-forum-04082024>

SURFA Forum Refund and Complaint Resolution Policy

Forum fees are fully refundable if cancelled by March 29th. A \$50 fee will be charged for cancellations received March 29th through April 5th. No refunds will be made for cancellations received after April 5th. It is SURFA's policy to resolve questions and complaints with its members on a case-by-case basis. For more information on our refund policy, or if you have a complaint, please contact Mark Cicchetti, President, at **850.508.4141** or Mark.Cicchetti@PSC.state.fl.us.



55th Financial Forum

SURFA 55th Financial Forum April 11 – 12, 2024 REGISTRATION & MEMBERSHIP DUES

Registration for the 55th Financial Forum & Memberships is online only*

***** PLEASE PURCHASE / RENEW YOUR MEMBERSHIP ***
*** BEFORE REGISTERING FOR THE FORUM *****

Please visit <https://www.surfamembers.com> to register for the 55th Financial Forum.

Registration Fees

SURFA Government Members	\$550 (Plus membership dues)
If registering prior to March 15, 2024:	\$520 (Plus membership dues)
SURFA Corporate Members	\$650 (Plus membership dues)
If registering prior to March 15, 2024:	\$620 (Plus membership dues)
Nonmembers	\$900

Multiple Registration Discount for Members (please contact pahern@comcast.net)

- Two SURFA members from the same organization may take a \$50 discount per person.
- Three or more SURFA members from the same organization may take a \$100 discount per person.

Membership Renewals & New Memberships

Please visit <http://www.surfamembers.com> to renew or become a member.

Membership Dues: \$100

Student Membership Dues: \$25

* Payment may be by credit card at our website (you will receive a receipt via email) or by check (you will receive an invoice via email). Please contact Rita Scuris at Rita.Scuris@ct.gov for check payment questions.

WATCH FOR MORE INFORMATION ON:
SURFA's Cost of Capital Workshop: Tues. afternoon, April 9th & Wed. morning, April 10th.
<http://www.surfa.memberclicks.net>



55th Financial Forum

Continuing Education Credits

Certificate of Continuing Regulatory Education

For public and nonprofit sector employees, full attendance at the Forum will earn twenty credits toward a Certificate of Continuing Regulatory Education (CCRE) sponsored by the Institute of Public Utilities at Michigan State University and endorsed by the National Association of Regulatory Utility Commissioners. Credits may be earned for up to two programs hosted by the same professional organization and past attendance may be eligible. For program details, please visit www.ipu.msu.edu/CCRE or contact ipu@msu.edu.

CPE Credits

This conference provides a general overview of financial, accounting, and economic issues impacting regulated utilities and their cost of capital. The conference presentation is group-live, and the course level is intermediate.

Prerequisite: Previous experience in utility ratemaking and regulatory proceedings or an understanding of the ratemaking process from an accounting, economic or financial perspective. There is no advanced preparation required. Conference participants can earn up to ten CPE credits in fields of Regulatory Ethics, Finance and Economics.

The individual sessions CPE Credits, prerequisites and format are as listed on the next page. In accordance with the standards of the NASBA, CPE credits are granted based on a 50-minute hour and active participation in the course.

SURFA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have the final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org

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CPE Credits for the SURFA Conference:

Panel 1: Thru the Cycle

Level: Intermediate
Time: 105 minutes (2 Credits)
Prerequisite: None
Field of Study: Economics - Technical
Delivery Method: Group Live

After the session, the participants are expected to know current trends in interest rates and equity markets, as well as to be able to articulate the impact of interest rate changes on utilities' cash flow and cost of capital. The session will also enhance the participants' understanding of current and anticipated economic growth, of labor productivity, and of their impact on upcoming monetary policy decisions.

Panel 2: Evolving Trends in Capital Structures and WACC

Level: Intermediate
Time: 105 minutes (2 Credits)
Prerequisite: A basic understanding of finance and regulation
Field of Study: Finance and regulation
Delivery Method: Group Live

After the session, participants should understand the various approaches / methodologies used to determine capital structures in utility rate cases. Participants will learn the pros and cons of these various approaches / methodologies as well as their impact on the weighted cost of capital.

Panel 3: Canadian vs U.S .Utility Regulation – Pros and Cons

Level: Intermediate
Time: 120 minutes (2 Credits)
Prerequisite: A basic understanding of finance and regulation
Field of Study: Finance
Delivery Method: Group Live

After the session, participants should understand the key differences and commonalities between Canadian and U.S. regulation. Attendees will also learn the basics of performance-based regulation and common approaches to determining the authorized ROE in Canada. Following the session attendees should be able to discuss the pros and cons of Canadian and U.S. regulatory approach from a credit perspective.

Panel 4: Climate Change and Risk

Level: Intermediate
Time: 105 minutes (2 Credits)
Prerequisite: A basic understanding of finance and regulation
Field of Study: Finance



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Delivery Method: Group Live

After the session, participants should understand some of the key issues, challenges, and risks facing the utility industry relative to climate change. Participants should also be familiar with potential operational, legislative, and regulatory issues, which may arise relative to climate change.

Panel 5: Wall Street's Perspective

Level: Intermediate
Time: 105 minutes (2 Credits)
Prerequisite: None
Field of Study: Finance
Delivery Method: Group Live

After the session, the participants will understand the risk and rewards in the utility sector. In addition, participants will understand investors' views of the risks facing the utility sector and how such risks may impact the ratings and cost of capital for utilities.

Total Credits available for completing all sessions is 10 (Economics 2 and Finance 8).

In accordance with the standards of the National Registry of CPE Sponsors, CPE credits will be granted based on a 50-minute hour.

CPE Credit eligibility requires you to sign-in and sign-out for each session. This must be done at the administrative table, which is monitored. Additionally, individuals who seek CPE credit must fill out the evaluation form for each session and actively participate in sessions.

Following successful participation in the SURFA Financial Forum that is properly documented, you will be issued a certificate of completion.