3 PHASE TRAINING



Utility Profitability Overview

Understand what drives electric utility revenue, costs, and financial returns.

What is the course?

Compare utility ownership and business models, then see how rates, regulation, and resource decisions influence financial results. Use utility examples to connect financial statements and market choices to customer bills.

Who should attend?

New utility employees, nontechnical teams, engineers, project managers, customer service professionals, contractors, vendors, and commission staff who want a foundation in utility business and finance.

Eight hours of instructor-led training.

Why Choose Us?

Cost
Your organization pays one course fee with unlimited attendees at no extra cost.

Quality and Experience
Real projects and interactive discussion connect concepts to practical decisions.

Customization
Each course content is individually customized to your team and organization

Content examples

Utility business fundamentals

- Electric utility foundations
- Ownership and business models
- Cost recovery and returns
- Managing costs and revenue

Financial performance

- Financial statements
- Financial risk
- Rate cases and regulation
- Resource planning

Markets and customers

- Energy markets
- Resource flexibility
- Customer rates
- Billing and cost recovery

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