

# PUBLIC POWER LEADERSHIP WORKSHOP

October 4-6, 2017 | Charleston, South Carolina

Designed for seasoned, new and aspiring  
public power utility executive managers.



# Workshop Overview

Whether you are a seasoned, new or aspiring public power utility CEO or executive manager, these are trying times for your utility. Tight budgets, legislative and regulatory changes, and an aging workforce add an extra layer of complexity to your already challenging job.

By attending the Association's Public Power Leadership Workshop, you will hear where our industry is heading and learn how your peers are handling tough issues such as planning for strategic resources, ensuring a utility's financial health and performance, overcoming challenges to organizational change, and developing the most effective leadership style for the future.

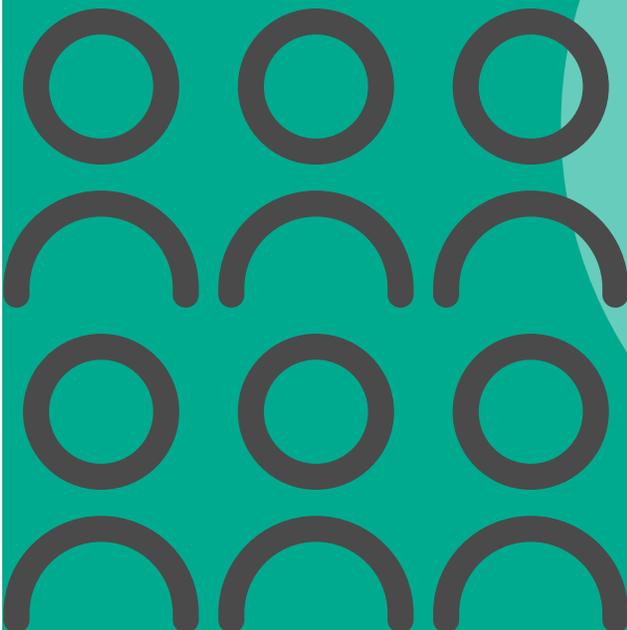
Join us in Charleston and return to your utility with new tools and ideas to face the challenging times ahead.

## Who Should Participate

- General managers and CEOs (particularly those new to their jobs)
- Senior managers and those on track for executive leadership positions
- Others who are interested in the issues and processes that face utility chief executives

## What You'll Learn

This workshop focuses on the changes and challenges facing public power today; and the skills, knowledge and techniques leaders need to guide their organizations and governing bodies through the evolutionary years ahead.



# Workshop Agenda

## Wednesday, October 4

8–8:30 a.m.

### Registration and Coffee

8:30–8:45 a.m.

### Welcome and Introductions

**Heidi Lambert**, Director of Education, American Public Power Association, Arlington, Va.

8:45–10:15 a.m.

Recommended CEUs .2/PDHs 1.5/CPEs 1.8,  
Business Management & Organization

### Leadership in a Time of Change

As our industry continues to evolve and the pressure for improved performance increases, utility CEOs and managers have to provide direction in many areas: power supply, human resources, meeting customer needs, and working in the political and environmental arenas. This session will explore what it takes to be an effective utility senior manager, including setting organizational direction, defining appropriate roles and responsibilities, directing and motivating staff, and working with the utility's governing body.

**Speaker: Lonnie Carter**, President and CEO, Santee Cooper, Moncks Corner, S.C.

10:15–10:30 a.m.

### Break

10:30 a.m.–Noon

Recommended CEUs .2/PDHs 1.5/CPEs 1.8,  
Specialized Knowledge

### Understanding the Changing Business Environment: Our Industry's Outlook for the Future

Setting the strategic direction for your utility requires an understanding of the external forces that affect the electric utility industry, including national energy policies, competitor strategies, customer expectations, new technology, environmental challenges and more. This session will examine the significant issues that will face public power in the future, including power supply, climate change regulation, distributed generation, renewable resources, security concerns and others.

**Speaker: Girish Balachandran**, General Manager, City of Riverside Public Utilities, Calif.

Noon–1:30 p.m.

### Lunch (on your own)

1:30–4:30 p.m.

Recommended CEUs .3/PDHs 3/CPEs 3.6,  
Specialized Knowledge

### Positioning Your Utility to be Competitive in the Future

Once the significant issues facing your utility are identified, it is the leader's role to ensure the utility has a strategy to address these issues to help position their organization to be competitive in the future. This session will examine how to deal with the issues discussed in the morning session and develop a strategy to manage these challenges, including laying out the approach, deciding who should be involved, and communicating and implementing the strategy.

**Speakers: Girish Balachandran; Tim Blodgett**, President & CEO, Hometown Connections, Golden, Colo.; and **Lonnie Carter**

# Workshop Agenda

## Thursday, October 5

8:30 a.m.–Noon

Recommended CEUs .4/PDHs 3.5/CPEs 4.2, Finance

### Financial Operations and Performance Planning for Management

A key area of executive responsibility is overseeing the financial health of the organization. This session will examine the financial and operational information and other data senior executives need to determine how the organization is performing, the application of enterprise risk management tools, processes for budgeting and long-term financial planning, determining revenue requirements and rates, and establishing measures and metrics to evaluate the financial condition of the utility.

**Speaker: Phyllis Currie**, Executive Consultant, Hometown Connections, Pasadena, Calif. (Retired General Manager, Pasadena Water & Power, Calif.)

Noon–1:30 p.m.

**Lunch** (on your own)

1:30–4:30 p.m.

Recommended CEUs .3/PDHs 3/CPEs 3.6,  
Management Advisory Services

### Working Effectively With Your Governing Body

Public power leadership involves developing and maintaining an effective working relationship with the utility governing body (city council or utility board). This interactive session will profile successful leadership characteristics for effective board management. Discussion points include: 1) distinct roles of the board and manager building a productive and positive organizational culture; 2) effective planning and communication creating an environment of strategic thinking and action; 3) successful monitoring and reporting ensuring utility and community alignment.

**Speakers: Tim Blodgett and Phyllis Currie**

## Friday, October 6

8:30 a.m.–Noon

Recommended CEUs .4/PDHs 3.5/CPEs 4.2,  
Personal Development

### The Power of Collaboration

Collaborative efforts are often dreaded or fall short of the anticipated result. And yet, most professionals can recall at least one extraordinary collaborative experience. What made it great? Why isn't it the norm?

The Henley Leadership Group's Power of Collaboration Model focuses on five key elements that serve as a cornerstone for leaders to step up their level of leadership and provide a solid guideline for managing a group project or launching a large-scale organizational change: 1) develop trust and respect, 2) hold a shared compelling purpose, 3) increase competencies, 4) build strength through breakdown and 5) engage the power of appreciation.

Designed to challenge and shift the way you think and work with others, this interactive session introduces the Power of Collaboration Model and engages you through a "Collaboration Grade Book," to help you can assess your team or organization. Share perspectives and learn from your peers—everyone will leave with suggestions for quick, easy and practical ideas to start implementing the next day.

**Speaker: Carol Zizzo**, Partner, Henley Leadership Group, Seattle, Wash.

Noon

**Workshop Adjourns**

# Registration and Hotel Information

## Four Ways to Register

1. Register online at: [www.PublicPower.org/Academy](http://www.PublicPower.org/Academy).
2. Fax your registration to 202/495-7505.
3. Scan and email your registration to: [Registration@PublicPower.org](mailto:Registration@PublicPower.org).
4. Mail your registration form and payment to the Association's bank lockbox:

American Public Power Association  
P.O. Box 418617  
Boston, MA 02241

## Registration Fees

Registration received on or before Sept. 11. Prices increase by \$50 after this date.

APPA Members.....\$745

Nonmembers .....\$1,490

## Cancellations/No-Show/Refunds/Substitutions

Registrants who cancel in writing on or before Sept. 25, 2017, are entitled to a refund of their registration fee, minus a \$50 cancellation fee. Registrants who cancel after Sept. 25, will not receive a refund, but attendee substitutions will be allowed for this event only. Registrants and no-shows who do not cancel by Sept. 25 are responsible for the full registration fee and are not entitled to a refund.

Cancellations must be made in writing emailed to: [Registration@PublicPower.org](mailto:Registration@PublicPower.org).

## Hotel Information

Francis Marion Hotel  
387 King Street  
Charleston, S.C. 29403

### Reservations

Call the hotel directly at 843/722-0600 or visit [www.PublicPower.org/Academy](http://www.PublicPower.org/Academy) to make your reservations online.

### APPA Room Rate

\$199 Single/Double

### Room Rate Cut-off Date

September 7, 2017

Please note APPA's block of rooms may sell out prior to Sept. 7, so please make your hotel reservations early.

### Location

The workshop will be held, in conjunction with the Association's Fall Education Institute, at the Francis Marion Hotel. The hotel is located 12 miles from the Charleston International Airport (CHS). Airport shuttles, taxis, and rental cars are the most popular ways of getting from the airport to

the hotel.

### Travel Arrangements

Travel arrangements and costs are the responsibility of the participants (including hotel parking, wifi, incidentals, etc.). The Association will not reimburse for changes in travel expenditures regardless of the cause, including the cancellation of a course, meeting, or workshop.

### Confirmations

Confirmations will be sent via e-mail.

### Meals

Beverage breaks are included in the registration fee. All meals are on your own.

### Questions?

Contact [EducationInfo@PublicPower.org](mailto:EducationInfo@PublicPower.org) or call 202/467-2921.

# FALL EDUCATION INSTITUTE

OCTOBER 2–6, 2017 • CHARLESTON, SOUTH CAROLINA



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## Earn While You Learn!

Earn Continuing Education Units (CEUs), Professional Development Hours (PDHs), and Continuing Professional Education credits (CPEs), while learning from seasoned professionals with extensive public power experience.



### Continuing Education Units

The American Public Power Association is accredited by the International Association for Continuing Education and Training (IACET) and is authorized to issue the IACET CEU.



### Continuing Professional Education Credits

The American Public Power Association 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 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](http://www.learningmarket.org).

There are no prerequisites for the workshop and no advance preparation is required. This is a group-live offering. Credit hours and areas of study for the individual sessions are listed in this brochure. For more information regarding administrative policies, such as clarification of requirements, complaints, and refunds, contact [EducationInfo@PublicPower.org](mailto:EducationInfo@PublicPower.org).

### Professional Development Hours

The Association's educational practices are consistent with the criteria for awarding Professional Development Hours (PDHs) as established by the National Council of Examiners for Engineering and Surveying (NCEES). Course eligibility and number of PDHs may vary by state.

# TAKE THE NEXT STEP!

APPA Leadership  
Training for All Levels.



## Public Power Manager Certificate Program

**Format:** 5 days (full and multi-day courses)

**Topics:** Utility industry overview; financial planning and budgeting; strategic leadership for public power

**Audience:** 25–35 mid-level managers/supervisors



## Public Power Leadership Workshop

**Format:** 2.5 days (six, in-depth sessions)

**Topics:** Current industry challenges and the skills, knowledge and techniques leaders need to guide their organizations into the future

**Audience:** 40–50 senior supervisors, executive managers and CEOs (particularly those new to their jobs)



## National Conference

**Format:** 2.5 days (40, one-hour sessions plus networking events)

**Topics:** Key industry issues, hot topics and trends

**Audience:** 1,000+ CEOs, executive managers and policymakers



## CEO Roundtable

**Format:** 1.5 days (three, in-depth sessions)

**Topics:** Big-picture national, global and policy issues

**Audience:** 80–90 CEOs and executive managers

[www.PublicPower.org/Academy](http://www.PublicPower.org/Academy)



The **American Public Power Association** is the voice of not-for-profit community-owned utilities that power 2,000 towns and cities nationwide. We represent public power before the federal government to protect the interests of the more than 49 million people that public power utilities serve, and the 93,000 people they employ. Our association advocates and advises on electricity policy, technology, trends, training and operations. Our members strengthen their communities by providing superior service, engaging citizens, and instilling pride in community-owned power.

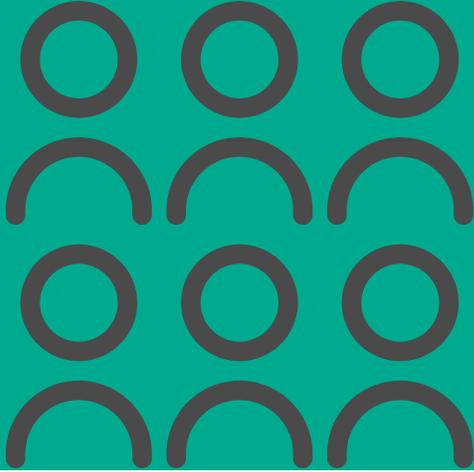


The **American Public Power Association's Academy** is public power's complete resource for professional education and certification, helping electric industry employees stay abreast of rapidly evolving technologies, regulations, and customer needs. Learn more about our conferences, webinars, special events, continuing education and custom in-house trainings at: [www.PublicPower.org/Academy](http://www.PublicPower.org/Academy).

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[www.PublicPower.org](http://www.PublicPower.org)

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