

Financial Webinar Series *[for directors]*

2025 via WEBINAR

INSTRUCTOR
Terilyn Wallis

WHO SHOULD ATTEND

Cooperative Directors

WEBINAR PROGRAM SERIES

8:30–10 a.m.

REGISTRATION

Cost: 1½ Skill Builder credits/person for all 5 webinars

Contact Wendy for **GROUP DISCOUNTS** (full board access) or for pricing if you are not in the Skill Builder pre-payment program).

Register online at:

http://www.weca.coop/calendar_list.asp

REGISTRATION DEADLINE

Friday, January 10

FOR MORE INFORMATION

Contact Wendy Fassbind at (608) 467-4589 or wendy@weca.coop

WECA is offering a continuation of a custom financial program tailored to electric cooperative board members.

2025 FINANCIAL WEBINAR SERIES for DIRECTORS

(All webinars will be held 8:30–10 a.m.)

January 16 ~ Understanding When Your Cooperative will Need More Revenue and How to Get It

May 15 ~ Monitoring the Business Plan/Use in the CEO Performance Review

August 14 ~ Industry Changes and Cost Increases the Impact the Operating Statement

October 9 ~ Growth and Decisions that Impact the Balance Sheet

December 11 ~ Capital Credits: Policy, Practice, and Future Considerations

**Monthly topic descriptions continued on the next page.*

IMPORTANT: Class size is limited to to the first 100 participants. A waiting list will be kept in the event of any cancellation(s) are made after the class is full.

If you miss a session, please note that the webinars will be recorded and available to those who registered.

Thank you to our program sponsors!



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January 16, 2025 | Understanding When Your Cooperative Will Need More Revenue and How to Get It

- As operating expenses and capital expenditures continue to rise, and our needed revenue doesn't naturally grow to cover those added costs, learn how to recognize drivers, timing and the amount of additional revenue needed.
- Discuss and consider options about timing of rate implementations.
- Consider methodologies that will assist our cooperative in recovering cost increases on a timely basis.
- Focus on the reasons for Revenue – including covering the cost of goods sold, operating expenses, margin needs, capital credit retirements, and capital expenditures.
- Increase confidence about the pro's and con's of debt in meeting cash flow needs.

May 15, 2025

Monitoring the Business Plan/Use in the CEO Performance Review

- Understand compensation plans philosophies and application to the CEO performance review.
- Use metrics to evaluate performance.
- Determine best practices to ensure accountability and transparency.
- Explore techniques for gathering input and information.
- Compare results to the Business Plan and other critical plans of the cooperative.

August 14, 2025

Industry Changes and Cost Increases the Impact the Operating Statement

- Engage in the details of following sections of the operating statement:
 - Cost of goods – power supply
 - Variable expenses – what can we control, and what do we have little control over
 - Fixed expenses – understand the impact of long term decisions on the operating statement
- Discuss what the future holds in terms of changes to operating statement expenses
- Understand correlations and relationships of expenses to other financial aspects of the cooperative

October 9, 2025

Growth and Decisions That Impact the Balance Sheet

- Discuss the impact of the following Assets on the balance sheet:
 - The Work Plan – Infrastructure investments
 - Materials and Supplies
 - Accounts Receivable
 - Cash
- Discuss the cost and decision to use debt and equity:
 - What is the cost of debt; what considerations should my cooperative consider in managing the debt portfolio; and what is the impact of equity to member rates.
 - What is the cost of equity? What considerations should my cooperative consider in managing the cooperative's equity position? What is the impact of equity to member rates?

December 11, 2025

Capital Credits: Policy, Practice, and Future Considerations

- Why are capital credits so important?
- Determine how much of your capital credits are from cooperative operations
- Discuss strategies to manage and plan for cooperative capital credit retirements
- Understand the impact of capital credits in the rate structure