



SEPA

solar electric power association

SEPA Expands Training Series:

Intro to Electric Utilities for the Solar Sector

The Solar Electric Power Association (SEPA) is partnering with leading energy education specialist Enerdynamics to present **Intro to Electric Utilities for the Solar Sector**. This interactive two-day seminar will provide a comprehensive understanding of the electric utility industry, and how your solar products and services fit into the utility business model. For those who are new to working with utilities, or even veterans needing a refresher on how the pieces fit together, **Intro to Electric Utilities for the Solar Sector** is designed to help make sense of this complex and strategically important industry.

[Click here for more info.](#)

Target Audience:

- Solar Industry Companies, including:
 - Manufacturers
 - Project Developers
 - EPC Contractors
- Legal, Financial, and Business Services Companies
- Related Government and Non-Profit Organizations

November 9 - 10, 2011
Washington, DC
Host: SEPA

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November 16 - 17, 2011
Las Vegas, NV
Utility Host: NV Energy

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December 6 - 7, 2011
Orlando, FL
Utility Host: Orlando Utilities Commission

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December 13 - 14, 2011
Phoenix, AZ
Utility Host: Arizona Public Service

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In just two information-packed days, this dynamic course will provide you with a solid understanding of:

- A big picture perspective of how the utility industry operates
- The various types of electric customers, their specific needs, and how services are designed to meet them
- How electricity is generated and travels through the transmission and distribution systems to a customer site
- How system operators decide what types of generation to schedule and when, and why this process can result in huge swings in electricity prices
- Which segments of the industry are regulated and why, and how the regulatory process really works
- How a utility's rates are determined
- The various types of market structures and how they differ
- How electricity deregulation has changed the business and what to look for in the future
- Who the key industry participants are and the strategies they employ to be successful
- How physical and financial strategies are used to make money and manage risk
- The key forces likely to drive future evolution in the electric business
- A history of solar's development in the utility industry
- Strategically important context and solutions for distributed and centralized solar projects
- How you can be a better business partner with utilities and gain strategic advantage in project development and execution
- Utility perspectives on the short- and long-term impact of solar and its potential

[Space is limited - Register today!](#)

Questions? Contact Michelle Allgauer, [202.559.1535](tel:202.559.1535) or mallgauer@solarelectricpower.org.