

Infrastructure Finance Conference **Utility Track**  
October 28<sup>th</sup>:

8:00 am: ***Why Regionalize? How do you Regionalize?  
Lessons learned for those that tried...***

Speakers: Scott Verhines, GCC Engineering, Greg Gates, CH2M HILL, Ruidoso, Ruidoso Downs, Molzen Corbin

Facilitator: Jennifer Martinek, CH2M HILL

Learn from the communities that are going through the process of regionalizing their utilities. Get the answers to the frequently asked questions that communities face when thinking of regionalizing from return flow credits to funding options. Learn case stories of the success of the Lower Rio Grande Authority, how Eastern New Mexico is working together to secure their water future, and how Ruidoso and Ruidoso Downs are working together to meet the needs of their new NPDES permit for wastewater treatment.

10:30 am: ***How to set rates in a down economy – Martha to lead***

A century ago, the average American used only about 10 gallons of water a day to drink, cook, clean, and bathe. Today, Americans use 100 gallons a day per person on average. Throughout our nation, public utility infrastructure systems are reaching the end of their life expectancy, constant economic and population growth create a high demand on our resources and regulatory requirements are also a driving factor to the cost of utility services. Public utilities, regardless of size, generate their revenues from the sales of their services. Charging customers for the actual cost of services, water or wastewater, is the only mean utilities can generate the revenue needed to cover the costs of operation, treatment, storage, and plan for future investments. The concept of recovering the costs of running a utility through user charges is called "full-cost pricing".

Ideally, full-cost pricing:

Ensures rates are a sufficient and stable source of funds  
Ensures the system's financial health  
Provides information on costs to customers  
Promote conservation

1:30 pm – ***It pays to be “up” on funding in a “down” economy!***

Speakers: Invited Richard Rose, NMED CPB, Kevin Powers, RBC Capital Markets, Steve Metro, WCI

An overview of many of the common and not so common funding options available for the financing of infrastructure projects in New Mexico. Now, more than ever, entities need to be aware of the full range of funding mechanisms available in order to arrange bridge, match or primary funding of capital projects

Funding methods will be identified, evaluated, compared and discussed by a panel of recognized authorities in infrastructure financing. A handout covering the material will be distributed and the panel will be available to address your questions

3:00 pm:

***BREAKING NEWS!!! Current Events:***

Speakers: Alysia Leavitt, NMED CPB, Andy Edmondson, NMED DWB, Graham Knowles, NMED CPB, Karen Gallegos, NMED Water and Wastewater Infrastructure Development Division Director, Jim Chiasson, NMED CPB, Dave Maxwell, Engineers, Inc, and others TBA

A series of short presentations on the latest news and trends in New Mexico that affect utilities and funding. Each presenter will allow time for questions and answers. This session will bring participants up to date on the very latest utility infrastructure news. Topics will include:

- A Clean Water Act and Ground Water Rule update
- Asset Management for Sustainability
- Latest Stimulus News
- Efforts in New Mexico to streamline the environmental review process
- A new tool for estimating consulting fees
- Santa Fe Watershed Association and Tetra Tech