



# Rate Design & Pricing

Small-Water-Systems Finance Series – Part 2

March 17, 2021 — 2:00–3:00 PM ET

Rates are the primary way that most drinking water utilities generate revenue. Once water utilities have calculated their financial needs for this year and beyond, they are faced with a number of policy decisions on how best to structure rates to meet that financial need. This webinar will use real life examples from water utilities to describe these policy decisions. How can we translate our financial needs into prices? How should costs be divided between the base charge and the usage charge? Should residential customers be charged differently from commercial customers? The webinar will also discuss how to communicate necessary rate changes to the public.

## Registration\*

Fee: No cost to attend

Register at <http://ctt.nonprofitsoapbox.com/2021gleic-rates-0317>

Questions? E-mail [ctt@mtu.edu](mailto:ctt@mtu.edu)

*This webinar is presented by the Great Lakes Environmental Infrastructure Center (GLEIC), the Environmental Finance Center (EFC) for EPA Region 5.*

\*Required for fulfillment of continuing education (Center for Technology & Training policy: [ctt.mtu.edu/ContinuingEducation](http://ctt.mtu.edu/ContinuingEducation)). No-shows/cancellations within three business days of the event are charged the full registration fee; substitutions accepted. Accommodation requests related to a disability should be made by ten business days prior to the event to [ctt@mtu.edu](mailto:ctt@mtu.edu). Michigan Technological University is an Equal Opportunity Educational Institution/Equal Opportunity Employer that provides equal opportunity for all, including protected veterans and individuals with disabilities.

## Presenters

**Glenn Barnes** is director of Water Finance Assistance. He provides educational programs and technical assistance to drinking water utilities across the country on finance and management topics. In particular, Barnes' work focuses on financial planning, rate setting, water affordability, workforce planning, and data driven decision making for small utilities, tribal utilities, and non-community water systems. Barnes holds a Bachelor of Arts in English Literature and a Master of Public Administration.



**Great Lakes  
Environmental  
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*The Center for Technology & Training (CTT) at Michigan Technological University houses the Great Lakes Environmental Infrastructure Center (GLEIC).*