

# Business & Technology Update



Thursday, March 24, 2022 | [coop.com](#) | [BTS Portfolio](#) | [Contact](#) | [Archive](#) |

## Business Insights Webinars – Start TODAY

Join us for our next three Business Insights webinars:

***Assessing Indeterminant Loads - Today, March 24, 2-2:50 p.m. ET***

NRECA's Director of Market Rates, Allison Hamilton will lead a discussion on evaluating indeterminant loads and establishing business processes to account for them.

***Workforce Revolution: What's (Really) Behind Performance & Satisfaction - March 31, 2-2:50 p.m. ET***

NRECA's Director, Human Capital Planning & Compensation, Delaine Orendorff, will lead a discussion about leading during the "workforce revolution" that is currently underway.

***Market Segmentation: Amplifying Your Message for Success - April 7, 2-2:50 p.m. ET***

NRECA's Director, Consumer Analytics & Market Research, Mike Sassman will help us understand how to use consumer segmentation to align your programs and communications to your consumer-members' motivations.

- [More Information](#)
- [Contacts: Allison Hamilton, Delaine Orendorff and Mike Sassman](#)

## Join NRECA Consortia for Infrastructure Bill Opportunities

NRECA secured important wins for electric cooperatives in the \$1 trillion bipartisan infrastructure package, including nearly 30 funding opportunities for which electric co-ops can apply. To support our members, NRECA is establishing co-op consortia to maximize potential access to certain funding opportunities and build momentum behind co-op efforts. Recognizing that electric co-ops are stronger together, this collaboration provides an advantage in pursuit of infrastructure funds. Initially, five specific consortia are being developed based on currently identified opportunities and co-op interest: Electric Vehicles, Microgrids, Cybersecurity, Grid Resilience and Reliability, and Smart Grids and Data. More may be added at a later time. Find out additional details about this opportunity and how you can join the consortia in the document linked below:

- [Further Details](#)
- [Contacts: Paul Breakman and Emma Stewart](#)

## Virtual RUS Engineering Seminar – Mar. 29

A virtual event held in conjunction with TechAdvantage® Experience, the 2022 RUS Engineering Seminar reviews "hot button" issues, industry trends, and provides updates on the latest RUS initiatives. Join us on **March 29 at 10:00 a.m. - 3:00 p.m. ET** for this opportunity to learn what is going on at an agency that has been serving

the co-op community for many years. It is ideal for engineering and management professionals. A certificate of participation will be provided at the conclusion of the web conference for use by those seeking continuing education units (CEUs).

- **Registration**
- Contacts: [Mary Ackleson](#) and [Kelly Starzec](#)

## Calculating the Costs of Improving Cyclic Performance of Natural Gas Power Plants

The rise of competitive power markets together with growing variable renewable generation are forcing natural gas combined cycle gas turbine (CCGT) power plants into a reactionary posture, where they operate in a cycling manner instead of running as baseload. CCGT power plants accumulate damage and degradation in key components during every start-up and shutdown – eventually leading to failure and reduced availability. This new NRECA *Surveillance* series summarizes CEAT's report *Optimization of Natural Gas Fired Combined Cycle Gas Turbines Power Plant Modifications to Improve Cycling Performance*, reviewing the adaptations that electric cooperatives can make to natural gas CCGT power plants to decrease failure mechanisms and improve their availability, and to rank those adaptations in terms of cost effectiveness. Our fourth and final article in the series explains how to calculate cost estimates for three categories of plant modifications, as well as their economic value.

- **Article**
- Contact: [Dan Walsh](#)

## Overcoming Barriers to Cybersecurity Information Sharing

Information sharing regarding cybersecurity threats is of paramount importance. Based on input from cooperatives who participated in our *Rural Cooperative Cybersecurity Capabilities* (RC3) Program Summits, our new advisory series reviews what information to share, when and how, as well as common barriers facing cooperatives and how to alleviate them. Find the link to the advisory series below, and also visit our recently updated [RC3 website](#) for more resources on cybersecurity.

- **Cybersecurity Information Sharing Advisory Series Website**
- **RC3 Website**
- Contacts: [Ryan Newlon](#) and [Will Hutton](#)

## Major Shifts in Cooperative 2020 Retail Fuel Mix Due to COVID

NRECA's most recent analysis of the cooperative retail fuel mix shows that while U.S. retail electric sales declined in 2020 due to COVID-19, electric cooperatives' sales did not decline as significantly as the rest of the industry. Natural gas surpassed coal as the largest source of power for co-ops for the first time, while the share of power from renewables hit record levels in 2020. Coal is expected to rebound somewhat in the 2021 co-op retail mix due to higher gas prices and increased electricity demand, while renewable growth is expected to continue to accelerate. Read more details in this new advisory:

- **Advisory**

- Contacts: [Michael Leitman](#) and [Lauren Khair](#)

## TechAdvantage® Sessions Available On Demand with ENCORE

NRECA members can experience the TechAdvantage Conference right from your home or office, including many of the sessions with our Business and Technology Strategies staff, with **TechAdvantage ENCORE**. This exciting on demand option offers audio and slide recordings of conference sessions. Access them anytime, anywhere – from your mobile device – so you won't miss out on the action! *Note: Registrants for the in-person TechAdvantage Experience received access to ENCORE as part of their conference registration.*

- **More Information and Registration**
- Contact: [Mary Ackleson](#)

## New OASIS Program Provides Energy Storage Resources for Cooperatives

Electric cooperatives operate a large number of fossil power plants in the U.S. and can greatly benefit from advanced energy storage technologies but face various technical and financial barriers. Through a cooperative agreement between NRECA and the U.S. Department of Energy's National Energy Technology Laboratory (NETL), the new *Outreach for Advance Storage Integration and Support* (OASIS) program is aimed at overcoming these barriers, increasing the adoption of storage technologies and contributing to the nation's power security and economic growth. Through OASIS, NRECA will provide its members with access to educational resources, to help empower them to integrate new energy storage technologies with their generation systems. Find out more at our new website:

- **OASIS Website**
- Contacts: [Dan Walsh](#), [Anantha Narayanan](#), and [Tolu Omotoso](#)

## Federal Funding Opportunities Webinar – Apr. 20

Join us on **April 20 at 2:00 p.m. ET** for the next session in our free monthly webinar series highlighting federal grant and other funding opportunity announcements (FOAs) and opportunities available to NRECA members. Formerly called the *Research Funding Opportunities* webinar series, these 30-minute sessions share information on NRECA research initiatives and upcoming funding opportunities in which cooperatives may want to participate, including new opportunities with the infrastructure law. Subsequent sessions are scheduled for **May 18** and **June 15**. Past webinars are available to members **On Demand**.

Also join our new professional community to stay up to date on research funding developments. Through this community, we will have member discussions and share ongoing updates on research and new funding opportunities as they become available. To participate, send an email request to [ResearchFunding@nreca.coop](mailto:ResearchFunding@nreca.coop).

- **Webinar Registration**
- Contact: NRECA Team at [ResearchFunding@nreca.coop](mailto:ResearchFunding@nreca.coop)

## Co-op Economic Outlook Webinar: May 5

Join NRECA economic and investment experts **May 5 at 2 p.m. ET**, as they continue their quarterly discussion highlighting the latest issues expected to shape the economic health of electric cooperative communities in 2022. This free series covers key economic indicators, insights on economic growth, and the latest trends and implications for rural areas and the broader U.S. economy. Discussion will align with topics covered in the latest *U.S. Rural Economic Outlook* report – labor market conditions, supply chain issues and more.

- **More Information and Registration**
- U.S. Economic Outlook Report: **Q4 - 2021**
- Contact: [Brian Sloboda](#)

## Technology Planning and Decision Making Course Available at 2022 Cooperative University

This one-day course helps attendees develop an understanding of, and gain practice with, the core competencies now required of everyone in the cooperative organization to ensure that technology is applied effectively. It introduces a proven technology planning process, best management practices, tools and resources crucial for effective technology planning and decision making. Join us on **Wednesday, June 22, 8 a.m. - 4 p.m.**

- **Registration**
- Contact: [Brienne McIntyre](#)

### UPCOMING EVENTS

- **RUS Engineering Seminar - Associated with TechAdvantage**  
Virtual Event  
March 29: 10 a.m. - 3:00 p.m. ET
- **Cooperative University**  
Nashville, TN  
June 20-24

### WEBINAR OPPORTUNITIES

#### Webinars & Virtual Seminars

- **Business Insights: Assessing Indeterminant Loads**  
March 24, 2-2:50 p.m. ET
- **RUS Engineering Seminar - Associated with TechAdvantage**  
March 29: 10 a.m. - 3:00 p.m. ET
- **Business Insights: Workforce Revolution: What's (Really) Behind Performance & Satisfaction**  
March 31, 2-2:50 p.m. ET

- **Business Insights: Market Segmentation: Amplifying Your Message for Success**  
April 7, 2-2:50 p.m. ET
- **Federal Funding Opportunities Series**  
April 20, 2:00 p.m. ET
- **Co-op Economic Outlook Webinar**  
May 5, 2:00 p.m. ET

**On Demand**

- **ENCORE On Demand Offering for TechAdvantage Experience 2022**  
Online Until: April 30
- **Federal Funding Opportunities Series** (formerly Research Funding Opportunities series)
- **Leading Through the Workforce Revolution**
- **Co-op Economic Outlook Webinar Series: July 22, 2021**
- **Grid Operations & Innovation Series: Wood Pole Production and Quality Assurance**
- **Grid Operations & Innovation Series: Wood Poles: The Growing Need for a Supply Chain Strategy**
- **Business Insights Series: Enterprise Risk Management: It's a Good Fit for Your Co-op**
- **Business Insights Series: Market Segmentation**
- **Business Insights Series: Using Performance-Based Frameworks to Deliver Consumer Value**
- **Emerging Tech Series: Wind Hybrid Power Plants as an Emerging Energy Resource Option**
- **Emerging Tech Series: Utility Uses for Augmented and Virtual Reality**
- **Emerging Tech Series: EV Trends and Consumer Perspectives**
- **Broadband and Digital Infrastructure Summit**
- **New Funding Available for Co-ops Serving Military Communities**
- **The Power of Partnership: Solar Webinar Series – Vol. 1**
- **The Power of Partnership: Solar Webinar Series – Vol. 2**
- **Measuring Co-op Response to COVID-19: Key Take-Aways and Action Items**
- **RC3 Online Cybersecurity Self-Assessment Program**
- **Integrated Vegetation Management (IVM)**
- **Series: Mitigating Bird Issues**

See past issues of *Business and Technology Update* in our [archive on cooperative.com](#).

**Discover the value of NRECA membership. Learn more.**

This is a promotion from the National Rural Electric Cooperative Association  
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