

# Introduction to SAG Net-to-Gross Meeting #3

September 17, 2025 Large Group SAG Meeting

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# Administrative Reminders

## Meeting Materials

- All Net-to-Gross process meeting materials will be posted on the [2026 NTG page](#) of the SAG website

## Meeting Notes

- SAG meetings are not recorded - discussion will be captured in written notes
- Meeting notes will identify follow-up items

## Meeting Discussion

- There will be an opportunity for questions and discussion during each evaluator presentation
- If you have a question or comment, please raise your hand or add a question to the chat

## Webex Name

- Update your name in the Webex participant list to include your first + last name, and company or organization



# Meeting Best Practices

## Listen and speak with an open mind

- Seek first to understand, then to be understood
- Collaboration and inclusive participation are goals of the SAG
- Keep your phone or computer audio muted if you are not engaging in the discussion
- Be patient when listening to others speak; do not interrupt
- Avoid using acronyms or phrases that may be misunderstood
- Use professional and respectful language when participating

**Reminder:** The Net-to-Gross update process is an opportunity to reach consensus on ratios - compromise may be needed from participants

# NTG Update Process

- Annual SAG process required by the Policy Manual to discuss NTG ratios prepared by independent evaluators
  - ❖ Evaluators share initial recommended ratios **by September 1**
  - ❖ During the month of September, interested SAG participants review and discuss ratios
  - ❖ NTG ratios must be finalized **by October 1**
  - ❖ NTG ratios finalized by October 1 will be effective for the program year **beginning on January 1, 2026**
  - ❖ All meeting materials for the NTG process posted on a dedicated page on the SAG website: <https://www.ilsag.info/policy/net-to-gross-framework/evaluator-ntg-recommendations-for-2026/>

# NTG Update Process

- **Consensus**

- ❖ The goal is to reach consensus on all NTG values for the 2026 program year
- ❖ If the SAG reaches consensus regarding an appropriate NTG value, that value will be used for 2026, even if it differs from the evaluators' initial recommendation

- **Non-Consensus**

- ❖ If consensus on a NTG value cannot be reached by SAG, then the evaluators' final recommended value will be deemed for the upcoming program year
- ❖ In developing the evaluators' final recommended deemed NTG ratios, evaluators review SAG feedback, take into account all comments and discussions, with the intent of making their best estimate of future actual NTG ratio values for the upcoming program year

# Purpose of NTG Meetings #3 and #4

- To follow-up on open issues, discuss additional questions (if any), and discuss consensus on NTG ratios / values
  - ❖ **Meeting #3:** Wednesday, September 17 (10:00 - 12:00)
    - Discuss follow-up items from Sept. 10 meeting
    - Continue discussing consensus - discuss whether there are any remaining follow-up items
  - ❖ **Meeting #4:** Wednesday, September 24 (10:00 - 12:00)
    - Finalize consensus
- By October 1, evaluators will prepare final NTG spreadsheets for each utility. Final spreadsheets are [posted on the SAG website](#), and circulated to SAG.

# Questions?

SAG Facilitation: [Celia Johnson Consulting](#)

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