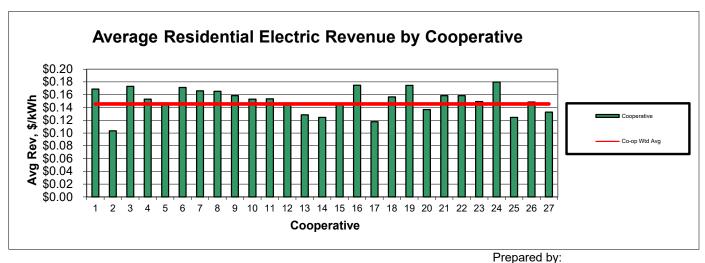
# Average Residential Electric Revenue - Preliminary For RECs in Kansas For the Year Ending December 31, 2021

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					Avg Mo.	Avg Mo.	Avg	Diff from
		Residential	Residential	Residential	Revenue/	kWh/	Revenue	Co-op
	Cooperative	Consumers	MWh Sold	Revenue, \$	Consumer, \$	Consumer	\$/ kWh	Avg, %
1	4 Rivers	8,544	100,323	16,920,499	165.03	978	0.1687	15.9%
2	Alfalfa	2,895	54,100	5,593,526	161.01	1,557	0.1034	-28.9%
3	Bluestem	5,689	70,799	12,258,063	179.56	1,037	0.1731	19.0%
4	Brown-Atchison	2,796	30,087	4,607,062	137.31	897	0.1531	5.2%
5	Butler	6,772	102,059	15,005,515	184.65	1,256	0.1470	1.0%
6	Caney Valley	3,563	32,572	5,576,337	130.42	762	0.1712	17.7%
7	CMS	1,970	23,169	3,847,973	162.77	980	0.1661	14.2%
8	Doniphan	1,378	14,957	2,470,696	149.41	905	0.1652	13.5%
	DSO	7,190	89,260	14,145,806	163.95	1,035	0.1585	8.9%
10	Flint Hills	4,185	51,026	7,805,372	155.42	1,016	0.1530	5.2%
11	FreeState	17,119	219,646	33,740,466	164.24	1,069	0.1536	5.6%
12	Heartland	8,642	109,846	16,156,088	155.79	1,059	0.1471	1.1%
13	Lane-Scott	2,227	23,772	3,052,169	114.21	890	0.1284	-11.8%
14	Midwest Energy	29,768	315,788	39,330,663	110.10	884	0.1245	-14.4%
15	Nemaha-Marshall	3,373	38,076	5,542,647	136.94	941	0.1456	0.1%
	Ninnescah	2,080	16,564	2,897,082	116.07	664	0.1749	20.2%
17	Pioneer	5,033	61,851	7,275,894	120.47	1,024	0.1176	-19.2%
18	Prairie Land	13,719	133,737	20,933,047	127.15	812	0.1565	7.6%
19	Rolling Hills	5,941	66,409	11,585,441	162.51	932	0.1745	19.9%
20	Sedgwick County	6,045	93,630	12,789,051	176.30	1,291	0.1366	-6.1%
	Southern Pioneer	12,550	115,750	18,354,169	121.87	769	0.1586	9.0%
	Sumner-Cowley	3,311	48,074	7,624,966	191.91	1,210	0.1586	9.0%
23	Tri-County	13,100	144,819	21,622,411	137.55	921	0.1493	2.6%
24	Twin Valley	2,131	25,354	4,562,135	178.40	991	0.1799	23.6%
25	Victory	13,884	141,240	17,571,364	105.47	848	0.1244	-14.5%
26	Western	5,852	59,146	8,774,619	124.95	842	0.1484	2.0%
27	Wheatland	20,451	209,395	27,813,687	113.33	853	0.1328	-8.7%
	Total	210,208	2,391,447	347,856,748				
	Weighted Average				137.90	948	0.1455	
	Median				149.41	941	0.1531	

Note: Southern Pioneer is not a cooperative, but a wholly-owned subsidiary of Pioneer and operated as a not-for-profit utility.



Source: 2021 RUS/CFC Form 7



#### LANE-SCOTT ELECTRIC ENERGY SALES STATISTICS FOR APRIL 2022

	1		<u> F ELECTRIC E</u>	NENGI SALE	SSIATISTICS	FUR APRIL 2		7.T.D.	G.4.7.5		
GV 4 GG GF	NO. REC			act D		- D. I. V. E. E.		Y.T.D	SALE		
CLASS OF SERVICE	SERV			SOLD		T BILLED		ERAGE	PRICE		
	Y.T.D.	THIS	THIS		THIS		kWh		PER kWh		
	AVG.	MONTH	MONTH	Y.T.D.	MONTH	Y.T.D.	USED	AMOUNT	Y.T.D.		
Residential Sales	2,219	2,213	1,412,457	7,216,845	\$196,688	\$937,157	813	\$105.58	12.99		
Residential Sales-Seasonal	47	46		29,117	\$1,975	\$8,127					
Irrigation Sales	333	331	1,069,826	1,322,283	\$85,507	\$109,742					
Small Commercial	1,863	1,857	4,150,075	17,067,642	\$440,626	\$1,894,805	2,290	\$254.27	11.10		
Large Commercial	175	175	, ,	10,970,074	\$291,461	\$1,313,170	15,694	\$1,878.64	11.97		
Public Street Lighting	13	13		143,784	\$4,860	\$19,666					
Public Building Sales	48	48		149,470	\$4,205	\$19,811					
Non-Domestic	1,061	1,059	148,116	747,767	\$37,748	\$154,365					
City of Dighton	1	1	585,379	2,682,406	\$43,826	\$185,067	670,602	\$46,266.75	6.90		
Idle Services on rate 90	25	18		0	\$535	\$2,047					
Large Industrial	3	3	2,849,120	11,686,950	\$219,474	\$1,090,912	973,913	\$90,909.33	9.33		
Irrigation Horsepower Charges	0			0		\$303,560					
Total Energy Sales	5,787	5,764	12,755,462	52,016,338	\$1,326,905	\$6,038,429			11.61		
Other Electric Revenue					\$18,789	\$145,830					
Total					\$1,345,694	\$6,184,259					
			S	UBSTATION I		1 1 7 1 7 1 1					
Substation			(NCP)KW	kWh Purchased	Cost Per kWh	kWh Sold	Line Loss	Load Factor-P	Load Factor-S		
Beeler-Sub 3			6,307	3,525,300	000010110111	3,120,619	11.48%	77.63%	68.72%		
Dighton-Sub 1 - 7200			1,781	1,066,928		976,262	8.50%	83.20%	76.13%		
Dighton-Sub 2 - 14400			4,334	2,788,262		2,720,316	2.44%	89.35%	87.18%		
Manning-Sub 4			5,530	3,161,814		2,988,693	5.48%	79.41%	75.06%		
LS Seaboard-Sub 5			195	97,159		91,808	5.51%	69.20%	65.39%		
Twin Springs Lo 7.6-Sub 7			263	152.208		118,922	21.87%	80.38%	62.80%		
Twin Springs Hi 14.1-Sub 8			220	111,948		100,796	9.96%	70.67%	63.63%		
City of Dighton			1,219	496,054	7.3800	496,054	0.00%	56.52%	56.52%		
City of Dighton - WAPA			155	89,325	3.1200	89,325	0.00%	80.04%	80.04%		
Alexander 115			2,893	741,411	3.1200	691,658	6.71%	35.59%	33.21%		
Ness City 115			4,246	1,298,792		1,361,009	-4.79%	42.48%	44.52%		
Total			27,143	13,529,201	6.0400	12,755,462	5.72%	69.23%	65.27%		
RUS/CFC LOAN FUND T	DANSACT	TONS	27,143	MISC.	0.0400	12,733,402		TATISTICS	03.277		
RUS/CFC LOAN FUND I	KANSACI	10113		MISC.		I	OTHERS	Y.T.D	M.T.D.		
Gross Obligation to RUS	\$	54,111,889	General Fund Bala	nnca	<b>\$53.376</b>	Miles Energized		2046.39	WI.T.D.		
Pymts Applied Against Principal		20,424,536	MMDA Investmen		\$283,119			2.82			
Net Obligation to RUS	*	33,687,353	Cash Available at		+, -	kWh Purchased		55,412,598	13,529,201		
CFC Line of Credit	\$	-	Cash Avallable at	MINIMI LIIU	φ330,493	kWh Sold (Inc. Of	fice Use)	52,049,469	12,761,766		
CoBank Line of Credit	\$	-	CFC Investments	CD SN MTN	\$5 752 00 <i>5</i>	Percent of Line Lo	,	6.07%	5.67%		
CFC Note #9004-RUS refinance	\$	5,408,630	CFC Investments	- CI , BIN, IVIIIN	, ,	Idle Services	00	299	3.0770		
CFC Note #9004-ROS Prepymt	\$	238,727	Crc Crc 8		\$221,938	Oper. Revenue Per	· l-Wh Sold	11.88	10.54		
CoBank Note-Feb 21 Winter Event	\$	1,674,344				Expense Per kWh		11.48	10.54		
Cobank Note-Peo 21 Willief Event	Φ	1,074,344				Income Per Mile	Solu	11.40	657.59		
						Expense Per Mile			722.28		
	]		1	ACCOUNT AG	INC	Expense Per Mille			122.28		
						Davis	0	0 Plus			
¥ ·	A	D 1 1		rent	30-85	Days	9	U F IUS			
	tion Accounts			\$41,489 \$1,039,055		\$2,734		64.162			
	ctric Accounts					\$10,464		\$4,162			
R	etail Accounts	keceivable		\$246,246		\$3,864	\$9,447				

# 2022-Line 25 - Non-Operating Margins

RevElectrician & Mat. ExpElectrician & Mat.	415.1 416.1/.11	January \$41,610.26 \$44,296.05 (\$2,685.79)	February \$39,180.92 \$40,880.21 (\$1,699.29)	March \$58,583.01 \$51,002.11 \$7,580.90	April \$294,540.62 \$270,371.75 \$24,168.87	<b>May</b> \$0.00	June \$0.00	<b>July</b> \$0.00	August	September	October	November \$0.00	December \$0.00	TOTAL \$433,914.81 <b>415.1</b> \$406,550.12 <b>416.1/.11</b> \$27,364.69
RevAppliance Repair ExpAppliance Repair	415.2 416.2/.21	\$13,226.33 \$28,823.68	\$35,074.50 \$28,034.21	\$11,957.94 \$20,145.35	\$16,282.17 \$23,972.95	·	·		•	·	•	·	·	\$76,540.94 <b>415.2</b> \$100,976.19 <b>416.2/.21</b>
RevMember Damages ExpMember Damages	415.3 416.3	\$0.00 \$0.00	\$7,040.29 \$315.00 \$0.00	(\$8,187.41) \$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$24,435.25) \$315.00 415.3 \$0.00 416.3
Finance Charges	415.5	\$0.00 \$144.44	\$315.00 \$214.36	\$0.00 \$94.92	\$0.00 \$299.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$315.00 \$753.50 <b>415.5</b>
MARGIN-Retail	Ī	(\$18,138.70)	\$5,870.36	(\$511.59)	\$16,777.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,997.94
Misc. Income Gain on Disposal Loss on Disposal	421.0 421.1 421.2	\$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$2,947.17									\$0.00 <b>421.0</b> \$0.00 <b>421.1</b> \$2,947.17 <b>421.2</b>
NET NON-OP MARGIN		(\$18,138.70)	\$5,870.36	(\$511.59)	\$19,725.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,945.11
Kalo Michael Mark		Billed Hours L 149 159.5 125 433.5	Currei Unbilled Hours	\$ 85.00 \$ \$ 85.00 \$	1,742.50	517 593 559.5 1669.5	YTD Tonbilled Hours Ho 235 \$ 156 \$ 177.5 \$ 568.5		19,975.00 13,260.00 15,087.50					

78.18% 74.60%

# Operations Report May 2022.

#### Maintenance

Refused transformers and side taps.

Retired Idol services system wide.

Fixed lights system wide.

Worked locate tickets in Ness and Lane Co.

Monthly sub checks.

Changed out crossarm and secondary behind McCracken Fire Department.

Upsized transformers in Brownell and Mull Drilling JJ Nuss lease.

Fixed low hanging wires at Terra Skinners in Brownell.

Started changing out bad poles from pole testers.

Changed out broken poles and rebuilt platform and metering at the Shields elevator.

Hung new meter loop at Lane Scott tower south of town.

Converted 3 phase connect to single phase in McCracken.

Changed out bad transformer on Citation Oil Reed lease.

Replaced bad meter loop on Mendenhall lease.

#### New Connects

Built new 3 phase connect for Stelbar Michaelis-Jansen lease.

Built new 3 phase connect for Jenison Ranch irrigation.

Built new single phase connect for Brookover Feeders crossing sign.

Change out 3 phase pole and build connect for Shakespeare Oil Terry lease.

Set new single-phase poles and build new connect for Stelbar Oil Nuss 1-36 lease.

Build new single phase connect for Mull Drilling Snyder 4-11 lease.

Upsize transformers on K-D Farms irrigation.

Installed new primary underground and set pad mount transformer at Grigston elevator.

# Metering

Change out nonresponsive meters.

Update Meter firmware.

# Other

Delivered bad transformers to Solomon to get rebuilt.

KEC yearly walk thru.

Worked CPR's and material inventory sheets.

Chris and Ben attended KEC safety coordinators meeting.

KEC monthly safety meeting.

KEC accounting and work order training in Great Bend.

2022

<u>Maintenance Inspection Log</u> - to be completed monthly and copy submitted to Richard before the monthly Board meeting.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
es											
st \$39,879.00	\$48,956.00	\$28,990.00	\$38,752.00								
linos											
	80	331	120								
φο το.σσ	ψ/ 00.00	ψο,1 σσ.σσ	Ψ1,210.00								
ed 0	0	1097	1706								
st \$0.00	\$0.00	\$15,664	\$24,360								
		405	400				1				
St \$0.00	\$700.00	1749.00	φ1,944.00								
ed 15	15	15	15	15	15	15	15	15	15	15	15
s? All	All	All	All	All	All	All	All	All	All	All	All
st \$3,235.00	\$3,127.00	\$2,375.00	\$3,458.00								
	1	<u> </u>				<u> </u>	1		<u> </u>		
st \$0.00											
na											
Ψ											
1	•						•				
ce <u>s</u>											
st \$2,261.00	\$1,286.00	\$324.00	\$0.00								
	es 3,986 st \$39,879.00  lines es 70 st \$649.00  ed 0 st \$0.00  ed 15 s? All st \$3,235.00  ections ed 0 st \$0.00  fing ed 0 st \$0.00  ces ed 259	es	Ses   3,986   4,684   2833   \$39,879.00   \$48,956.00   \$28,990.00	es	es	es	es   3,986	es   3,986	### Say ### Sa	3,986	Sept   Sept

# **INFORMATION TECHNOLOGY REPORT**

# IT/COMPLIANCE PROJECTS **COMPLETED** AS OF MAY 2022

- 1. iVue 2.53 upgrade.
- 2. NRECA Cooperative IT Mentoring Program
- 3. AppSuite Annual Meeting Registration testing.
- 4. KEC Accounting Workshop
- 5. Domain disk cleaner.
- 6. Troubleshooting employee software and device issues.
- 7. AppSuite MapView TPK imagery and data file monthly update.

# IT/COMPLIANCE PROJECTS IN PROGRESS AS OF MAY 2022

1. Board room conference project.

# CYBERSECURITY COMPLIANCE REPORT

# CYBERSECURITY/IT PROJECTS **COMPLETED** AS OF MAY 2022

- 1. KEC IT Summit Meeting
- 2. Reviewed NRECA Cybersecurity Work Group Program participation requirements and nomination process. Applied for nomination consideration for the next term renewals.
- 3. Amazon notification on scammers impersonating Amazon shared with employees.
- Microsoft licenses upgrade with Azure Active Directory P1 improved security enhancements.
- 5. Microsoft Office Update patching methods updated, and programming issues resolved.
- 6. Employee awareness of NRECA Community listserv malware.
- 7. Aruba wireless access points device programming.
- 8. Security system networking switch relocate and programming.
- 9. NRECA Cybersecurity Incident Response Plan
- 10. ASP iVue server monthly patching and updates.
- 11. Office 365 threat management daily review and risk mitigation.
- 12. Manage Engine Desktop Central patch management daily review and risk mitigation.
- 13. Cyber Detect Rapid 7 asset vulnerability management and risk mitigation.
- 14. Cyber Detect Insight end user vulnerability management and risk mitigation.
- 15. Cyber Detect Nexpose vulnerability scan.
- 16. US Payment KIOSK monthly server patching and software upgrade.
- 17. Operations and domain server backups and alert warning daily review.
- 18. Applications and windows updates and patching.

#### CYBERSECURITY/IT PROJECTS IN PROGRESS AS OF MAY 2022

- 1. Cybersecurity operating policy.
- 2. Cybersecurity training operating policy.
- 3. Cybersecurity wire fraud operating policy.
- 4. Cyber Defense Firewall full management upgrade.
- 5. Cyber Patch full management upgrade.

#### **Richard McLeon**

From: Nate Burns

**Sent:** Thursday, June 2, 2022 7:21 AM

**To:** Richard McLeon **Subject:** Engineering update

This month we have been busy collecting data for the FEMA events that we experienced on Dec. 15<sup>th</sup> and March 22<sup>nd</sup>. We have an orientation meeting today and will receive our DR # for the March 22<sup>nd</sup> storm. We have made four new oil well connects and two new irrigation connects this month. We have the Underground primary and the transformer set for the Grigston elevator project and are waiting on the electrician to complete their portion so we can energize. The Bazine elevator project has been pushed out two to three years due to cost overruns and materials availability. They do plan on consolidating their two Milo ground piles into one connect this year. I am working with the contractor for a Family Dollar/Dollar Tree retail site to be installed in Ness City. I hope to have the details worked out and the contract finalized soon. We completed the replacement of the leaking actuator towers on the circuit switcher in the Alexander substation. We worked closely with both Sunflower and Midwest electric on this project and will be receiving post installation test results from Sunflower.

Nate Burns

Engineering Coordinator Lane-Scott Electric (620) 397-5327 O (620) 397-8063 C (best)

#### Substation NCP and CP from Sunflower Determinants

NCP KW									2022						NCP %
Substation	Recorder ID	Substation capacity (kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	capacity (kW/kVa)
Beeler	SF02 BEELER	28000	6,064	6,207	6,107	6,307									21.7%
Dighton 14400	SF02 DIGH14400	28000	5,160	5,031	5,001	4,994									18.4%
Dighton 7200	SF02 DIGH7200	22400	2,361	2,362	2,245	2,519									10.5%
Manning	SF02 MANNING	25000	4,794	4,881	4,939	5,530									19.2%
Manning B	SF02 MANNINGB	7500	0	0	0	0									0.0%
LS Seaboard	SF02 SEABOARD	billing	249	258	254	195									
Twin Springs 14000	SF02 TSPRGS14	11300	270	273	236	220									2.4%
Twin Springs 7200	SF02 TSPRGS72	11300	179	186	261	263									1.6%
Dighton WAPA	SFWP DIGHTON	billing	156	138	136	155									
Dighton - West	SF02 DIGHTCTYW	1500	323	316	341	317									21.5%
Dighton - North	SF02 DIGHTCTYN	1500	504	493	424	421									33.6%
Dighton - South	SF02 DIGHTCTYS	1500	637	631	532	660									42.5%
City of Dighton	SFS2 DIGHCTY	billing	1,219	1,240	1,099	1,220									
Alexander 115 Sub	MK02 ALEXAN	20000	2,162	1,597	1,500	2893									10.8%
Ness City 115 Sub	MK02 NESS115	20000	4,460	3,580	4,674	4246	·								22.3%
Non-Coincidential Peak	c		28,538	27,193	27,749	29,940	0	0	0	0	0	0	0	(	0

CP KW									2022						NCP %
Substation	Recorder ID	Substation capacity (kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	capacity (kW/kVa)
Beeler	SF02 BEELER	28000	5,395	5,768	5,178	5,711									19.3%
Dighton 14400	SF02 DIGH14400	28000	3,970	4,326	4,866	4,780									14.2%
Dighton 7200	SF02 DIGH7200	22400	2,302	2,288	2,115	2,445									10.3%
Manning	SF02 MANNING	25000	4,073	4,803	4,645	4,433									16.3%
Manning B	SF02 MANNINGB	7500	0	0	0	0									0.0%
LS Seaboard	SF02 SEABOARD	billing	198	225	217	167									
Twin Springs 14000	SF02 TSPRGS14	11300	217	214	191	195									1.9%
Twin Springs 7200	SF02 TSPRGS72	11300	136	164	125	256									1.2%
Alexander 115 Sub	MK02 ALEXAN	20000	646	1,543	0	1293									3.2%
Ness City 115 Sub	MK02 NESS115	20000	4,449	3,580	4,554	2606									22.2%
Sum	of CP	21.386	22.911	21.891	21.886	0	0	0	0	0	0	0	)	0	

City of Dighton NCP				2022 NC											NCP %
Substation	Recorder ID	Substation capacity (kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	capacity (kW/kVa)
Dighton WAPA	SFWP DIGHTON	billing	156	138	136	155	0	0	0	0	0	0	0	C	)
Dighton - West	SF02 DIGHTCTYW	1500	323	316	341	317	0	0	0	0	0	0	0	С	0.0%
Dighton - North	SF02 DIGHTCTYN	1500	504	493	424	421	0	0	0	0	0	0	0	С	0.0%
Dighton - South	SF02 DIGHTCTYS	1500	637	631	532	660	0	0	0	0	0	0	0	C	0.0%
City of Dighton	SFS2 DIGHCTY	billing	1,219	1,240	1,099	1,220	0	0	0	0	0	0	0	С	)
		4500	1,464	1,440	1.297	1.398	0	0	0	0	0	0	0		0.0%

Sunflower Billing Summary
City of Dighton @ 2% Subtract from WHM

Demand (off of CP) Energy purchased

capacity	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
	1,329	1,368	1,145	1283									
178000	20,057	21,543	20,746	20,603	0	0	0	0	0	0	0	0	0.0%
	14,188,752	12,585,333	13,012,284	12,943,820									

- 1. I presented our high school Continuing Education Scholarship Winners at Dighton and Ness City's awards nights.
- 2. CoBank Sharing Success Grant: Our winners were approved by CoBank, and I am in the process of presenting all of them with their checks and taking pictures of the winners for publication.
- 3. The Annual Food Drive Event is complete! All of the schools did an excellent job of collecting. The Ness County Food Bank, located in Ransom said this is the largest donation they have ever received at one time! The Western Plains South Elementary School K-5<sup>th</sup> grades contributed 208 items, Western Plains North K-5<sup>th</sup> 835 items, and Ness City Elementary who participated for the first time this year collected 427 items. The Dighton Elementary School PreK 6<sup>th</sup> grade students collected 2,034 items that were donated to the Lane County Food Bank in Dighton. I provided pizza parties to the winning classes at the 4 different schools as well as provided a treat for everyone who participated.
- 4. Board of Trustee positions: The application period ended May 27<sup>th</sup>. There were no additional applicants interested other than the incumbents.
  - \*Since we don't have bylaw revisions, and there are no opposed positions, we can conduct the election at the Annual Meeting without ballots to turn in.

#### 5. Annual Meeting:

- a. Member Reports deadline is tomorrow to be sent out July 1st.
- b. We are having a go at electronic registration at the annual meeting this year. I have been working with Carrie on the process. QR codes will be printed on each members registration card in their annual report. We will have 2 laptops (2 lines) and the QR codes will be scanned to confirm registration, if members don't bring their card the members name is typed in and the software will recognize them.
- 6. Infrastructure Grants and FEMA BRIC Grants: Richard has tasked me with submitting grants for the highly competitive grants for infrastructure hardening, specifically replacing poles with steel poles in specified locations. I have been researching and sitting in on available webinars for these Grants as well as working with Emergency Management on the FEMA grants.
- 7. Normal monthly KCL, social media posts, website updates, new member e-mail series, newsletter e-blast.

#### May Warehouse Report

#### **Total Inventory Dollars on Hand for May:**

Line Material--\$216,823 Inventory Turns—1.510

Resale Material--\$217,077 Inventory Turns—0.774

#### **Generac Update:**

The most recent update from Generac showed lead times shrinking to around 20 weeks. We will wait and see if this rings true with the units that have been on order for some time. Michael has been doing his recertification training online for the air-cooled generators. Warranty work has slowly picked up. This is a learning curve for the guys, but as we move forward the process should get easier.

### **Inventory to be Billed/Future Margins:**

8 Generac generators: \$90,000 average gross/\$20,000 average net margin

12,000' Duct: \$30,500 gross/\$10,000 net margin

#### **Electrician Update:**

We continued to receive multiple calls for work needing done in May. We received the panel board for the Lane County Fairgrounds, with the work planned to start after wheat harvest. We had two members call who are building new grain bins this summer that we will run power to hopefully before fall harvest. Lane County Feeders continues to be a big job that is helping to increase our margins.

#### **HVAC Update:**

Service calls were hit and miss through the month. Mark has been able to get several season checks done and hopes to have them complete before he is off for surgery. One new system was sold installed this month. Due to the new normal, some parts have been difficult to find and pricing has increased significantly on some items such as refrigerant.

#### Line Material:

As it is with everything, certain items on the line side are getting increasingly difficult to locate. Pole quotes consistently come in with a 5-6 week lead time and anything made with fiberglass has pushed out to over 40 weeks. Transformers are only getting worse as well, with the last quote received putting rebuilt transformers 52-86 weeks out from time of order. Another challenge we are facing with transformers is the cost. On average, we are looking at costs that have doubled or tripled compared to a year ago.