LANE-SCOTT ELECTRIC ENERGY SALES STATISTICS FOR JULY 2022

	NO. REC		I ELECTRIC E	TILITOT STILL		OT OR UCE 1 20		7.T.D	SALE
CLASS OF SERVICE		kWh S	COLD	A MOLINI	T DILLED		PRICE		
CLASS OF SERVICE	SERV		THIS	SOLD	THIS	Γ BILLED		ERAGE	4
	Y.T.D. AVG.	THIS MONTH	MONTH	Y.T.D.	MONTH	Y.T.D.	kWh USED	AMOUNT	PER kWh Y.T.D.
Residential Sales	2,219		3,314,331	14,779,714	\$417,074	\$1,917,586	952	\$123.48	12.97
Residential Sales-Seasonal	47	48	15,770	63,535	\$3,051	\$15,742	,,,,	Ψ123.10	12.77
Irrigation Sales	333	334	2,758,606	7,246,409	\$275,864	\$683,509			
Small Commercial	1,861	1,859	4,514,025	29,856,099	\$556,136	\$3,426,478	2,292	\$262.99	11.48
Large Commercial	175	174	3,123,493	19,445,329	\$393,946	\$2,387,664	15,913	\$1,953.90	12.28
Public Street Lighting	13		35,946	251,622	\$5,529	\$35,758		41,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Public Building Sales	48	48	47,677	256,967	\$6,641	\$35,547			
Non-Domestic	1,063	1,068	202,735	1,298,205	\$46,395	\$284,616			
City of Dighton	1	1	1,278,440	5,653,301	\$126,524	\$459,634	807,614	\$65,662.00	8.13
Idle Services on rate 90	22	16		0	\$504	\$3,621	, , , , , , , , , , , , , , , , , , ,	. ,	
Large Industrial	3	3	2,675,230	20,952,420	\$257,463	\$1,910,628	997,734	\$90,982.29	9.12
Irrigation Horsepower Charges	0	0		0	\$0	\$303,560	, ,	,	
Total Energy Sales	5,784	5,781	17,966,253	99,803,601	\$2,089,127	\$11,464,343			11.49
Other Electric Revenue	,		, ,	, ,	\$20,211	\$68,783			
Total					\$2,109,338	\$11,533,126			
			S	UBSTATION I		, ,,			I.
Substation			(NCP)KW	kWh Purchased	Cost Per kWh	kWh Sold	Line Loss	Load Factor-P	Load Factor-S
Beeler-Sub 3			6,908	4,256,791		3,959,572	6.98%	82.82%	77.04%
Dighton-Sub 1 - 7200			2,993	1,945,744		1,818,691	6.53%	87.38%	81.67%
Dighton-Sub 2 - 14400			4,381	2,693,789		2,602,193	3.40%	82.65%	79.83%
Manning-Sub 4			7,337	4,356,807		4,188,189	3.87%	79.81%	76.72%
LS Seaboard-Sub 5			260	127,672		124,055	2.83%	66.00%	64.13%
Twin Springs Lo 7.6-Sub 7			371	210,965		198,357	5.98%	76.43%	71.86%
Twin Springs Hi 14.1-Sub 8			384	187,279		175,093	6.51%	65.55%	61.29%
City of Dighton			2,930	1,143,841	9.7800	1,143,841	0.00%	52.47%	52.47%
City of Dighton - WAPA			218	134,599	2.6000	134,599	0.00%	82.99%	82.99%
Alexander 115			2,335	1,166,697		1,106,255	5.18%	67.16%	63.68%
Ness City 115			8,123	2,640,688		2,515,408	4.74%	43.69%	41.62%
Total			36,240	18,864,872	8.7900	17,966,253			66.63%
RUS/CFC LOAN FUND T	RANSACT	TIONS		MISC.			OTHER S	TATISTICS	
								Y.T.D	M.T.D.
Gross Obligation to RUS		54,111,889	General Fund Bala	nnce		Miles Energized		2046.39	
Pymts Applied Against Principal			MMDA Investmen		\$249,535			2.82	
Net Obligation to RUS		33,472,404	Cash Available at	Month End	\$327,208	kWh Purchased		106,296,719	18,864,872
CFC Line of Credit	\$	-				kWh Sold (Inc. Of		99,853,502	17,972,813
CoBank Line of Credit	\$	-	CFC Investments -	- CP, SN, MTN		Percent of Line Lo	oss	6.06%	4.73%
CFC Note #9004-RUS refinance	\$	5,312,100	CFC CTC's		\$221,958	Idle Services		273	
CFC Note #9006-RS Prepymt	\$	191,833				Oper. Revenue Per		11.55	11.74
CoBank Note-Feb 21 Winter Event	\$	1,532,631				Expense Per kWh	Sold	11.83	
						Income Per Mile			1030.76
						Expense Per Mile			1125.73
				ACCOUNT AG					
				rent	30-89	Days	9	0 Plus	
Ę.	tion Accounts			\$239,082		\$17			
	etric Accounts			\$1,765,767		\$34,913		\$7,264	
Re	etail Accounts	Receivable		\$112,719		\$3,382		\$14,279	

2022-Line 25 - Non-Operating Margins

		January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
RevElectrician & Mat.	415.1	\$41,610.26	\$39,180.92	\$58,583.01	\$294,540.62	\$79,209.01	\$107,129.85	\$158,595.57						\$778,849.24 415.1
ExpElectrician & Mat.	416.1/.11	\$44,296.05	\$40,880.21	\$51,002.11	\$270,371.75	\$71,541.70	\$73,861.66	\$123,288.25						\$675,241.73 416.1/.11
		(\$2,685.79)	(\$1,699.29)	\$7,580.90	\$24,168.87	\$7,667.31	\$33,268.19	\$35,307.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$103,607.51
RevAppliance Repair	415.2	\$13,226.33	\$35,074.50	\$11,957.94	\$16,282.17	\$25,711.15	\$4,588.18	\$141.69						\$106,981.96 415.2
ExpAppliance Repair	416.2/.21	\$28,823.68	\$28,034.21	\$20,145.35	\$23,972.95	\$19,638.93	\$9,216.82	\$11,129.62						\$140,961.56 416.2/.21
	'	(\$15,597.35)	\$7,040.29	(\$8,187.41)	(\$7,690.78)	\$6,072.22	(\$4,628.64)	(\$10,987.93)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$33,979.60)
RevMember Damages	415.3	\$0.00	\$315.00	\$0.00	\$0.00	\$0.00	\$3,349.27	\$0.00						\$3,664.27 415.3
ExpMember Damages	416.3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,226.05	\$0.00						\$1,226.05 416.3
	•	\$0.00	\$315.00	\$0.00	\$0.00	\$0.00	\$2,123.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,438.22
Finance Charges	415.5	\$144.44	\$214.36	\$94.92	\$299.78	\$170.55	\$217.99	\$190.73						\$1,332.77 415.5
· ·	•	·	·	•		·	·	·						
MARGIN-Retail		(\$18,138.70)	\$5,870.36	(\$511.59)	\$16.777.87	\$13.910.08	\$30,980.76	\$24,510.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$73,398.90
marcont recun		(\$10,100.10)	ψο,οτο.οο	(ψο τ τ.σσ)	ψ10,777.07	ψ10,010.00	ψου,σου.το	Ψ2-1,010.12	Ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ10,000.00
Misc. Income	421.0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00						\$0.00 421.0
Gain on Disposal	421.1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00						\$0.00 421.0 \$0.00 421.1
Loss on Disposal	421.1	\$0.00	\$0.00	\$0.00	\$2,947.17	\$0.00	\$0.00	\$0.00						\$0.00 421.1 \$2.947.17 421.2
Loss on Disposal	421.2	φυ.υυ	φυ.υυ	φυ.υυ	Φ2,947.17	\$0.00	\$0.00	φ0.00						φ2,947.17 421.2
NET NON-OP MARGIN		(\$18,138.70)	\$5,870.36	(\$511.59)	\$19,725.04	\$13,910.08	\$30,980.76	\$24,510.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$76,346.07
				nt Month				D Total						
			Inbilled Hours				Jnbilled Hours		Total Unbilled Rev					
Kalo		132.5	61			935.5	394.56							
Michael		169.5	29			1068.5	258							
Mark		0	168	\$ 85.00	\$ 14,280.00	726.5	553.5	\$ 85.00	\$ 47,047.50					

53.93% 69.36%

2022

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

1 Overhead lines number/miles	
cost \$39,879.00 \$48,956.00 \$28,990.00 \$38,752.00 \$55,134.00 \$37,531.00 \$36,823.00 2 Underground lines number/miles 70 80 331 120 385 279 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195 195	
2 Underground lines number/miles	
number/miles 70 80 331 120 385 279 195 cost \$649.00 \$785.00 \$3,765.00 \$1,273.00 \$3,371.00 \$3,660.00 3 Poles number inspected 0 0 1097 1706 0 0 0 0 0	
number/miles 70 80 331 120 385 279 195 cost \$649.00 \$785.00 \$3,765.00 \$1,273.00 \$3,371.00 \$3,660.00 3 Poles number inspected 0 0 1097 1706 0 0 0 0 0	
cost \$649.00 \$785.00 \$3,765.00 \$1,273.00 \$3,371.00 \$3,660.00 3 Poles number inspected 0 0 1097 1706 0 0 0 0 0 0	
3 Poles number inspected 0 0 1097 1706 0 0 0	
number inspected 0 0 1097 1706 0 0 0	
cost \$15,664.00 \$24,360.00	
4 Right-of-way	
miles inspected 0 80 105 130 107 119 250	
cost \$0.00 \$785.00 1749.00 \$1,944.00 \$998.00 \$899.00 \$1,510.00	
5 Substations	
number inspected 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15 15	15 15
which ones? All All All All All All All All All Al	All
cost \$3,235.00 \$3,127.00 \$2,375.00 \$3,458.00 \$1,713.00 \$3,919.00 \$3,719.00	
6 DG Interconnections	
number inspected 0 0 0 0 0 0	
cost \$0.00	
7 CT:PT Metering	
number inspected 0 0 0 0 0 0	
cost \$0.00	
8 Line Clearances	
miles inspected 259 280 50 0 80 483 685	
cost \$2,261.00 \$1,286.00 \$324.00 \$0.00 \$1,609.00 \$6,498.00 \$14,236.00	

Operations Report August 2022

Maintenance

Refuse transformers and side taps.

Worked locate tickets system wide.

Fixed lights system wide.

Trimmed trees at Neal George's and Dennis Selfridge.

Built new regulator station on Twin Springs low circuit.

Worked on formal line patrol in Scott Co.

Retired old platform station at the Ness City High School.

Retired single phase line at Dave Albers north of Bazine and in Scott Park.

Changed out bad arresters on side tap by McCarthy Dairy.

Energized new underground and pad mount transformer at Lane Co Feeders.

New Connects

Built new 3 phase connect for Palomino on east Norton circuit.

Built new single phase connect for Tom Tomlinson in Alexander.

Set new riser pole, trenched in primary underground and set pad mount transformer at the Lane Co fairgrounds.

Set new pole and built 3 phase connect for K-D Farms irrigation.

Built new connect for Tallgrass north of Healy.

Built new connect for Family Dollar in Ness City.

Built new single phase connect for Palomino Happy Gilmore lease.

• Pole Change outs.

Changed out 2 single phase poles on the Strait tap.

Changed out 3 phase switch pole south of Ransom.

Changed out 34.5 poles in Ness City by the community building and behind Healzer Tire.

Change out poles for clearance on the East Norton circuit.

Substations

Changed out auto transformers in Twin Springs for proper clearance.

Adjusted regulators in Twin Springs substation.

Changed out OCR's in South Dighton City substation.

Repaired loose connections in West City substation.

Monthly sub checks.

Mowed around all substations.

Other

Changed out bad meters and updated meter firmware.

KEC safety meeting.

Worked on trucks.

Moved Regulators and transformers to north lot.

Hauled scrap wire to Garden City.

Worked CPR's and material inventory sheets.

Helped the electricians set control boxes at Lane Co Feeders.

INFORMATION TECHNOLOGY REPORT

IT/COMPLIANCE PROJECTS COMPLETED AS OF AUGUST 2022

- 1. KEC Supervisor and Manager Development Program August 22-26.
- 2. Implemented into iVue work order process a labor completed date entry that will prevent incorrect time entry on AppSuite ESS time entry.
- 3. Retail Cash Register was implemented, and warehouse supervisor was trained.
- 4. Cash Register MR merchandise return procedures were tested and trained on.
- 5. Mosaic program training and programming.
- 6. Security system retail, truck bay, and Morton building switch programming and testing.
- 7. Annual meeting electronic registration successful.
- 8. Mobile radio meeting to gather information on router communication network requirements.
- 9. ESRI/SQL server upgrade requirements researched in preparation for dual upgrade.
- 10. Budget Pro training and it was decided this project would not be of use at this time.
- 11. Security system settings configuration testing.
- 12. KIOSK driver upgrade.
- 13. NRECA Cooperative IT Mentoring Program.
- 14. Troubleshooting employee software and device issues.
- 15. AppSuite 1.92 version updates.
- 16. AppSuite MapView TPK imagery and data file monthly update.

IT/COMPLIANCE PROJECTS IN PROGRESS AS OF AUGUST 2022

- 1. CIS account purge process.
- 2. Microsoft Active Directory training.
- 3. Fujitsu scanner install and programming.
- 4. Getting quotes for collector battery backups.
- 5. Networking and security system wiring and mapping.

CYBERSECURITY COMPLIANCE REPORT

CYBERSECURITY/IT PROJECTS **COMPLETED** AS OF AUGUST 2022

- 1. NRECA meeting on Cyber Tech workshops.
- 2. Aruba wireless access points network vlan security programming.
- 3. Security system networking switch ordered and programming.
- 4. ASP iVue server monthly patching and updates.
- 5. Office 365 threat management daily review and risk mitigation.
- 6. Manage Engine Desktop Central patch management daily review and risk mitigation.
- 7. Cyber Detect Rapid 7 asset vulnerability management and risk mitigation.
- 8. Cyber Detect Insight end user vulnerability management and risk mitigation.
- 9. Cyber Detect Nexpose vulnerability scan.
- 10. US Payment KIOSK monthly server patching and software upgrade.
- 11. Operations and domain server backups, disk cleaner, and alert warning daily review.
- 12. Applications and windows updates and patching.

CYBERSECURITY/IT PROJECTS IN PROGRESS AS OF AUGUST 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, September 8, 2022 2:29 PM

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

Richard,

This month we have both an ArcFlash study and an SPPC plan in progress with PSE. I have Emailed some data for the ArcFlash and received the out of office auto reply. I will reach out to him again next week. I haven't heard anything from the young man doing the SPPC plan so I will touch base with him also. We have a call with our KDEM/FEMA rep Friday 9/9/22 at 9am. I have all but 3 poles accounted for on the December storm and Myron is running those down for me. I have been working on pole replacements to keep ahead of the crews between new connects. I will begin on Ness county for the March FEMA event next week. I plan on getting this all wrapped up asap to free up time for the Expo project.

Thanks

Nate Burns

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

Substation NCP and CP from Sunflower Determinants

CP KW		2022													
Substation	Recorder ID	Substation capacity (kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NCP % capacity (kW/kVa)
eeler	SF02 BEELER	28000	6,064	6,207	6,107	6,307	6,311	6,855	6,908	6,817					24.7%
ighton 14400	SF02 DIGH14400	28000	5,160	5,031	5,001	4,994	5,577	6,659	5,831	6,549					23.8%
ighton 7200	SF02 DIGH7200	22400	2,361	2,362	2,245	2,519	3,233	4,495	4,636	4,719					21.1%
lanning	SF02 MANNING	25000	4,794	4,881	4,939	5,530	6,107	7,170	7,337	7,235					29.3%
lanning B	SF02 MANNINGB	7500		- 1,001	-,,,,,,	-	-								0.0%
S Seaboard	SF02 SEABOARD	billing	249	258	254	195	216	242	260	231					5.07
win Springs 14000	SF02 TSPRGS14	11300	270	273	236	220	299	391	384	348					3.5%
vin Springs 7200	SF02 TSPRGS72	11300	179	186	261	263	304	357	371	342					3.3%
ighton WAPA	SFWP DIGHTON	billing	156	138	136	155	154	185	218	176					
ighton - West	SF02 DIGHTCTYW	1500	323	316	341	317	501	727	717	913					60.9%
ighton - North	SF02 DIGHTCTYN	1500	504	493	424	421	628	734	926	898					61.7%
ighton - South	SF02 DIGHTCTYS	1500	637	631	532	660	945	1,281	1,450	1,326					96.7%
ity of Dighton	SFS2 DIGHCTY	billing	1,219	1,240	1,099	1,220	1,789	2,609	2,931	2,772					30.770
lexander 115 Sub	MK02 ALEXAN	20000	2,162	1,597	1,500	2,893	1,646	2,347	2,335	2,162					14.5%
less City 115 Sub	MK02 NESS115	20000	4,460	3,580	4,674	4,246	4,346	5,611	8,123	5,851					40.6%
Non-Coincidential Pea		20000	28,538	27,193	27,749	29,940	32,056	39,663	42,427	40,339	0	0	0	() 40.070
14011 Controlaction 1 Cc			20,000	21,100	21,140	20,040	02,000	00,000	72,721	40,000	Ū	Ü	Ů		,
PKW								7	2022						
OI IXVV		Substation	1	1				-	.022	П					CP %
Substation	Recorder ID	capacity													capacity (kW/kVa)
		(kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	(1,00/1,00)
eeler	SF02 BEELER	28000	5,395	5,768	5,178	5,711	6,123	6,599	6,403	6,692					23.6%
ighton 14400	SF02 DIGH14400	28000	3,970	4,326	4,866	4,780	4,793	5,128	5,614	5,461					20.1%
ghton 7200	SF02 DIGH7200	22400	2,302	2,288	2,115	2,445	3,027	4,430	4,351	4,515					19.8%
anning	SF02 MANNING	25000	4,073	4,803	4,645	4,433	5,268	6,335	6,285	5,967					25.3%
anning B	SF02 MANNINGB	7500	-	-	-	-	-	-	-	-					0.0%
S Seaboard	SF02 SEABOARD	billing	198	225	217	167	183	207	241	216					
win Springs 14000	SF02 TSPRGS14	11300	217	214	191	195	278	337	354	336					3.1%
win Springs 7200	SF02 TSPRGS72	11300	136	164	125	256	288	335	366	322					3.2%
exander 115 Sub	MK02 ALEXAN	20000	646	1,543	-	1,293	1,523	2,055	2,219	2,081					11.1%
ess City 115 Sub	MK02 NESS115	20000	4,449	3,580	4,554	2,606	4,053	5,392	6,032	5,851					30.2%
Sum of C	Р		21,386	22,911	21,891	21,886	25,536	30,818	31,865	31,441	0	0	0	()
City of Dighton NCP								2	2022						NCD 0/
<u> </u>		Substation													NCP %
Substation	Recorder ID	capacity													(kW/kVa)
		(kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
ghton WAPA	SFWP DIGHTON	billing	156	138	136	155	154	185	218	176	-	-	-	-	
	SF02 DIGHTCTYW	1500	323	316	341	317	501	727	717	913	-	-	-	-	60.9%
			504	493	424	421	628	734	926	898	-	-	-	-	61.7%
ighton - North	SF02 DIGHTCTYN	1500						1,281	1,450	1,326	-	-	-		96.7%
ighton - North ighton - South	SF02 DIGHTCTYS	1500	637	631	532	660	945							-	
ighton - North ighton - South		1500 billing	637 1,219	631 1,240	1,099	1,220	1,789	2,609	2,931	2,772	-	-	-	-	
ighton - North ighton - South	SF02 DIGHTCTYS	1500	637	631						2,772	- 0	-	-	-	60.9%
ighton - North ighton - South ity of Dighton	SF02 DIGHTCTYS	1500 billing	637 1,219	631 1,240	1,099	1,220 1,398	1,789 2,074	2,609	2,931	2,772 3,137	0	-	-	-	60.9%
ighton - West ighton - North ighton - South ity of Dighton Sunflower Billing Summary ity of Dighton @ 2% Subtract from WHM	SF02 DIGHTCTYS SFS2 DIGHCTY	1500 billing 4500	637 1,219 1,464 Jan	631 1,240 1,440 Feb	1,099 1,297 Mar	1,220 1,398 Apr	1,789 2,074 May	2,609 2,742 Jun	2,931 3,093 Jul	2,772 3,137 Aug		- 0	- 0	- (60.9%
ighton - North ighton - South ity of Dighton	SF02 DIGHTCTYS SFS2 DIGHCTY CPKW	1500 billing 4500	637 1,219 1,464	631 1,240 1,440	1,099 1,297	1,220 1,398	1,789 2,074	2,609 2,742	2,931 3,093	2,772 3,137	0	Oct	- 0	- (60.9%

Member Service Board Report September 12, 2022 Board Meeting

1. Paperless Billing: Incentive for members to sign up for paperless bill (also Smarthub) with a one-time \$10 bill credit.



- 2. Finished Back to School social media contest
- 3. Grant work, several webinars, putting together information. The Notice of Funding for the BRIC grant was released. KS only receiving \$2 million for all infrastructure projects.
- 4. Ride-along with the lineman.
- 5. The last of the scholarship recipients turned in required paperwork to receive their scholarships.

6. Fall radio spot & fall newspaper ad



7. Normal monthly KCL, social media posts, website updates, new member e-mail series, newsletter e-blast, chamber communications, sponsorship/donation requests, communication plan updates, spending report, advertising.

August Warehouse Report

Total Inventory Dollars on Hand for August:

Line Material--\$272,956 Inventory Turns—0.982

Resale Material--\$222,047 Inventory Turns—1.387

Generac Update:

It looks like we may finally have some generators shipping that we've been waiting on in September, even the one for our office! Hopefully this means that lead times will be shrinking. We currently have 5 quotes to do and have two installations scheduled for September. We will be going around and servicing several generators in September as well. Sales have been down simply because of the long lead times. Many people can find generators at Home Depot or Menards. The good news is they still want us to install them when they get them, so we're not completely losing out.

Inventory to be Billed/Future Margins:

9 Generac generators: \$101,250 average gross/\$22,500 average net margin

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

Electrician Update:

Once again, nothing slowed in August for the electricians. Michael has primarily worked at LCF and Kalo has taken care of some other jobs. We have several mid to large size jobs coming up, so I don't foresee a slowdown for quite some time. Material hasn't been too much of a problem as long as we plan accordingly.

HVAC Update:

Mark will be back in September and will have a few service calls waiting for him. After those, my thoughts are to have him service generators and help Kalo get Generac installations done. My guess is service calls will be slow at first, so the remainder of his time can be spent helping the electricians get caught up with their job list.

Line Material:

I feel very fortunate that up to this point, we've managed to stay stocked and avoid any long-term material shortages. For this to continue, we'll have to keep communicating and be willing to try different brands/variations. Poles continue to have a 6-8 week lead time and transformers are anywhere from 36-72 weeks out, depending on the vendor.