

Formulas

Sep-22

RUS = 7 CFR § 1710.114

Equity - % of Assets **38.97%**

YTD	Margin + Equities - C36	25,014,195
YTD	Total Assets - C29	64,183,897

Distribution Equity **24.89%**

YTD	Margin + Equities - C36	25,014,195
YTD	Total Assets - C29	64,183,897
YTD	Patronage Capital - C8	12,033,900

Equity - % of Capitalization **41.54%**

YTD	Current Equity - C36	25,014,195
YTD	Current LT Debt - C43	35,205,017

Current Ratio **1.95**

YTD	TI. C & A Assets - C26	7,748,463
YTD	TI C & A Liabilities - C54	3,964,685

General Funds Level **12.97%**

YTD	Non Utility Property - C6	-
YTD	Invest in Assoc, Other GF - C9	445,461
YTD	Other Invest. - C12	5,501
YTD	Special Funds - C13	-
YTD	Cash Gen. Funds - C15	78,593
YTD	Temporary Investments - C18	5,017,258
YTD	Prepayments Unapplied - C42	2,451,342
YTD	Total Utility Plant - C3	61,668,498

Cash to Debt **15.11%**

YTD	Cash Gen. Funds - C15	78,593
YTD	Temporary Investments - C18	5,017,258
	CFC CTC's - Stat Report	221,958
YTD	Current LT Debt - C43	35,205,017

Financial Reporting Ratios

TIER RUS = 1.25 **1.53**

YTD	Net Income - A29	504,905
YTD	Interest on LT Debt- A16	957,818

DSC RUS = 1.25 **2.43**

	Depreciation - A13	1,408,146
	Interest on LT Debt- A16	957,818
	Pat. Cap. or Margins - A29	504,905
YE	Prin. & Int. Pymts - N, d Total	1,181,313

MDSC CFC - 1.35 **2.33**

	Depreciation - A13	1,408,146
	Interest on LT Debt- A16	957,818
	Operating Income - A21	283,944
	Non-Op Margins - Int - A22*	57,903
	Patronage Capital - C8	12,033,900
	Pat Cap Cash Calc	44,306
	Prin. & Int. Pymts - N, d Total	1,181,313
	LT Lease Calculation*	-
	if C44 > 0.02 C36	-

Operating TIER RUS - 1.1 **1.30**

YTD	Operating Income - A21	283,944
	Interest on LT Debt- A16	957,818

Operating DSC RUS = 1.1 **2.28**

	Operating Income - A21	283,944
	Depreciation - A13	1,408,146
	Interest on LT Debt- A16	957,818
	Patron. Refund from G&T, other - A26+A27	44,306
YE	Prin. & Int. Pymts - N, d Total	1,181,313
	Interest on LT Debt- A16	957,818
	LT Debt - other Variance - C40	6,749,782
	sum A16+C40	7,707,600

LANE-SCOTT ELECTRIC ENERGY SALES STATISTICS FOR SEPTEMBER 2022

CLASS OF SERVICE	NO. RECEIVING SERVICE		kWh SOLD		AMOUNT BILLED		Y.T.D AVERAGE		SALE PRICE PER kWh Y.T.D.
	Y.T.D. AVG.	THIS MONTH	THIS MONTH	Y.T.D.	THIS MONTH	Y.T.D.	kWh USED	AMOUNT	
Residential Sales	2,219	2,222	2,130,315	20,014,628	\$303,276	\$2,609,302	1,002	\$130.64	13.04
Residential Sales-Seasonal	47	48	9,426	87,120	\$2,406	\$20,980			
Irrigation Sales	333	336	1,206,160	11,009,623	\$125,198	\$1,059,995			
Small Commercial	1,861	1,861	4,231,402	38,515,569	\$543,728	\$4,509,249	2,299	\$269.16	11.71
Large Commercial	175	175	2,640,617	25,056,820	\$364,994	\$3,128,942	15,950	\$1,991.69	12.49
Public Street Lighting	13	13	35,946	323,514	\$5,661	\$46,882			
Public Building Sales	48	48	28,656	325,608	\$4,737	\$46,002			
Non-Domestic	1,064	1,070	159,288	1,645,573	\$42,349	\$371,396			
City of Dighton	1	1	896,176	7,759,031	\$86,535	\$671,236	862,115	\$74,581.78	8.65
Idle Services on rate 90	20	16	0	0	\$504	\$4,629			
Large Industrial	3	3	2,283,370	25,853,800	\$231,748	\$2,395,327	957,548	\$88,715.81	9.26
Irrigation Horsepower Charges	0					\$303,560			
Total Energy Sales	5,786	5,793	13,621,356	130,591,286	\$1,711,136	\$15,167,500			11.61
Other Electric Revenue					\$502,105	\$1,074,681			
Total					\$2,213,241	\$16,242,181			

SUBSTATION DATA

Substation	(NCP)KW	kWh Purchased	Cost Per kWh	kWh Sold	Line Loss	Load Factor-P	Load Factor-S
Beeler-Sub 3	6,454	3,634,532		3,367,526	7.35%	75.69%	70.13%
Dighton-Sub 1 - 7200	2,375	1,258,731		1,166,123	7.36%	71.24%	65.99%
Dighton-Sub 2 - 14400	4,253	2,043,884		1,982,752	2.99%	64.59%	62.66%
Manning-Sub 4	5,852	3,264,973		3,130,576	4.12%	74.99%	71.90%
LS Seaboard-Sub 5	215	111,011		107,539	3.13%	69.40%	67.23%
Twin Springs Lo 7.6-Sub 7	409	290,808		267,659	7.96%	95.57%	87.96%
Twin Springs Hi 14.1-Sub 8	325	0		0	0.00%	0.00%	0.00%
City of Dighton	2,549	817,252	9.1400	817,252	0.00%	43.09%	43.09%
City of Dighton - WAPA	136	78,924	3.3200	78,924	0.00%	78.00%	78.00%
Alexander 115	6,572	1,224,158		861,734	29.61%	25.04%	17.62%
Ness City 115	7,453	1,678,467		1,841,271	-9.70%	30.27%	33.21%
Total	36,593	14,402,740	7.5700	13,621,356	5.43%	52.90%	50.03%

RUS/CFC LOAN FUND TRANSACTIONS

MISC.

OTHER STATISTICS

				Y.T.D	M.T.D.
Gross Obligation to RUS	\$ 54,111,889	General Fund Balance	\$78,293	Miles Energized	2046.39
Pymts Applied Against Principal	\$ 20,853,936	MMDA Investments	\$300,929	Density	2.83
Net Obligation to RUS	\$ 33,257,953	Cash Available at Month End	\$379,222	kWh Purchased	138,629,225
CFC Line of Credit	\$ -			kWh Sold (Inc. Office Use)	130,653,415
CoBank Line of Credit	\$ -	CFC Investments - CP, SN, MTN	\$4,716,330	Percent of Line Loss	5.75%
CFC Note #9004-RUS refinance	\$ 5,214,641	CFC CTC's	\$221,958	Idle Services	268
CFC Note #9006-RS Prepymt	\$ 144,518			Oper. Revenue Per kWh Sold	12.43
CoBank Note-Feb 21 Winter Event	\$ 1,390,623			Expense Per kWh Sold	12.21
				Income Per Mile	1081.53
				Expense Per Mile	872.00

ACCOUNT AGING

	Current	30-89 Days	90 Plus
Irrigation Accounts Receivable	\$110,495	\$20	
Electric Accounts Receivable	\$1,552,590	\$20,642	\$9,953
Retail Accounts Receivable	\$41,104	\$589	\$12,751

2022-Line 25 - Non-Operating Margins

		January	February	March	April	May	June	July	August	September	October	November	December	TOTAL	
Rev.-Electrician & Mat.	415.1	\$41,610.26	\$39,180.92	\$58,583.01	\$294,540.62	\$79,209.01	\$107,129.85	\$158,595.57	\$154,754.40	\$88,229.81				\$1,021,833.45	415.1
Exp.-Electrician & 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	\$116,635.10	\$75,326.17				\$867,203.00	416.1/11
		(\$2,685.79)	(\$1,699.29)	\$7,580.90	\$24,168.87	\$7,667.31	\$33,268.19	\$35,307.32	\$38,119.30	\$12,903.64	\$0.00	\$0.00	\$0.00	\$154,630.45	
Rev.-Appliance Repair	415.2	\$13,226.33	\$35,074.50	\$11,957.94	\$16,282.17	\$25,711.15	\$4,588.18	\$141.69	\$200.60	\$12,971.95				\$120,154.51	415.2
Exp.-Appliance 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	\$5,105.18	\$16,831.96				\$162,898.70	416.2/21
		(\$15,597.35)	\$7,040.29	(\$8,187.41)	(\$7,690.78)	\$6,072.22	(\$4,628.64)	(\$10,987.93)	(\$4,904.58)	(\$3,860.01)	\$0.00	\$0.00	\$0.00	(\$42,744.19)	
Rev.-Member Damages	415.3	\$0.00	\$315.00	\$0.00	\$0.00	\$0.00	\$3,349.27	\$0.00	\$1,056.89	\$0.00				\$4,721.16	415.3
Exp.-Member Damages	416.3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,226.05	\$0.00	\$1,155.45	\$0.00				\$2,381.50	416.3
		\$0.00	\$315.00	\$0.00	\$0.00	\$0.00	\$2,123.22	\$0.00	(\$98.56)	\$0.00	\$0.00	\$0.00	\$0.00	\$2,339.66	
Finance Charges	415.5	\$144.44	\$214.36	\$94.92	\$299.78	\$170.55	\$217.99	\$190.73	\$183.07	\$63.47				\$1,579.31	415.5
MARGIN-Retail		(\$18,138.70)	\$5,870.36	(\$511.59)	\$16,777.87	\$13,910.08	\$30,980.76	\$24,510.12	\$33,299.23	\$9,107.10	\$0.00	\$0.00	\$0.00	\$115,805.23	
Misc. Income	421.0	\$0.00	\$0.00	\$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	\$0.00				\$0.00	421.1
Loss on Disposal	421.2	\$0.00	\$0.00	\$0.00	\$2,947.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				\$2,947.17	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	\$33,299.23	\$9,107.10	\$0.00	\$0.00	\$0.00	\$118,752.40	

	Current Month				YTD Total			
	Billed Hours	Unbilled Hours	Hourly Rate	Total Unbilled Rev	Billed Hours	Unbilled Hours	Hourly Rate	Total Unbilled Rev
Kalo	129.5	64	\$ 85.00	\$ 5,440.00	1216.5	505.56	\$ 85.00	\$ 42,972.60
Michael	160.5	43	\$ 85.00	\$ 3,655.00	1426.5	317	\$ 85.00	\$ 26,945.00
Mark	147.5	40	\$ 85.00	\$ 3,400.00	918	611.5	\$ 85.00	\$ 51,977.50
	437.5	147		\$ 12,495.00	3561	1434.06		\$ 121,895.10

74.85%

71.29%

2022

Maintenance Inspection Log - 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
1 Overhead lines												
<i>number/miles</i>	3,986	4,684	2833	4765	6,871	4,659	4,176	5,453	3,003			
<i>cost</i>	\$39,879.00	\$48,956.00	\$28,990.00	\$38,752.00	\$55,134.00	\$37,531.00	\$36,823.00	\$47,724.00	\$30,219.00			
2 Underground lines												
<i>number/miles</i>	70	80	331	120	385	279	195	336	160			
<i>cost</i>	\$649.00	\$785.00	\$3,765.00	\$1,273.00	\$3,718.00	\$3,371.00	\$3,660.00	\$3,008.00	\$1,743.00			
3 Poles												
<i>number inspected</i>	0	0	1097	1706	0	0	0					
<i>cost</i>			\$15,664.00	\$24,360.00								
4 Right-of-way												
<i>miles inspected</i>	0	80	105	130	107	119	250	85	0			
<i>cost</i>	\$0.00	\$785.00	1749.00	\$1,944.00	\$998.00	\$899.00	\$1,510.00	\$1,248.00	\$0.00			
5 Substations												
<i>number inspected</i>	15	15	15	15	15	15	15	15	15	15	15	15
<i>which ones?</i>	All	All	All	All	All	All	All	All	All	All	All	All
<i>cost</i>	\$3,235.00	\$3,127.00	\$2,375.00	\$3,458.00	\$1,713.00	\$3,919.00	\$3,719.00	\$11,131.00	\$124.00			
6 DG Interconnections												
<i>number inspected</i>	0											
<i>cost</i>	\$0.00											
7 CT:PT Metering												
<i>number inspected</i>	0											
<i>cost</i>	\$0.00											
8 Line Clearances												
<i>miles inspected</i>	259	280	50	0	80	483	685	582	1,420			
<i>cost</i>	\$2,261.00	\$1,286.00	\$324.00	\$0.00	\$1,609.00	\$6,498.00	\$14,236.00	\$3,814.00	\$12,583.00			

Operations Report October 2022

● Maintenance

Refused transformers and side taps.
Worked locate tickets system wide.
Patrolled line for blinking lights on the Nichepor tap.
Updated meter loops for Aaron Maxwell, Rachel Oliver, Reinert Farms and Brenner Brothers.
Changed out OCR's for rework.
Changed out bad transformer at Doll's feedlot and Bill Taldo's.
Rebuilt connect for Randy McMillan's irrigation.
Retired line and platform station at Lane County Feeders.
Change out poles for clearance on the Mennonite rd and east of McCracken.
Reconnect Urban Oil Eldon lease.
Added fuse to side taps on the Frusher 3 phase.
Replaced broken cutout at Dexter Crammers.
Replaced broken anchors on Frusher 3 phase and east of McCracken.
Fixed phase floater south of Healy.
Monthly sub checks. Worked with Sunflower to fix the high side bushings in the Alexander sub.

● New Connects

Set riser pole, trenched new primary underground and set pad mount transformer for John Fairleigh new house.
Built new 3 phase connect for Brent Edwards irrigation.
Built new 3 phase connect for Vance Ehmke irrigation.
Heavy up connect and add meter loop for Pickrell Drilling Basinger lease.

● Metering

Changed out bad meters.
Reset and update meter firmware.
Work with Nextech and United Wireless on the Boone and Twin Springs collector.

● Other

Worked CPR and material sheets for 3rd quarter.
Met with FEMA and KDEM about December windstorm.
Dal completed testing on Staking certificate phase 2.
Ben, Kasey, Dal, Myron and Diana attended leadership and supervisor training in Dodge City.
In House Safety Meeting.
Investigated fire that started on our system near Brownell.
Kasey and Rebecca worked on patrolling and documenting unmetered street lights.

INFORMATION TECHNOLOGY REPORT

IT/COMPLIANCE PROJECTS COMPLETED AS OF OCTOBER 2022

1. Work Management Operation Suite project scheduled to begin January 2023.
2. New employee security permission set up.
3. ESRI/SQL mapping and staking upgrade.
4. Provided metering department with research on collector battery backup requirements to get quotes for purchase.
5. Mobile Radio Services meeting to gather information on router communication network and equipment requirements. Researching tower connectivity options.
6. Telephone programming and set up member service headset.
7. Created a retail department scheduling calendar.
8. Document vault scanning and record retention.
9. Troubleshooting employee software and device issues.
10. CallCapture Secure Payment IVR version 2.48-2-4 update.
11. Payment Gateway version 1.25 patch 6 update.
12. AppSuite 1.93 version updates.
13. AppSuite MapView TPK imagery and data file monthly update.

IT/COMPLIANCE PROJECTS IN PROGRESS AS OF OCTOBER 2022

1. iVue Mosaic chart and report programming.

CYBERSECURITY COMPLIANCE REPORT

CYBERSECURITY/IT PROJECTS *COMPLETED* AS OF OCTOBER 2022

1. Sunflower Electric Ethical Hacking two-day training.
2. Midwest Reliability Organization Security Insider Threat two-day training.
3. Remit image backup retention.
4. Federated Insurance cybersecurity questionnaires.
5. Veeam backup server ordered.
6. SonicWall firewall and Aruba wireless access points network vlan with vpn tunnel security programming for Dighton and Ness offices.
1. Ann Jennings's member safety awareness publishes to either KCL newsletter, social media, and/or the Lane Scott Electric website concerning:
 - Cybersecurity "4 Ways to Boost Your Cyber Hygiene"
 - Protect Yourself in Cyber with Improve Your Cyber-hygiene with 4 steps graphic
7. ASP iVue server monthly patching and updates.
8. Office 365 threat management daily review and risk mitigation.
9. Manage Engine Desktop Central patch management daily review and risk mitigation.
10. Cyber Detect Rapid 7 asset vulnerability management and risk mitigation.
11. Cyber Detect Insight end user vulnerability management and risk mitigation.
12. Cyber Detect Nexpose vulnerability scan.
13. US Payment KIOSK monthly backend server patching and software upgrade.
14. Operations and domain server backups, disk cleaner, and alert warning daily review.
15. Applications and windows updates and patching.

CYBERSECURITY/IT PROJECTS *IN PROGRESS* AS OF OCTOBER 2022

1. Veeam backup full management upgrade.
2. Cybersecurity, training, and wire fraud procedure
3. Cyber Defense Firewall full management upgrade.
4. Cyber Patch full management upgrade.

									peak								
NCP KW			2022													NCP % capacity (kW/kVa)	
Substation	Recorder ID	Substation capacity (kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
Beeler	SF02 BEELER	28000	6,064	6,207	6,107	6,307	6,311	6,855	6,908	6,817	6,454			24.7%			
Dighton 14400	SF02 DIGH14400	28000	5,160	5,031	5,001	4,994	5,577	6,659	5,831	6,549	5,317			23.8%			
Dighton 7200	SF02 DIGH7200	22400	2,361	2,362	2,245	2,519	3,233	4,495	4,636	4,719	4,001			21.1%			
Manning	SF02 MANNING	25000	4,794	4,881	4,939	5,530	6,107	7,170	7,337	7,235	5,852			29.3%			
Manning B	SF02 MANNINGB	7500	-	-	-	-	-	-	-	-	-			0.0%			
LS Seaboard	SF02 SEABOARD	billing	249	258	254	195	216	242	260	231	215						
Twin Springs 14000	SF02 TSPRGS14	11300	270	273	236	220	299	391	384	348	325			3.5%			
Twin Springs 7200	SF02 TSPRGS72	11300	179	186	261	263	304	357	371	342	409			3.3%			
Dighton WAPA	SFWP DIGHTON	billing	156	138	136	155	154	185	218	176	136						
Dighton - West	SF02 DIGHTCTYW	1500	323	316	341	317	501	727	717	913	830			60.9%			
Dighton - North	SF02 DIGHTCTYN	1500	504	493	424	421	628	734	926	898	796			61.7%			
Dighton - South	SF02 DIGHTCTYS	1500	637	631	532	660	945	1,281	1,450	1,326	1,064			96.7%			
City of Dighton	SFS2 DIGHCTY	billing	1,219	1,240	1,099	1,220	1,789	2,609	2,931	2,772	2,549						
Alexander 115 Sub	MK02 ALEXAN	20000	2,162	1,597	1,500	2,893	1,646	2,347	2,335	2,162	6,572			32.9%			
Ness City 115 Sub	MK02 NESS115	20000	4,460	3,580	4,674	4,246	4,346	5,611	8,123	5,851	7,453			40.6%			
Non-Coincidental Peak			28,538	27,193	27,749	29,940	32,056	39,663	42,427	40,339	41,973	0	0	0			

CP KW			2022												CP % capacity (kW/kVa)
Substation	Recorder ID	Substation capacity (kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Beeler	SF02 BEELER	28000	5,395	5,768	5,178	5,711	6,123	6,599	6,403	6,692	5,893				23.6%
Dighton 14400	SF02 DIGH14400	28000	3,970	4,326	4,866	4,780	4,793	5,128	5,614	5,461	4,080				20.1%
Dighton 7200	SF02 DIGH7200	22400	2,302	2,288	2,115	2,445	3,027	4,430	4,351	4,515	3,862				19.8%
Manning	SF02 MANNING	25000	4,073	4,803	4,645	4,433	5,268	6,335	6,285	5,967	5,487				25.3%
Manning B	SF02 MANNINGB	7500	-	-	-	-	-	-	-	-	-				0.0%
LS Seaboard	SF02 SEABOARD	billing	198	225	217	167	183	207	241	216	202				
Twin Springs 14000	SF02 TSPRGS14	11300	217	214	191	195	278	337	354	336	297				3.1%
Twin Springs 7200	SF02 TSPRGS72	11300	136	164	125	256	288	335	366	322	332				3.2%
Alexander 115 Sub	MK02 ALEXAN	20000	646	1,543	-	1,293	1,523	2,055	2,219	2,081	1,989				11.1%
Ness City 115 Sub	MK02 NESS115	20000	4,449	3,580	4,554	2,606	4,053	5,392	6,032	5,851	5,061				30.2%
Sum of CP			21,386	22,911	21,891	21,886	25,536	30,818	31,865	31,441	27,203	0	0	0	

City of Dighton NCP			2022												NCP % capacity (kW/kVa)
Substation	Recorder ID	Substation capacity (kVa)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Dighton WAPA	SFWP DIGHTON	billing	156	138	136	155	154	185	218	176	136	-	-	-	
Dighton - West	SF02 DIGHTCTYW	1500	323	316	341	317	501	727	717	913	830	-	-	-	60.9%
Dighton - North	SF02 DIGHTCTYN	1500	504	493	424	421	628	734	926	898	796	-	-	-	61.7%
Dighton - South	SF02 DIGHTCTYS	1500	637	631	532	660	945	1,281	1,450	1,326	1,064	-	-	-	96.7%
City of Dighton	SFS2 DIGHCTY	billing	1,219	1,240	1,099	1,220	1,789	2,609	2,931	2,772	2,549	-	-	-	
		4500	1,464	1,440	1,297	1,398	2,074	2,742	3,093	3,137	2,690	0	0	0	60.9%

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November 2022 Member Service Board Report

1. Paperless Billing and SmartHub Usage Reports:

In October we began the campaign for a one-time \$10 bill credit when going paperless.

- **Total SmartHub Members = 841**, up 15 members from the previous month. This is the largest increase we've seen since the Feb 2021 Winter Event. A total of 31.8% of our members are signed up for SmartHub.
- **58 members** signed up for Paperless Billing during the mth of October.
 - 37.7% of SmartHub users are now paperless, up 6.5% from last month.
 - 9.76% of total members are paperless.
- **SmartHub Website Usage** Increased **27%** from the previous 12 mth average, while the **SmartHub Mobile Usage** Increased **7%** from the previous 12 mth avg.

2. Working with Sunflower's Communication team on a promotional video for Lane-Scott.

3. We participated in Trunk or Treat again this year.



4. The Unclaimed Capital Credit list was published in the newsletter, social media, and an e-mail blast.

5. Carrie's training me on Capital Credit Estate retirements. There have been a lot come in with the Unclaimed Capital Credit list.

6. Advertising for HVAC Fall season checks and standby generators.

7. Thanksgiving Giveaway promotion to giveaway three \$100 certificates to local grocery stores of the recipient's choice. The deadline to apply or nominate someone is Nov. 11th.

8. Military packages will be going out this month. We are sending out 10 packages this year.

9. Our ECA is expected to increase significantly over the next couple of months and most likely into 2023. In anticipation of a large number of calls and questions beginning in November, we put a message on the November bills directing members to an article on our website explaining why the cost of wholesale fuel costs have increased. This was also sent as an e-blast to all SmartHub members including those who do not receive paper bills. I also put together talking points to use internally for member questions.

The letter can be found at: <https://www.lanescott.coop/utilities-face-wholesale-energy-rate-increases>

October Warehouse Report

Total Inventory Dollars on Hand for September:

Line Material--\$265,182

Inventory Turns—0.951

Resale Material--\$257,052

Inventory Turns—1.669

Generac Update:

Generac lead times are still holding in the 3-4 month range. We sold two new units this month and have another member who is very interested, just thinking about different sizes. We have also had numerous generators to service and continue to receive calls about our service rates. We are still waiting for our generator for the office to ship, hoping it doesn't get put off another month and it arrives in November.

Inventory to be Billed/Future Margins:

6 Generac generators: \$67,500 average gross/\$15,000 average net margin

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

Electrician Update:

There were some changes made at LCF which resulted in them needing a significant number of parts and it put Michael back out there pretty much full time. We're hoping it will only be for a few weeks then we can put him back on other jobs a couple days a week. The electricians were able to get some expensive wire installed at two different jobs this month, which will help lower our inventory dollars on hand. November's focus will be generators and a couple of larger jobs we have for the county. Electrician margins were once again good for September, I am hopeful that we can keep that trend going.

HVAC Update:

Mark has almost completed his season check list for the fall this month. He also has been working on getting Generac generators serviced that are on our service list. Additionally, Mark completed his recertification training this month for Generac. We are also scheduling Mark to go with one electrician on Generac installs, which helps the electricians stay separated and complete more jobs. I believe we'll see positive margins on the HVAC side in October with all the checks and service calls Mark received.

Line Material:

We did receive one load of poles we've been waiting on; however, there are still three that have yet to ship. The reality on the utility side is we're working with an ever-shrinking supply of material. Most vendors acknowledge this reality and are doing a great job of offering up substitutes for certain items. Communication and a solid supply of material in the yard will be vital as we approach the winter months.