

*The Nodak Neighbor*

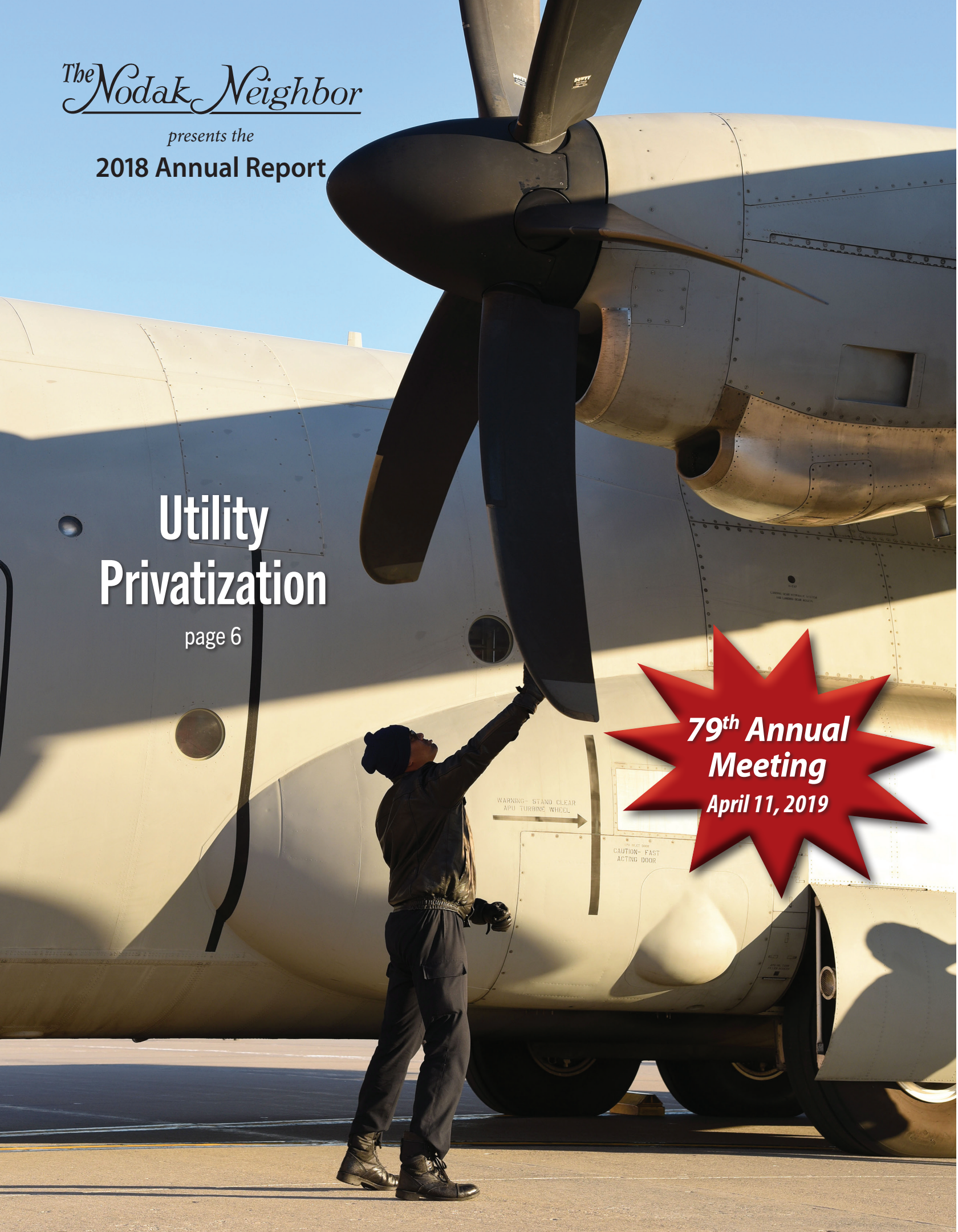
presents the

2018 Annual Report

# Utility Privatization

page 6

**79<sup>th</sup> Annual  
Meeting**  
April 11, 2019





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**Volume 69, No. 2  
March-April 2019  
Officers and Directors**

Chairman of the Board . . . Luther Meberg  
Vice Chairman . . . . . Les Windjue  
Secretary/Treasurer . . . . . David Kent  
Directors . . . . . Dave Brag, David Hagert,  
Pete Naastad, Cheryl Osowski,  
Paul Sigurdson and Steve Smaaladen  
President & CEO . . . . . Mylo Einarson  
Editor . . . . . Blaine Rekken

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**On the Cover**

Through a Utilities Privatization agreement signed in 2018, Nodak Electric Cooperative will maintain distribution infrastructure at Grand Forks Air Force Base and Cavalier Air Force Station for at least 50 years. *Story pages 6 and 7.*

## Notice of Annual Meeting

*To the members of Nodak Electric Cooperative, Inc.:*

You are hereby notified that the 79<sup>th</sup> annual meeting of Nodak Electric Cooperative will be held Thursday, April 11, 2019, at the Alerus Center, 1200 42<sup>nd</sup> Street South in Grand Forks beginning at 6 p.m., for the following purposes:

- 1. To pass upon reports covering the previous fiscal year, including acting upon reports of directors.**
- 2. To elect three directors:**

Listed below are candidates either nominated by petition or selected by the Committee on Nominations. The members of the Committee on Nominations are appointed by the board of directors.

**District 1**

(one 3-year term)

**Luther Meberg**

*Park River*

**District 2**

(one 3-year term)

**David Kent**

*Hatton*

**District 3**

(one 3-year term)

**Les Windjue**

*Devils Lake*

- 3. To transact business that may come before the meeting.**

**Voting by mail.** For the election of directors, the board of directors has authorized the mailing of an absentee ballot to each member. Since the election this year is uncontested, we will not be mailing ballots and return envelopes for the election. However, if you still wish to vote, you are entitled to vote, and we will honor that right by sending you an absentee ballot. Please feel free to call our office at 1-800-732-4373 and request an absentee ballot, and one will be mailed to your address. If the completed ballot is received by 4:30 p.m. on April 10, 2019, it shall be counted as a vote of the absent member.

David Kent, Secretary/Treasurer  
March 4, 2019



# Nominees for Board of Directors

## District 1



**Luther Meberg**  
*District 1*

Luther Meberg, Park River, retired from farming in October 2015. The University of North Dakota graduate and his wife, Linda, have two sons and four granddaughters. Meberg is a past Park River school board director, a past Cenex Harvest States elevator advisory board member, a retired Walsh County commissioner and has also been on an implement dealership board. Luther serves on several committees and boards, including the Dundee Mutual Insurance board and the Park River Rural Fire board. He has also served on the Nodak Electric board for six years.

## District 2



**David Kent**  
*District 2*

David Kent was first elected to the Nodak Electric Cooperative board of directors in 1989. Kent is a former state legislator, representing District 20 for eight years. Kent is a graduate of North Dakota State University with a degree in Agricultural Economics. He is an agent with Nodak Insurance. Kent serves on the Union Township board and is a member of Goose River Lodge #19, the Kem Shrine and Farm Bureau. He is also a member of the Holmes United Methodist Church. He resides on the family farm with his wife Marguerite. They have three married daughters, three grandchildren and a fourth grandchild on the way.

## District 3



**Les Windjue**  
*District 3*

Les Windjue is a farmer in Morris Township of Ramsey County. He has been married to Karn for 40 years; they have three children and six grandchildren. Windjue attended Devils Lake High School and Lake Region State College. He serves on the Greater Ramsey Water District board. He is a former member of the Lake Region State College Foundation, the Mercy Hospital Foundation board and served on the Peace Lutheran Church council as treasurer. Les has been on the Nodak board for six years.

## How to vote

Members may vote *in person* at the Alerus Center on Thursday, April 11, 6 p.m.,

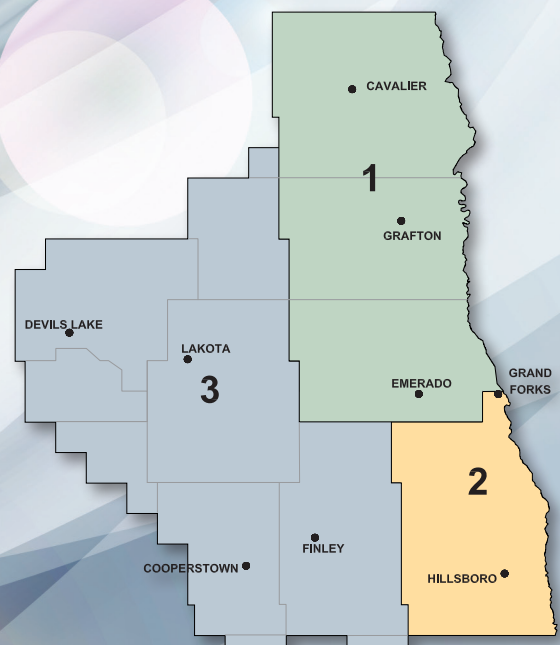
– or –

*by mail.* Ballots will be mailed upon request prior to the meeting. Voting instructions will be included.

## Attention corporate members

If you are a member corporation, cooperative, school, church or township (or other nonnatural person) of Nodak Electric Cooperative, Inc., and want to be represented at the members' meeting(s), please request a Designation of Voting Representative form and one will be mailed to you. The form must be completed and signed by an authorized officer of the organization. This form must be completed annually.

In order for the member corporation, etc., to participate in business matters, this form must be received by the secretary of Nodak on or before the date of the members' meeting(s). This form may be mailed with your ballot to Nodak or presented at registration at the members' meeting(s).





## Message to our Members



**Luther Meberg**  
*Chairman*



**Mylo Einarson**  
*President & CEO*

When we look back on Nodak's history, 2018 will be remembered as the year we were awarded the utility privatization contract for the Grand Forks Air Force Base and the Cavalier Air Force Station. After six years in development, we were awarded contracts for the maintenance, repair and replacement of the electric distribution systems at the two military facilities. Over the next 50 years, the government will benefit from safer, more reliable distribution systems, and our members will enjoy additional revenue and margins that will help keep our rates affordable. The military has been a valued partner of ours for many years – this new agreement solidifies that relationship for decades into the future.

Affordable power is the reason Nodak was established 79 years ago and today it remains a primary focus. We are fortunate to have a committed Board of Directors and a team of dedicated employees to help accomplish this goal. Spurred by a year without a wholesale rate adjustment, in 2018 we were able to hold retail rates steady for the second straight year. Our Deferred Revenue Program also played a small part in helping us stabilize our rates. In 2014, we established a Deferred Revenue Program by setting aside excess revenue that can be recognized in years when we don't quite hit our budgeted margins. Your Board also created a Financial Goals Policy that establishes metrics of financial ratios we strive to meet each year. These two initiatives help ensure we are able to retire capital credits, maintain stable rates and enjoy a healthy, robust financial position. This commitment to financial security is a critical piece to the health of your cooperative and our ability to provide safe, reliable and affordable electric service to our members for years to come.

Over the last several years, your cooperative has enjoyed steady growth in both total number of metered services and in kilowatt-hour sales. In 2018, we topped the milestone of 20,000 metered services for the first time as well as an increase of nearly 3.8 percent in kilowatt-hour sales. Continued growth serves to stabilize rates by providing a larger number of members and an increased number of kilowatt-hours to spread fixed costs over. One of our largest growth areas is the Grand Forks region. We were pleased to begin a new 20-year franchise agreement at the

beginning of the year with the city of Grand Forks and to continue the valued partnership we've enjoyed with the city and residents of the region.

Having a growing, financially healthy cooperative is obviously something we strive for. Beyond the comfort of a strong balance sheet, this financial security puts us in a position where we can return our members' investment in the cooperative back to the members. Once again, your Board of Directors chose to return your patronage investment and retire \$1.4 million in capital credits in 2018. This capital credit retirement is part of the Board's continued commitment to be good stewards of your capital and give it back to you in a timely fashion.

In addition to providing low-cost power to our members, commitment to community is one of our core guiding principles. As a means to fulfill that commitment, our Operation Roundup Trust continues to make lasting impacts on the lives of our neighbors in need. By amassing pennies from bills rounded up to the nearest dollar from the almost 8,500 members who participate in the program, our Operation Roundup board was able to donate more than \$56,000 last year to worthy causes. Since its inception, our Roundup board has put more than \$88 million of your pennies to work helping individuals and organizations throughout the Nodak Electric service area. What a shining example of how each of us doing a little bit can make a huge impact. One of the cooperative movement's greatest assets is we have the strength in numbers to accomplish our objectives.

The utility industry continues to change slowly in some areas and more rapidly in others. As we look ahead, we see opportunities as electric vehicles and smart homes gain popularity and technologies become more prevalent. We also see challenges in the ever-increasing complexity of our industry. Your Board of Directors and employees see a bright future ahead as we commit to innovate and adapt to these changes. Our mission is to serve the needs of our membership, and we are as committed as ever to fulfilling that pledge. Thank you for your support and patronage over the past year and thank you for the opportunity to serve you and be part of this wonderful organization. We look forward to visiting with you at the annual meeting on April 11 at the Alerus Center in Grand Forks.



## Board of Directors



From left: Les Windjue, Devils Lake; Paul Sigurdson, Edinburg; Andrew Sorbo, Grand Forks legal counsel; Mylo Einarson, president & CEO; Steven Smaaladen, Aneta; Luther Meberg, Park River; David Hagert, Grand Forks; Dave Brag, Finley; Cheryl Osowski, Grafton; Peter Naastad, Hatton; and David Kent, Hatton.

## Staff



**Steve Breidenbach**  
Engineering Manager



**Tom Edwards**  
Accounting/Finance  
Manager



**Mylo Einarson**  
President & CEO



**Blaine Rekken**  
Member/Energy Services  
Manager



**Dan Schaefer**  
Line Superintendent



**Kim Soper**  
Executive Assistant

## Our Mission

*Nodak Electric Cooperative is proud to serve as your local electric provider. We believe that working together toward a common vision is the cooperative difference. We do this by operating on a not-for-profit, cost-of-service basis. Margins are given back to the members in the form of capital credits to reduce their electric costs. Co-ops put consumers first. These core business principles that have supported your local cooperative and all cooperatives for years are still alive and very strong today. Nodak's mission is based on the following statement: "Nodak Electric Cooperative is dedicated to be an efficient provider of quality electric service with leadership that demonstrates the highest regard for its member-owners."*





# *Aim high*

## *Utility Privatization of Grand Forks Air Force Base and Cavalier Air Force Station*

One of the United States Air Force's slogans is "Aim High." Nodak Electric Cooperative has done its best to make sure the Air Force lives up to that motto by providing safe, reliable and economical energy to the military branch for many years. Through a Utilities Privatization (UP) agreement signed in 2018, the partnership will continue for at least 50 years.

A member of Nodak Electric, the Air Force has purchased electricity from the cooperative for numerous military needs including missile, surveillance, fighter, bomber, air-tanker and drone missions.

In 2018, that relationship changed when the UP Project Management Office at the Air Force Civil Engineer Center privatized utilities at the Grand Forks Air Force Base and the Cavalier Air Force Station.

UP began more than 20 years ago in response to the Defense Reform Initiative Directive 49 – mandating all military branches to develop plans to privatize utilities on military bases, such as electrical power, natural gas, water and wastewater treatment. UP establishes a partnership and direct investment for both the Air Force and Nodak because systems are privatized where fiscally attractive and operationally sound.

Nodak is the Grand Forks and Cavalier bases' UP contractor for electrical power distribution infrastructure only. Nodak's 50-year utility services contract becomes a "must-pay bill," meaning funds will always





be used for utility system maintenance, operation, renewals and replacements.

Cited benefits include:

- Air Force funds industry standard upgrades to installation utility systems, in coordination with the contractor's accepted schedule;
- Air Force can focus resources on the core mission;
- Base mission is not impacted during utility system transfer;
- Military civil engineers still receive training on privatized systems when training is included in the utility services contract;
- Readiness of installation personnel is not negatively impacted;
- It provides long-term operational stability.

The process of UP began approximately six years ago, when the Air Force solicited contracting partners to privatize utilities on its military installations. Nodak submitted a Request for Proposal on Oct. 8, 2012. It consisted of four main parts:

- An introduction of who Nodak is as a power supplier;
- Nodak's past performance based on information provided by existing commercial/industrial members;
- Nodak's steps on providing superior service;
- Method of determining inventory costs.

During the negotiation phase, discussion centered on addressing initial system deficiencies, operating and maintenance cost adjustments, identification of special equipment needed, installation access to equipment and specific training requirements.

Nodak was awarded and signed the privatization contract in June 2018 with the Defense Logistics Agency (DLA) and began a 150-day transition period to true-up actual physical inventory of distribution assets at both installations, order necessary equipment and materials, determine the number of credentialed workers needed,



develop a training plan for air base personnel, find a suitable temporary service center building and procure any special equipment.

On Dec. 1, 2018, Nodak Electric Cooperative became the owner, operator and maintainer of the electric utility infrastructure at the Grand Forks Air Force Base, located 14 miles west of the city of Grand Forks and the Cavalier Air Force Station, located 15 miles south of the U.S.-Canadian border.

Nodak will continue to "Aim High" while providing services to the Air Force.

*Photos courtesy of  
Grand Forks Air Force Base*





# Treasurer's Report



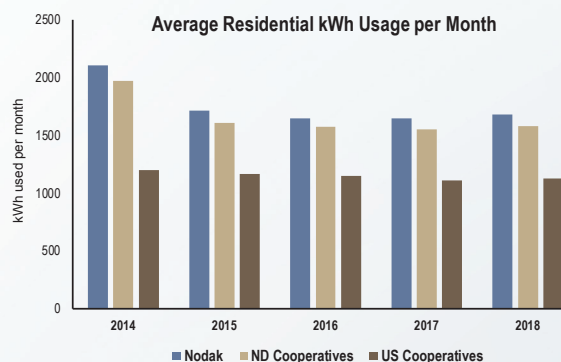
**David Kent**  
Secretary/Treasurer

As treasurer of Nodak Electric Cooperative, thank you for your patronage this past year and thank you for the opportunity to present the 2018 financial statements of the cooperative.

Approximately 56 percent of our revenue is related to commercial accounts that are not entirely affected by seasonal variances in climate, which gives us revenue stability as compared to other cooperatives in our region. Those commercial accounts added \$2 million worth of revenue in 2018 as compared to 2017. Additionally, the other 44 percent of our revenue comes from the general service members who are affected by extreme cold in the winters and the heat of the summers. As a result of those seasonal climate changes, those accounts, along with 463 newly metered accounts, added \$1.6 million to the revenue roles in 2018, for a total revenue value of \$106.7 million. Total expenses for 2018 measured \$104.3 million compared to \$100.8 million 2017, with \$2.9 million coming from power costs due to increased kilowatt-hour sales volume.

Margins for 2018 were valued at \$3,131,575, which was within \$133,000 of the 2017 level. Even though the weather may throw our projections off in any given year, we budget for margins in the \$3 to \$3.5 million mark each year, and we have been consistent in reaching those levels.

As member-owners of the cooperative, you are welcome to a more detailed explanation of the finances of Nodak Electric if so desired. Please feel free to contact our office for additional information and assistance.



## Balance Sheet

As of December 31, 2018 and 2017

	2018	2017
<b>ASSETS AND OTHER DEBITS</b>		
Net Utility Plant	103,206,590	102,144,684
Cash	6,477,834	2,858,583
Receivables	12,009,647	11,644,146
Other Assets and Debits	12,449,104	11,029,842
<b>Total Assets</b>	<b>134,143,175</b>	<b>127,677,255</b>
<b>LIABILITIES AND OTHER CREDITS</b>		
Total Margins & Equities	50,936,815	49,069,709
Long-Term Debt	60,680,559	56,789,955
Other Liabilities & Credits	22,525,801	21,817,591
<b>Total Liabilities &amp; Credits</b>	<b>134,143,175</b>	<b>127,677,255</b>

## Income Statement

As of December 31, 2018 and 2017

	2018	2017
Operating and Other Revenue	106,678,218	103,044,861
<b>OPERATING EXPENSES:</b>		
Cost of Power	88,817,438	85,874,259
Operations & Maintenance Expense	4,700,817	4,508,587
Consumer Accounts & Consumer Service	986,838	982,357
Administrative & General	2,149,427	1,994,323
Depreciation	4,281,334	4,151,228
Taxes	851,801	813,138
Interest	2,481,310	2,513,404
<b>Total Cost of Electric Service</b>	<b>104,268,965</b>	<b>100,837,296</b>
<b>OPERATING MARGINS</b>	<b>2,409,253</b>	<b>2,207,565</b>
Nonoperating Margins	496,831	530,207
G&T and Other Capital Credits	225,492	260,483
<b>NET MARGINS</b>	<b>3,131,576</b>	<b>2,998,255</b>



# Co-op Facts

## The Year 2018

## Looking Back



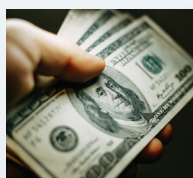
NUMBER OF METERED SERVICES  
**20,095**

2017 19,651  
2016 19,517  
2015 19,143



TOTAL KWH SOLD  
**1,157,245,851**

2017 1,115,063,956  
2016 1,057,478,857  
2015 1,081,943,820



CAPITAL CREDITS  
**\$1,395,586**

2017 \$1,771,018  
2016 \$1,833,248  
2015 \$ 803,730



OPERATION ROUND UP  
**\$51,632**

2017 \$48,172  
2016 \$41,014  
2015 \$45,928



ENERGY EFFICIENCY REBATES  
**\$11,246**

2017 \$25,168  
2016 \$31,030  
2015 \$49,728

### Counties served:

Cavalier, Pembina, Walsh, Benson, Ramsey,  
Nelson, Grand Forks, Eddy, Griggs, Steele,  
Traill, Barnes and Cass

**Number of employees:** 67

**Square miles:** 8,820

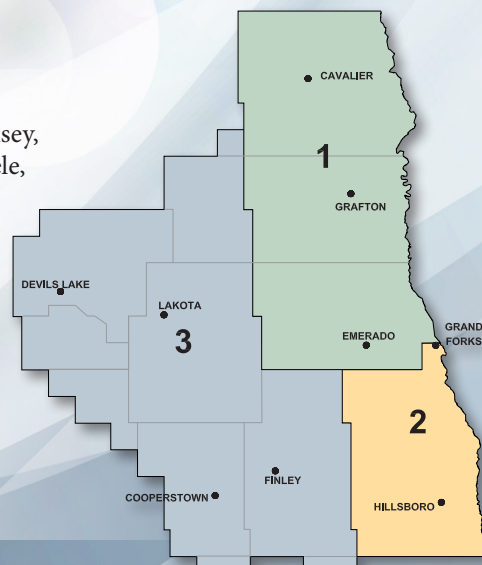
**Total miles of line:** 8,183

**Board meeting:** First Tuesday of each month

**Date first energized:** Dec. 23, 1939

**Power supplier:**

Minnkota Power Cooperative, Inc.





# 2018 YOUTH TOUR

**Lilly Bina of Park River represented Nodak Electric Cooperative on the Youth Tour in 2018. She submitted the following article, summarizing her trip experience.**



Lilly Bina

**W**hen thinking about experiencing our nation's capitol in a fantastic way, the Electric Cooperative Youth Tour is the way to go. It's a remarkable trip with many opportunities to learn about our local electric cooperatives and our nation's history.

While in D.C., we visited many historical sites such as the Lincoln Memorial, the Washington Monument and the World War II Memorial. We also had the opportunity to visit many museums, some of which were the Holocaust Memorial Museum, Smithsonian Museums and the Newseum. When we weren't touring a museum, we were enjoying a ferris wheel ride at the National Harbor or meeting with our state's senators at the Capitol. One evening after exploring downtown Alexandria, we, along with Georgia, enjoyed a water boat cruise down the Potomac River. This was one of the moments we had to get to know each other. On Capitol Hill Day, we had the opportunity to meet with Sens. Kevin Cramer and John Hoeven to discuss the inner workings of our nation's government.

Among the most memorable and rewarding parts of the trip were the friendships we formed. On the first day of the trip, all of us were quite shy and nervous, but by the seventh day we had formed friendships that would last a lifetime.

When I think of a "trip of a lifetime," the Electric Cooperative Youth Tour fits the profile. It is to Nodak Electric Cooperative that I owe extreme thanks for the remarkable experience.



# BIG DIFFERENCE!

*Small change makes a*



Operation Round Up® is a program that rounds up members' monthly electric bills to the next whole dollar amount. The resulting funds are put into a special account to assist others in need. The funds collected through Operation Round Up are used for a variety of projects, programs and items throughout the Nodak service area.

The Round Up board meets quarterly and considers each application that has been received since the previous meeting. It awards funds to the applicants based on how well the application fits the original funding guidelines: 1) Individuals or families in crisis; 2) Services – ambulance and fire; 3) Community youth needs with emphasis on permanent benefit; 4) Scholarships with emphasis on re-education of displaced agricultural people; 5) Senior needs with emphasis on permanent benefit; and 6) No requests for funding of utility and space heating energy will be accepted.

Operation Round Up is a voluntary program with roughly 60 percent of the 14,751 members participating. Since the program started, a total of \$882,329 has been distributed to individuals and organizations throughout the Nodak Electric service area.

## Operation Round Up Board of Directors



From left: Wayne Reinhart, Maureen Puppe, Trish Schindele, Corrine Berg, Pam Montag, Mitch Vold and Jay Estvold.

## 2018 Recipients

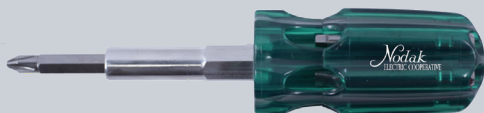
Altru Ambulance Service . . . . .	\$ 125.00	Raenette Tewes . . . . .	1,250.00	Gary Woinarowicz . . . . .	300.00
Aneta Ambulance Service . . . . .	125.00	Vicki Tresenriter . . . . .	1,250.00	BreAnn Ziegelmann . . . . .	917.00
Binford Ambulance Service . . . . .	125.00	Jeff Unterseher . . . . .	1,250.00	Angela Zimmerman . . . . .	882.00
Cooperstown Ambulance Service . . . . .	125.00	Thomas Wetzel . . . . .	1,250.00	Cooperstown Bible Camp . . . . .	1,000.00
Drayton Ambulance Service . . . . .	125.00	Kassie Wilson . . . . .	500.00	Grace Hesse . . . . .	376.00
Finley Ambulance Service . . . . .	125.00	Cavalier HS After Prom Party . . . . .	50.00	Matthew Houska . . . . .	400.00
Fordville Ambulance Service . . . . .	125.00	Central Valley HS After Prom Party . . . . .	50.00	Anna Magnuson . . . . .	800.00
Hillsboro Ambulance Service . . . . .	125.00	Dakota Prairie HS After Prom Party . . . . .	50.00	Duane Marynik . . . . .	1,500.00
Hoople Ambulance Service . . . . .	125.00	Devils Lake HS After Prom Party . . . . .	50.00	Michael Mertens . . . . .	2,000.00
Hope Ambulance Service . . . . .	125.00	Drayton HS After Prom Party . . . . .	50.00	Dick Olsen . . . . .	1,400.00
Lake Region Ambulance Service . . . . .	125.00	Fordville-Lankin HS After Prom Party . . . . .	50.00	Everly Peterson . . . . .	2,500.00
Lakota Ambulance Service . . . . .	125.00	Grafton HS After Prom Party . . . . .	50.00	Raenette Tewes . . . . .	1,250.00
Larimore Ambulance Service . . . . .	125.00	Grand Forks Central HS After Prom Party . . . . .	50.00	Gracie DeCoteau . . . . .	535.00
McVile Ambulance Service . . . . .	125.00	Griggs County Central HS After Prom Party . . . . .	50.00	Brooke Estvold . . . . .	429.00
Michigan Ambulance Service . . . . .	125.00	Larimore HS After Prom Party . . . . .	50.00	Deborah Heath . . . . .	300.00
Northwood Ambulance Service . . . . .	125.00	Midway HS After Prom Party . . . . .	50.00	Grace Hesse . . . . .	443.00
Pembina County Ambulance Service . . . . .	125.00	Minto HS After Prom Party . . . . .	50.00	Jaxon Hesse . . . . .	388.00
St. Ansgar Hospital Ambulance Service . . . . .	125.00	Park River HS After Prom Party . . . . .	50.00	Kierra Hodny . . . . .	250.00
Valley Ambulance & Rescue Squad . . . . .	125.00	Red River HS After Prom Party . . . . .	50.00	Roger & Julie Jackson . . . . .	2,450.00
West Trail Ambulance Service . . . . .	125.00	Thompson HS After Prom Party . . . . .	50.00	Jose Patlan, Jr. . . . .	150.00
Joshua Amundson . . . . .	1,500.00	Valley-Edinburg After Prom Party . . . . .	50.00	Luke Riley . . . . .	1,000.00
Patty Clifton . . . . .	1,250.00	Janet Bennet . . . . .	500.00	Charles Schwarz . . . . .	1,000.00
Emiliano Contreras . . . . .	1,250.00	Dennis Denault . . . . .	1,000.00	Gloria Selvedt . . . . .	1,000.00
Grace Hesse . . . . .	425.00	Grace & Jaxon Hesse . . . . .	1,500.00	Allan Stokka . . . . .	2,500.00
Jaxon Hesse . . . . .	400.00	William Morin . . . . .	875.00	Chad Tetrault . . . . .	1,500.00
Daniel Jallo . . . . .	2,500.00	Tyler Nakonechney . . . . .	1,895.00	Emmalynn Tomlinson . . . . .	300.00
Robert Johnson . . . . .	300.00	Stephanie Nordstrom . . . . .	500.00	Jeff Unterseher . . . . .	1,000.00
Francine McClendon . . . . .	300.00	Gloria Peterson . . . . .	500.00	Veterans Honor Flight of ND/MN . . . . .	1,000.00
James Ottem . . . . .	458.00	Gloria Selvedt . . . . .	1,000.00		
Charles Schwarz . . . . .	1,250.00	Coleman Stadstad . . . . .	2,500.00		
					<b>\$56,273.00</b>





*Grand Prize*  
**\$500 Cash!**

*Registered members  
will receive a  
complimentary gift!*



## *79<sup>th</sup> Annual Meeting*

# Agenda

**April 11, 2019**

- 5 p.m.** – Doors open and registration begins at the Alerus Center, Grand Forks
  - Complimentary supper served from 5 p.m. to 6 p.m.
- 6 p.m.** – Call to order of the 79<sup>th</sup> annual meeting *Luther Meberg, chairman, presiding*
  - Reading of Notice
  - Declaration of Quorum
  - Nominating Committee Report
  - Election
  - Nodak Business Report *Luther Meberg and Mylo Einarson*
  - Question and answer period
  - Old and new business
  - Drawing for grand prize
  - Adjournment