

**2016 ANNUAL REPORT** 





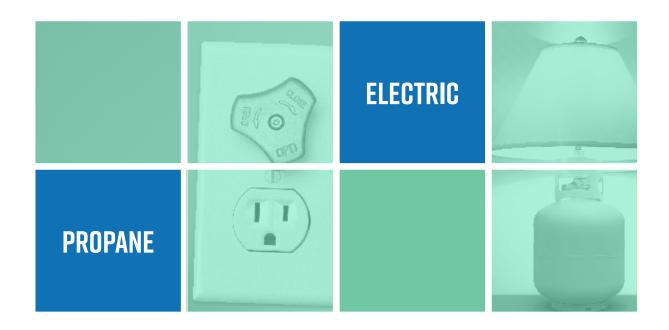
Energy works better when we're in it together.



# **TABLE OF CONTENTS**

- Who We Are
- Letter from the President & CEO
- **Board of Directors**
- 6 Power to the People
- 8 Our Road Map to Success

- 10 Core Services
- 11 Low-Cost Energy
- 12 Commitment to Community
- 13 Manage and Save Energy
- 14 Corporate Profile



# WHO WE ARE

Our core values describe fundamental beliefs regarding the operations of our company. The following are the guiding principles upon which our decisions are based.

#### **SAFETY**

We are committed to protecting the safety of our employees, members and the communities we serve. To achieve this, we provide ongoing training for our employees and create a safety culture promoting awareness that safety is a top priority.

#### **INTEGRITY**

We conduct business in an honest manner. We place trust in each other, and through a collaborative effort, decisions affecting all aspects of our business are made, and full cooperation to support these efforts is expected. Employee, member and supplier opinions are valued. Faith and confidence in the organization, honor, trust, respect, treating others the way we want to be treated, doing what is right and leading by example are standards of integrity which drive our company.

#### COMMITMENT

We are dedicated to our members, customers, employees, communities and to ourselves. We do what we say we will do. We maintain our tradition of citizenship and service with actions that demonstrate care for the people and communities around us. We work to create an environment that nurtures employee pride, self-esteem and a productive workforce. Continuing and open communications are encouraged and endorsed.

#### **EXCELLENCE**

We continually strive to improve our products and services. To prosper both as individuals and as a corporation, we give our best and commit to maintain the highest standard of excellence in all that we do

#### **OUR MISSION**

EnergyUnited is a memberowned business committed to delivering reliable energy services at competitive prices.

#### **OUR PURPOSE**

To improve the quality of life for our members, customers and communities.

#### **OUR VISION**

EnergyUnited strives to be the leading energy services cooperative.

## **LETTER FROM THE PRESIDENT & CEO**

Not that long ago, we were all marveling over the wonders of a new thing called "smart phones." Now, just a few short years later, there is a rapidly growing list of "smart" things. From cars, TVs, and watches to smart homes and a smart utility grid, it's hard to imagine daily life without all the advantages that modern technology offers.

or decades,
EnergyUnited's primary
focus has been to keep
the lights on and the rates
low. While we will never shift
away from our commitment
of providing safe, reliable
and affordable energy, we
understand that members like you
need more than just reliable energy.
You need expertise and advice to help
you navigate a new world with rapidlychanging technology.

For instance, you may be wondering if purchasing an electric vehicle will impact your power bill. Or, you may be considering solar panels, other renewable options, whole-house battery storage, smart sensors and switches or a home energy management solution. We want you to know that EnergyUnited is here to help.

We've recently launched several initiatives as part of our overall commitment to help you find, evaluate and implement the new technologies that can help you save both energy and money.

The most visible example of this is our new online Energy Efficiency Store, which features a wide variety of energy products such as LED lighting, smart





H. Wayne Wilkins

Dr. Max Walser

thermostats and many other energy efficient measures to help you save and manage your energy better.

We are also launching pilot programs with small groups of EnergyUnited members to test new energy efficiency products and services. These programs are designed to help EnergyUnited better understand how our members interact with products such as smart thermostats to help us provide useful information when advising you on energy decisions.

We recognize that installing new energy-efficient products and appliances is only part of the equation. We know that our members also want the ability to control and monitor their power usage. That's why we continue to provide our members with online billing and payment options, the ability to track daily usage and a wealth of other resources to help our members manage their energy costs.

Each of the programs that
EnergyUnited develops is created
with your interests in mind. We
strive to create opportunities
that not only provide benefits to
members today, but also set a
foundation that can adapt and
grow as our community and

cooperative continue to evolve.

In 2016, we continued to make progress toward preparing our cooperative for all that the future of energy consumption has to offer. We're excited to share the results from the past year, and outline future steps to continue our growth, in this Annual Report.

As members, and therefore owners of EnergyUnited, you play a key role in the future of this cooperative. We hope you take pride in the work that we've accomplished by working together as a community of energy-minded individuals, and we thank you for your continued support of EnergyUnited.

President, Board of Directors **DR. MAX WALSER** 

Chief Executive Officer
H. WAYNE WILKINS

### **Executive Staff**

**CHIEF EXECUTIVE OFFICER**H. Wayne Wilkins

**CHIEF INFORMATION OFFICER**Kathleen Hart

VICE PRESIDENT, CUSTOMER CARE, SALES, MARKETING AND COMMUNICATION

Tim Holder

VICE PRESIDENT, POWER SUPPLY

Dave Meisinger

VICE PRESIDENT, HUMAN RESOURCES

Pam Britt

GENERAL MANAGER, ENERGYUNITED PROPANE

Jeff Ruffner

**CHIEF FINANCIAL OFFICER** 

Alec Natt

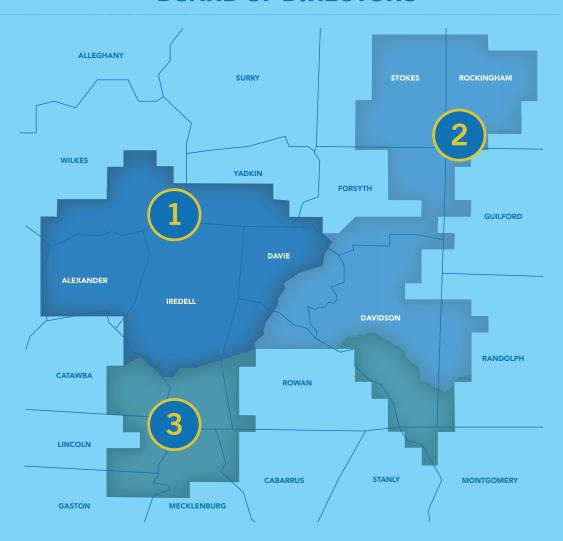
VICE PRESIDENT, ENGINEERING AND OPERATIONS

Vacant

CORPORATE ATTORNEY,
BRINKLEY WALSER STONER, PLLC

Roy McDonald

## **BOARD OF DIRECTORS**



**District** One



**Jerry Anderson** 



**Edgar Cartner** Vice President



**Ann Eller** 

**District** Two



**Jeannette Overby** Secretary



**Mack Shoaf** 



**Dr. Max Walser** President

**District** Three



**Ronnie Harrison Treasurer** 



**Brian Sisson** 



**Glenn Smith** 

EnergyUnited is a not-for-profit cooperative built and owned by the members who purchase electricity from the company. Our members control the direction of the cooperative by electing fellow members to serve on the board of directors.

Our board of directors is made up of members from diverse backgrounds. From farmers and small business owners to bankers and educators, we have a variety of experience that helps provide leadership and direction for the EnergyUnited staff.



# POWER TO THE PEOPLE

EnergyUnited members are the foundation of this cooperative. As a member, you are not only an owner of this cooperative, but our primary reason for existing. From the early days of the cooperative structure, we have worked hard to provide power to the people, both in the form of safe, reliable and affordable energy, and by giving our members a say in how we run this business.

n 2016, EnergyUnited continued to focus its time and resources on making member satisfaction a priority. We know that the needs of our members are ever-changing. We are continuously working to improve our products and services to ensure we are keeping current and relevant and meeting your energy needs. The future of energy consumption and technology is an uncertain and rapidly changing environment. To meet the needs of our community, EnergyUnited will need to be able to adapt to using more technology and other enhanced electronic options for our members and customers.

We continue to seek feedback from our members through monthly surveys, by gathering input from our Member Advisory Committee (MAC) members and in everyday conversations with you. Reviewing this feedback has provided us with four areas that are essential to your satisfaction; and, as we move forward and focus on these areas, we will be better positioned to influence our member satisfaction; beyond the tank and meter.

#### **CORE SERVICES**

We know that you rely on EnergyUnited for our Core Services: safe, reliable and affordable electricity and propane to power your home. But in today's fast-paced, technology-driven

society, we also understand that our members need more from their cooperative. Throughout 2016, we made strides to improve all aspects of our core services by ensuring our members receive maximum value from EnergyUnited. We are committed to ensuring that we provide power in a safe and reliable manner, while also providing our members with high-quality energy expertise and advice. We do this by developing programs that support our ability to work effectively in the field and improve multiple aspects of member services.

Of course, safety will always be of great importance to the Core Services EnergyUnited provides. Both internally



# People power.

It's the difference between our energy cooperative and an energy conglomerate.

and externally, EnergyUnited promotes programs that raise awareness about how to work safely around energy, especially for emergency response personnel.

#### **PROVIDING LOW-COST ENERGY**

We understand that your energy bill can influence your satisfaction level and we will continue to do whatever we can to make sure we are providing low-cost energy. We work diligently to provide our services for the lowest possible cost. We are constantly evaluating ways to standardize and optimize our operations to ensure that our business processes run smoothly and continue to offer our members value.

Electronic options for interacting with our members are quickly taking the place of higher-cost, in-person transactions. Paperless options, such as e-billing, online bill payment and the EnergyUnited Account App, also reduce the cooperative's reliance on paper,

which is good for both the environment and our members.

#### COMMITMENT TO THE COMMUNITY

Cooperatives stand for more than just energy. Our rich legacy traces its way through the history of our service area. This long-standing history, and our commitment to serve our members, drives our participation in a variety of community activities. Owned by our members, EnergyUnited is made up of your friends and neighbors who are committed to making our communities, cities and towns better places to live.

Our community focus takes many forms. From economic development opportunities, to helping recruit companies and jobs to the areas we serve, EnergyUnited is a trusted partner for local governments. We also work with our members on an individual level by providing support like the Operation Round-Up program, which funds the EnergyUnited

Foundation, a charitable program that provides assistance to families and individuals with urgent needs they cannot meet themselves.

#### **HELPING YOU SAVE & MANAGE ENERGY**

EnergyUnited strives to be your trusted energy advisor for energy efficiency tips, research and advice. We work hard to ensure that access to reliable information about the latest energy efficiency trends is readily available through our website and by contacting one of our many energy experts. No matter what energy challenge you face, EnergyUnited will be there to offer guidance every step of the way.

We're proud of all we have accomplished through people power. In the pages of this report, you'll find more examples of all the ways that EnergyUnited works hard to provide our members with high-quality products and services every day.

## **OUR ROAD MAP TO SUCCESS**

At EnergyUnited, our vision is to become the leading energy services provider for the members we serve. Everything we do as a business is centered around this idea. In this way, we continue the proud cooperative tradition of placing power into the hands of our members and providing services that greatly impact their lives.

ur path towards success begins, as many do, with a road map that outlines the specific areas of our business that must be preserved and strengthened. We use this as a guide to detail the specific areas of our business where complementary products and services offer growth opportunities. Narrowing our focus on this guide allows EnergyUnited to envision the future of this cooperative and to plan for the new technologies and challenges that will impact our members in the coming vears.

#### A NICHE MARKET

One of EnergyUnited's greatest strengths is our reputation in the market in which we operate. We are fortunate to be located in a prime area of North Carolina that is not

**Narrowing our focus** on this guide allows EnergyUnited to envision the future of this cooperative and to plan for the new technologies and challenges that will impact our members in the coming years.

only economically stable, but poised for future growth. We serve nearly 126,000 meters spread across 19 counties in North Carolina. We have a sizable and growing number of customers who rely on EnergyUnited for their propane needs, and a number of key commercial and industrial accounts across a variety of industries.

#### **EFFECTIVE ENERGY MANAGEMENT SOLUTIONS**

Commercial and Industrial (C&I) accounts are seeing the benefits of our partnership with GridPoint by leveraging a unique cloud-based technology to collect real-time data and report on energy usage. This allows consumers with large power needs the opportunity to see real savings through energy efficiency and control. This partnership is a key initiative that has positioned EnergyUnited well, both inside and outside of our service area, and will continue to be a focus in

We are also interested in bringing energy management solutions to our residential members. The recently launched online EnergyUnited Energy Efficiency Store offers a number of



affordable smart thermostats that can help members better control their energy usage and save on their monthly energy bills. EnergyUnited is also sponsoring pilot programs to help us better understand member interactions with energy-saving devices. One of our pilot programs puts smart thermostats, such as the Ecobee thermostat, into member's homes. Through these pilot programs we hope to uncover information that will help you better manage and save energy.

#### **AUTOMATIC BACKUP GENERATION**

Both residential and commercial consumers require near 100% reliability to avoid inconvenient disruptions. Affordable home and industrial backup generators are a great way for members to bridge the gap between an outage and restoration. This solution is especially critical for members who have medical needs such as oxygen tanks or businesses with sensitive equipment or technology.

EnergyUnited has partnered with generator manufacturers to provide affordable residential and commercial solutions for automatic backup generation. In 2017, we hope to expand the awareness of these products throughout our service area to better serve our members.

#### **RENEWABLE PORTFOLIO**

There is interest from our members to provide renewable options for their energy consumption. Our residential net metering pilot program was a success, allowing members to take advantage of special rates should they choose to install rooftop solar panels at

1 3 Core Services Commitment to Communities 2 4 Lowest Possible **FOUR AREAS** Manage & Cost Save Energy **ESSENTIAL TO OUR BUSINESS** 

their home. EnergyUnited will continue to offer advice and solutions to any members considering installing solar panels or other renewable resources to help them make the best possible energy management decisions.

#### **ENERGY EFFICIENCY**

Advances in LED lighting, building controls, HVAC upgrades and other technologies have the opportunity to provide real savings to our members. While each building or facility has its own unique energy challenges, our experts have the experience necessary to identify opportunities for energy efficiency and leverage our vendor/ partners to deliver impactful solutions.

#### **ALTERNATIVE-FUELED VEHICLES**

EnergyUnited is positioned to support our service area's growing interest in alternative-fueled vehicles. Many new car buyers are evaluating the possibility of electric vehicles for their primary mode of transportation. To show our support for this advancing technology, we currently offer rebates specifically for members to help offset the cost of a charging station installation. EnergyUnited will continue to provide information about this emerging

technology and work to further equip our service area with the necessary infrastructure and help our members make the best possible decision about this high-impact purchase.

Commercial customers have also shown growing interest in vehicles powered by propane, which provides a more environmentally friendly and cost-effective way to power work trucks. EnergyUnited has already seen the benefit of propane in our own fleet. We currently operate 10 propanepowered, dual-fuel pickup trucks and two propane-powered home delivery trucks. We will continue to leverage this cost-effective alternative fuel solution in our fleet, and lead by example as we help our commercial customers evaluate similar vehicles.

Our road map to success is constantly evolving as trends and technology change. Regardless of the program, everything we do is devoted to providing high-quality energy solutions to the members we serve.



# 1 CORE SERVICES

EnergyUnited is focused on safely delivering reliable, affordable energy services to our members. We consider this to be our core service as a cooperative and providing this effectively is the driving factor behind the decisions we make. We are committed to enhancing the way we deliver these services and have developed new initiatives to help us reach success.

n 2016, we began a three-year project to inventory facilities and equipment throughout our electric system. The inventory of all system assets includes poles, underground facilities, pad mount transformers and meters at each service location. The inventory will provide EnergyUnited a more accurate location of equipment in the field in order to better maintain a safe and reliable electric system. We are working on creating proactive outage communication alerts, with individual notification preferences, that are sent out to members affected by an outage. We have also worked on distribution automation projects to enhance reliability in remote parts of our service area. These system upgrades will allow power to be restored automatically to as many

members as possible by reconfiguring our system around the problem section of line.

EnergyUnited spent over \$4.4 million on system improvements to distribution lines to increase capacity and improve reliability for our members last year. This included three major upgrades that were either started or completed in 2016.

To further increase the reliability of our services, we completed the 2017-2020 Construction Work Plan, which determines the work that will need to be done to meet our projected growth. This plan calls for over 190 miles of new underground construction and over 35 miles of new overhead construction, as well as the addition

of six new substations and additional work at 53 of our existing stations.

Safety is one of our highest priorities and we are committed to creating a culture of safety for our employees and communities. In 2016, EnergyUnited received the Safety and Health Achievement and Recognition Program (SHARP) designation from the North Carolina Department of Labor. We also placed 10 new Automated External Defibrillators (AEDs) on field vehicles as part of a three-year implementation plan to install this equipment in all field vehicles. Many EnergyUnited work sites are remote and access to outside emergency services can be limited, so the AED program is an extremely valuable initiative for our workers in the field.

# 2

## **LOWEST POSSIBLE COST**

As a not-for-profit cooperative, it is our goal to provide safe, reliable electric service to our members at the lowest cost possible. We are constantly looking out for members by utilizing technologies and automation to enhance your experience.

e have focused our efforts to offer and encourage electronic options to reduce traditionally costly transactions. These efforts include enhancements to our website, phone menu and automated account information system to make it easier to communicate with our members through an electronic interface.

In 2016, we implemented automation to handle the simple, yet time-consuming calls that our Customer Care Representatives (CCRs) had been receiving. As a result, our CCRs have been able to transition to more of an energy advisor role, allowing them to spend more time with members. We are committed to continuing to evaluate our systems and making

updates as needed to help better serve our members daily.

EnergyUnited has recently made changes to our phone menu and enhanced our automated account information system to better serve your needs. The answers to most account-related inquiries as well as some self-service options can be obtained 24/7, 365 days per year by utilizing our automated system. The enhancements to our automated system provide the information you need without the wait time to speak with a representative during normal business hours.

In addition to our automated phone systems, you can also find key information by logging into our secure account portal at EnergyUnited.com or our mobile account app, both of which

provide full account information as well as a variety of self-service options.

When you talk, we listen. We understand that each of our members has a unique schedule and preference for interacting with the cooperative, which is why we have a variety of billing and payment options. These billing options include pre-paid metering, budget billing and custom due dates. Payment options include bank draft, authorized payment agents, mobile app and a payment kiosk located at our headquarters office in Statesville.

We will continue to add enhancements for self-service options that help lower the costs of interacting with the cooperative. Savings that we can pass along to our members.



# People power.

It's how our energy cooperative offers energy at-cost to our members.

# **COMMITMENT TO COMMUNITIES**

Electric cooperatives like EnergyUnited have a unique commitment to the communities they serve. Because you are a member, not a customer, we have an increased responsibility to be a good citizen to the areas where you live, work and play. We're proud to support our communities in ways that benefit both the cooperative and the members who support us. We strive to be a cornerstone of our community and work hard every day to make our service areas stronger.

lectric cooperatives have a proud history of giving back. As part of our Economic Development program, we have partnered with local communities to recruit businesses to the service area. We also provide access to zero-interest loans from the United States Department of Agriculture (USDA) to counties and towns to aid in infrastructure development and to EMS and fire departments to purchase equipment.

EnergyUnited members help us give back, too. Through the EnergyUnited Foundation's Operation Round-Up program, members can round up their energy bills to the next dollar amount and the extra change goes toward helping those in need. In 2016, the EnergyUnited Foundation granted over

\$400,000 to individuals and families in-need who live in the communities we serve.

We understand the importance of maintaining local presence and accessibility in our service areas and have hosted safety demonstrations and participated in community sponsorship programs. In 2016, we continued working with leaders to ensure our members' needs are considered within State and Federal regulations. We also encourage and provide support to our employees to get involved in local organizations that are important to them.

EnergyUnited is committed to supporting youth and educators throughout our 19-county service area.

Partnerships with local educational and athletic institutions allow our cooperative to help young people and educators of all ages learn and share ideas through programs like the Bright Ideas grant, the Washington, D.C., Youth Tour and Sports Camp basketball scholarship programs.

Our commitment to community goes beyond our service area as well. We have donated equipment and sent linemen to other areas in need so they can help bring power to thousands of people in the event of extended power outages due to severe inclement weather.

No matter how great or small the act, every time we give back, we strengthen our community.































# **MANAGE AND SAVE ENERGY**

In EnergyUnited's continued effort to provide our members with the highest levels of satisfaction, we are continually looking for opportunities to help our members manage and save energy. We communicate ideas with you in our monthly member newsletter, on our website and in other publications. Our goal is to do everything we can to help you save on your energy bill.

ou aren't just a customer; you're a member of EnergyUnited. Each member owns a part of the cooperative. So, it's only natural for us to operate the cooperative with your best interests in mind. This means that it's our job to help you manage and save energy. In 2016, we implemented several initiatives designed to provide more options for energy management.

Our new online Energy Efficiency
Store, at EnergyUnited.com, provides
low-cost energy savings products such
as LED light bulbs, smart thermostats,
energy-efficient shower heads and
more. This online store makes it easier
than ever for you to control the way
you use energy and can help you save
money on your monthly bills.

We encourage you to consider installing a smart thermostat in your home to help better manage room temperatures and achieve more predictable energy bills. Smart thermostats are available to purchase through our online Energy Efficiency Store.

Additionally, EnergyUnited members may be eligible to save money through the various rebates on residential products. Opportunities such as the heat pump rebate, for purchasing a high-efficiency unit, and propane tankless water heater rebates can help save on needed upgrades. We also offer lighting rebates that allow commercial accounts to upgrade to high-efficiency lighting systems.

In 2016, we increased our focus on alternative energy. We successfully

launched our net metering program to benefit residential members interested in adding solar to their homes. For members interested in electric vehicles, we offer a Plug-In Vehicle Charging Station Rebate that provides homeowners an incentive to offset their initial charging station installation cost. We have also created a partnership with GridPoint, a comprehensive, data-driven energy management system to help our commercial and industrial accounts better understand energy cost drivers and build sustainable businesses.

At EnergyUnited, we are here to serve you because that is the way a cooperative operates, plain and simple. We're here to help you thorough any energy decision you may face, with expert advice that will help you save.

# **CORPORATE PROFILE**

	2016	201
Assets		
UTILITY PLANT		
Electric plant in service	\$566,144,308	\$545,275,409
Property and equipment – subsidiaries	28,104,016	26,474,923
Construction work in progress	7,435,678	11,060,799
Gross utility plant	601,654,002	582,811,13
Less accumulated depreciation	220,151,762	206,910,579
Total Utility Plant	381,502,240	375,900,552
OTHER READERTY AND INVE		
OTHER PROPERTY AND INVESTIGATION OF THE		1 040 079
Restricted property and investments	1,067,876	1,042,978
Investments in associated organization Goodwill		14,755,230
Investment in leases	2,554,985	2,879,22
Other assets	317,279	416,298
Notes receivable	1,945,674 3,677,500	1,873,600 2,132,500
Total Other Property & Investments	26,047,394	23,099,83
CURRENT ASSETS		
CURRENT ASSETS Cash and cash equivalents	15,336,043	11,149,44
CURRENT ASSETS Cash and cash equivalents Consumer accounts receivable,	15,336,043	11,149,44
Cash and cash equivalents	15,336,043	11,149,44
Cash and cash equivalents Consumer accounts receivable,	15,336,043	11,149,44
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts	15,336,043 14,007,946	11,149,44! 11,787,08!
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for		
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for 2014 and 2013, respectively	14,007,946	11,787,089 94,70
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for 2014 and 2013, respectively Other accounts receivable	14,007,946 353,274	11,787,089 94,70 12,467,250
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for 2014 and 2013, respectively Other accounts receivable Unbilled accounts receivable	14,007,946 353,274 14,295,721	11,787,089 94,70 12,467,25 6,029,67
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for 2014 and 2013, respectively Other accounts receivable Unbilled accounts receivable Inventories and supplies	14,007,946 353,274 14,295,721 5,600,108	11,787,089 94,70 12,467,250 6,029,679 255,000
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for 2014 and 2013, respectively Other accounts receivable Unbilled accounts receivable Inventories and supplies Current maturities of notes receivable	14,007,946 353,274 14,295,721 5,600,108 455,000	11,787,089 94,70 12,467,250 6,029,679 255,000 192,94
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for 2014 and 2013, respectively Other accounts receivable Unbilled accounts receivable Inventories and supplies Current maturities of notes receivable Current investment in leases	14,007,946 353,274 14,295,721 5,600,108 455,000 208,496	11,787,089
Cash and cash equivalents Consumer accounts receivable, less allowance for doubtful accounts of \$1,521,008 and \$1,415,574 for 2014 and 2013, respectively Other accounts receivable Unbilled accounts receivable Inventories and supplies Current maturities of notes receivable Current investment in leases Other current assets	14,007,946 353,274 14,295,721 5,600,108 455,000 208,496 4,680,519	11,787,089 94,70 12,467,250 6,029,679 255,000 192,94 1,931,520

<b>CAPI1</b>	TAL CR	EDIT	S

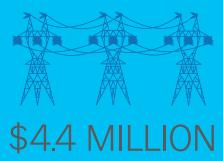
When EnergyUnited has sufficient margins, a portion of the excess funds is returned to members in the form of a capital credit refund. We do this both because we are a not-for-profit organization and because we do everything in our power to give back to our members.

In 2016, EnergyUnited returned over \$3.5 million in capital credits to its members, a reminder that as a cooperative, we are all in this together.

	2016	2015
Equities and Liabilities		
EQUITIES		
Member shares	\$ 529,402	\$ 522,627
Patronage capital	47,857,422	
Other equities	140,403,780	124,759,659
Accumulated comprehensive gain/(lo	oss) 1,121,070	(6,509,666)
Total Equities	189,911,674	176,874,324
NON-CURRENT LIABILITIES		
Long-term debt, less current maturit	ies 181,687,644	186,327,337
Accumulated obligation for pensions		
and benefits, less current amount	10,212,223	8,815,406
Other non-current accrued liabilities	4,048,186	3,906,781
Total Non-Current Liabilities	195,948,053	199,049,524
CURRENT LIABILITIES		
Current maturities of long-term debt	14,693,309	13,367,266
Short-term and line-of-credit borrowi	ngs —	_
Accounts payable	22,281,723	23,669,030
Consumer deposits	3,473,906	3,507,564
Other current liabilities	5,294,539	10,757,708
Total Current Liabilities	45,743,477	51,301,568
Deferred Credits	34,840,539	19,576,253
TOTAL EQUITIES AND LIABILITIES	\$466,443,743	\$446,801,669
CONSOLIDATED STATEMENTS OF REXPENSES AND PATRONAGE CAPIT.		2015
Operating Poyonus	\$201 207 070	¢201 200 057
Operating Revenue  Cost of Sales	\$291,287,078 237,108,768	
Gross Profit on Sales	54,178,310	55,568,578
Other Expenses		
Advertising, marketing and sales	694,792	679,187
Product services and labor	8,623,508	8,672,189
Other G&A expenses	12,443,514	11,740,750
Depreciation and amortization	20,177,394	19,529,569
Interest	8,924,865	9,422,996
Other	29,171	23,984
Total Expenses	50,893,244	50,068,675
NET OPERATING MARGINS	3,285,066	5,499,903
Non-Operating Margins		
Interest income	3,246,930	3,308,025
Other income	2,562,995	1,261,796
Gain (Loss) on disposal of property	110,867	(272,425)
Total Non-Operating Margins	5,920,792	4,297,396
NIET MADOINIC	<b>#0 205 050</b>	¢0 707 200
NET MARGINS	\$9,205,858	\$9,797,299





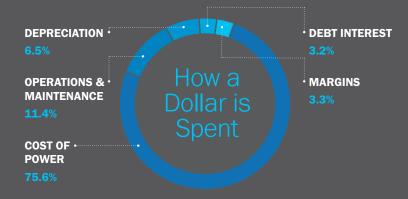


INVESTED IN DISTRIBUTION LINE IMPROVEMENTS
TO IMPROVE CAPACITY AND RELIABILITY



Our Commitment to

## **LOW-COST ENERGY**



Our Commitment to

### **MANAGE & SAVE ENERGY**



N REBATES FOR PROPANE
APPLIANCES AVAILABLE
FOR OUR CUSTOMERS

CAPITAL CREDITS
RETURNED TO MEMBERS

Our Commitment to

### **COMMUNITY**

\$400,000+

IN GRANTS AWARDED BY THE ENERGYUNITED FOUNDATION





### 3 Students

WERE AWARDED SCHOLARSHIPS FOR BASKETBALL CAMPS AT TWO OF THE STATE'S BIGGEST COLLEGES



### 2 Students

TRAVELED TO
WASHINGTON, D.C., WITH
THE RURAL ELECTRIC
YOUTH TOUR PROGRAM

# \$3 MILLION

RURAL ECONOMIC DEVELOPMENT LOANS



\$40,000+

GRANTED TO 47 TEACHERS FOR THE BRIGHT IDEAS EDUCATION PROGRAM









#### **ENERGYUNITED**

Post Office Box 1831 Statesville, NC 28687

#### **PHONE**

1-800-522-3793

#### **WEBSITE**

EnergyUnited.com

#### **TO REPORT AN OUTAGE**

1-800-EUNITED or (1-800-386-4833)

#### **24-HOUR ACCOUNT INFORMATION**

1-800-MEMBER1 or (1-800-636-2371)





YOU THE ENERGYUNITED ELECTRIC COOPERATIVE