

SOUTHEAST COLORADO POWER ASSOCIATION

JULY 2021



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Our primary mission is to provide high-quality, reliable electric service at a reasonable cost to our members, improve their quality of life through new technologies and services, be a visible and active member of the community and serve our members with respect, courtesy and responsiveness.

SOUTHEAST COLORADO
POWER ASSOCIATION IS
AN EQUAL OPPORTUNITY
PROVIDER AND EMPLOYER

**OFFICES CLOSED
JULY 5
IN OBSERVANCE OF
INDEPENDENCE DAY**



ANNUAL MEETING RECAP—PART 2

BY JACK JOHNSTON CEO | JACKJ@SECPA.COM



As a follow up to last month, I'd like to provide the post-annual meeting financial overview. I'm pleased to share that the 2020 Annual Report is now available at www.secpa.com.

We were able to retrace the steps of past CFOs, accounting staff and auditing firms prompted by questions from our current external auditors. This resulted in a \$2.1M adjustment to accumulated depreciation necessary to correct errors originating back to at least 2004. Another issue that was resolved related to equity classifications dating back to 2008, which will be calculated and adjusted this fiscal year. These were regrettable oversights and inconsistencies but fortunately identified and now corrected to ensure long-term reporting accuracy. Ultimately, the entries themselves are categorical reconciliations and will not have any negative financial impact.

SECPA had a very solid year that led us into our [current] 6th straight year without a rate increase. Total assets exceeded \$107M, revenue topped \$34M and net margins were nearly \$2M. We happily retired 1963 and 1964 capital credits with a book value of \$362,979. Equity ratio remained strong at just under 55%. Although irrigation and industrial sales are starting off lighter this year, we are still currently trending with a healthy operating and net margin.

SECOM made huge strides last year. Revenues continued to rise to a record high \$12.7M. There was a slight decrease in total assets primarily due to depreciation outpacing plant growth. We paid down

approximately \$2M in short-term debt, did not initiate any new long-term debt and maintained an equity ratio over 30%. Although slightly negative, net margins improved by over \$1M — a proud team achievement over a short period. We are trending up this year with positive operating and net margins.

On a consolidated basis, SECPA's balance sheet grew to over \$123M with total revenues exceeding \$46M — both are record high figures. Net margin results are still top tier on a historical basis. Debt service coverage ratios — basically our credit score — remain very high. An important number to highlight — member equity (the value of your cooperative ownership) has grown almost \$11M (23%) since 2014.

We did receive a question regarding whether SECPA has been positively cash flowing since 2015 — the short answer is, yes. Operationally, we have sufficient capital flows to satisfy short-term expenses plus some portions of long-term ones. Investing in long-life assets has consistently required long-term debt financing. While in the process refinancing RUS loans to a lower interest rate in 2019, we financed some plant growth with a line of credit, which made sense until that balance was converted in 2020. In general, the comparison of any specific day/dates is too simplistic an approach as cash flows can change on a daily basis.

Another set of questions were related to SECOM net income losses in previous years and whether SECPA was subsidizing SECOM. SECOM losses 2016-2020 were

directly associated with aggressive organic growth and three acquisitions that were part of a multi-year development strategy. The associated increase in assets and financing to achieve that plan drove up goodwill, depreciation, and interest expenses – in fact, depreciation expense alone exceeded net margins. Some overstaffing occurred until natural attrition and operational efficiencies were achieved. SECPA is not providing SECOM any cash infusions for operations — in fact, SECOM is paying SECPA on a monthly basis for pole attachments and shared management expenses. In addition, SECOM leases space in La Junta and Lamar and has a lease-to-own payment in Pueblo West. SECPA's balance sheet does reflect some historical liability balance, which SECOM plans to start reimbursing next year. More importantly, subsidiary losses during that growth period did not reduce any member patronage allocations – that is, SECPA capital credits have remained whole.

Overall, trending in 2020 was very positive and that momentum is carrying over into 2021. Our team is especially proud of its efforts during a tough calendar year and the fact we ended with these kinds of financial results. In conclusion, since it is the month of our country's birthday — Happy 4th of July!

MEET THE LEADERSHIP SERIES JON SAUNDERS, CHIEF BUSINESS DEVELOPMENT OFFICER — SECOM

Staying one step ahead in a highly competitive industry is a constant

challenge. Having a strategic vision is imperative, especially in a technology-based industry. These are the primary reasons Jon Saunders has some of the most significant responsibilities of anyone in our company. He is our liaison with all wholesale customers — a core foundation of our revenue base. Jon represents us in legislative, regulatory and industry realms, often testifying or presenting in that capacity. He is our “big picture, next generation” thinker, facilitating new relationships with strategic partners on win-win business scenarios. He is our principal planner and procurer of grant funds. Due to Jon's experience and knowledge, he is a helpful advisor in operational discussions. Jon is supported by an Administrative Assistant along with two external lobbyists and an attorney.

Jon began his technology career back in high school when he began working at Gobins as a Copier Technician before being promoted to Corporate Service Manager and proudly creating a brand-new Networking Division. In 1999, he joined SECPA as the IT Manager/CIO before becoming Employee #1 at the newly created broadband division, where he was the principal Network Engineer charged with building a broadband backbone from the ground up. His success saw him rise to a General Manager role and, just a few years after SECOM was spun off



▲ Jon Saunders, Chief Business Development Officer — SECOM

as a wholly owned subsidiary, became the Chief Operations Officer prior to his current position, which has been his most important. Jon is an Arkansas River Valley native who resides with his wife, Christol on a rural property perfectly situated “10 minutes from everywhere” (Las Animas, Cheraw, La Junta). His son Zane, daughter-in-law and 3 grandkids reside nearby — living in Jon's boyhood home. His daughter, Charissa, is pursuing her career in the Denver area.

Jon enjoys woodworking, raising animals along with being both a speaker and subject matter expert on organizational design. It's hard to put into words the value of Jon's historical knowledge and strategic insight. He gives us a competitive advantage each and every day.



YOU COULD BE A WINNER THIS MONTH

If you find your name in this issue as follows (WIN* your name, your account number), please contact Southeast Colorado Power Association at 719-384-2551 or 800-332-8634 to receive a credit on your next power bill.

Last month's winner was Carroll Steen.

UNCLAIMED & UNCASHED CAPITAL CREDIT CHECKS

Contact us if your name is listed. If you recognize a name, contact them and ask them to contact us at 719-384-2551. This list will continue in the next several CCL issues.

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LUCERO, MODESTA	MARUYAMA, JOHN N	MC GILL, S B	MEISMAN, MABEL	MITCHELL, IRA	MURPHY, ERNEST A	NOTESTINE MANFORD
LUJAN, JOSEPH	MARVIN, LLOYD	MC GINNIS, JAMES E	MEKEAL, UE	MITCHELL, JAMES H	MURPHY, GLEN	NOVINGER, VANCE L
LUNDGREN, ROBERT	MARVIN, TOM	MC GINNIS, JAMES F	MELGOSA, SABINO	MITCHELL, JOHN J	MURPHY, LESTER Y	NUGENT, DAN M
LUSK, CLAUDE R	MARX, BILL	MC GINNIS, WOODROW W	MELGOZA, RUBEN P	MITCHELL, RALPH	MURRAH, MAXINE	NUGENT, EUGENE
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LUTZ, LLOYD G	MASON, KENNETH L	MC GRATH, PAUL	MENDICINO, CARMEN J	MONEY, CHARLES	MUTH, GEORGE P	NUNNERY, WARREN L
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				MUMM, JERRY	NOLTING, WALTER	PALACIO, CARMEN
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					NORRIS, B Q JR	PARADEIS, JOE
					NORRIS, CLARENCE	PARK, KEITH

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 PARKER, NORMAN
 PARKER, THOMAS V
 PARKER, WINSTON A
 PARKER AND WHITLOW
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 PASSIG, PAUL
 PATCHETT, DALE B
 PATE, W P
 PATRICK, JAMES
 PATRICK, OSCAR F
 PATTERSON, F L
 PATTERSON, JACK
 PATTERSON, JIM
 PATTERSON, RICHARD
 PATTERSON, W R
 PATTISON, C O
 PATTON, A H
 PATTON, VERA
 PATTON, WM D
 PAUL, DON
 PAUL, PHAY W
 PAULI, A F
 PAULSEN, WILLIAM
 PAYNE, ROBERT D
 PAYNE AND SONS
 PAYTON, RAY
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 PEARCE, WILLIAM S
 PEARSON, CLELIA V
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 PEARSON, HARLAND
 PEARSON, L G
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 PEDERSON, DARRELL M
 PELLEY, RICHARD C
 PENDERGRAFT, P P
 PENDLETON, IRA
 PENN, JIM
 PENNINGTON, G F
 PENNINGTON MARION
 PERDUE, DARRELL
 PERDUE, DESSIE
 PERKINS, C A
 PERKINS, JAMES D
 PERKINS, JESS L
 PERKINS, JOE H
 PERKINS, SAM
 PETERS, GEORGE W
 PETERS, HARRY F
 PETERS, PETE
 PETERS, W D
 PETERSEN, ANDREW
 PETERSEN, HARRY
 PETERSEN, IRENE
 PETERSON, CARL R
 PETERSON, VICTOR
 PETRIE, MARY D
 PETTINGER, EARL M
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 PFINGSTON, HAROLD
 PFLUGHOF, FRANK
 PHILLIPS, EARL
 PHILLIPS, HAZEL F
 PHILLIPS, ROSA A
 PHILLIPS, VERNON
 PHILPY, LLOYD
 PHILPY, RAYMOND J
 PIERCE, NIM O
 PIERCE, W H
 PIERPOINT, S B
 PIERSON, C E SR
 PILGRIM, R E
 PILGRIM CHURCH
 PILGRIM HOLINESS CHURCH
 PILGRIM PARSONAGE
 PILLOUD, PAUL
 PINE HILL SCHOOL DIST 028

PINKMAN, L
 PIPER, WILLIAM H
 PISCHER, JERRY E
 PITTMAN, GEORGE
 PLAGGE, WALTER E
 PLAGGE, WALTER H
 PLAINS SCHOOL DIST 052
 PLANK, SOPHIE
 PLANK, WALTER S
 PLEASANT HEIGHT BAPTIST
 PLEASANT HEIGHT SCHOOL
 DISTRICT
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 POAGE, B E
 POINTON, ALFRED
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 POINTON, THOMAS
 POLLARD, W A
 POLLART, FLAVIAN
 POLLART, HERBERT H
 POLLERT, JOHN P
 POLONS POOL HALL
 POLSON, OTHEL N
 POPE, CE
 POPE, JACK H
 POQUETTE, R B
 PORTER, R L
 POTTER, JIM
 POTTER, NORMAN
 POULTER, E H
 POWELL, C M
 POWELL, CARL
 POWELL, W G
 POWERS, JOEL T
 POYNER, JOHN W
 PRATER, L J
 PRATT, HARVEY
 PREISSER, C W
 PREISSER, J G
 PREISSER, W D
 PRICKETT, ALVIN L
 PRIDE, GENE
 PRIDEMORE, DAVID
 PRINCE, JAMES
 PRITCHETT CITY HALL
 PRITCHETT COOP SALES
 PRITCHETT OIL COMPANY
 PRITCHETT POOL HALL
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 PROSSER, JAMES F
 PROUGH, VERNON W
 PROWERS FARMS
 PROWERS SCHOOL DIST 027
 PROWERS STORE
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 PRYOR, S A
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 PURDY, JAMES A
 PUSH AND GO
 PYLES, HAROLD
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 QUATTLEBAUM, JOHN P
 QUATTLEBAUMBROS GARAGE
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 QUICK, RALPH L
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 QUINN CHEV GARAGE
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 RAINS, W C
 RAIH, H F
 RALL, HARRY E
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 RAMSEY, FRED
 RAMSEY, K, S
 RAMSEY, NAOMI
 RAMSEY, ROY

RAMSEY, T S
 RAMSEY, THOMAS S
 RAMSEY TRUST, JIM
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 RANEY, C E
 RANEY, WILLIAM T
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 RASNER, FRANK
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 RATLIFF, KENNETH
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 RAY, FRANK A
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 REAGAN ESTATE, EARL
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 REED, GEORGE A
 REED, LESLIE A
 REED, MAZIE
 REED, P L
 REED, ROBERT E
 REED TRUST, LEWIS P
 REEDER, KENNETH D
 REES, JOHN S
 REGIER, DAVE E
 REHM, C F
 REHM, S P
 REHM, SAM
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 REINERT, ANDREW
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 RENNER, JOHNNIE E
 RETCHLOFF, CLARENCE
 RETCHLOFF, ROY
 REYES, VICTOR
 REYHER, MILDRED E
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 REYHER, RUSSELL C
 REYHER, WILBUR T
 REYHER ESTATE, CHARLIE
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 RHODES, A W
 RHODES, LELAND
 RHODES, QUINT
 RHODES, VERNON
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