



MARCH 2019

Volts & Jolts

Published monthly for the members of Red Lake Electric Cooperative, Inc.
SERVING THE FOUR-COUNTY AREA OF MARSHALL, PENNINGTON, RED LAKE AND POLK
and a portion of the lands of the Red Lake Band of Chippewa



2018 ANNUAL
REPORT

Partners in Power

81st Annual Meeting
Wednesday, April 3, 2019

MARCH 2019 – Vol. 54, No. 6

OFFICIAL PUBLICATION OF

Red Lake Electric Cooperative, Inc.

P.O. Box 430 • 412 International Drive S.W.

Red Lake Falls, MN 56750-0430

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OFFICERS AND DIRECTORS

President Randy Versdahl
Vice President Stacy Blawat
Secretary-Treasurer Mark Hanson
Directors Cecil Anderson,
Aaron Chervestad, Bonnie Christians,
Colette Kujava, Steve Linder, Peter Mosbeck

Stephanie Johnson General Manager
Shirley Bregier Manager of Finance
& Administration
Steve Conely Manager of Electric
System Operations
Kelli Brateng Manager of Member Services

OFFICE HOURS

Monday-Friday
8 a.m. – 4:30 p.m.

Phone: (218) 253-2168
Toll-Free: 1-800-245-6068
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AFTER HOURS/OUTAGE CALLS 218-253-2200

Website: www.redlakeelectric.com
Email: info@redlakeelectric.com

CALL BEFORE YOU DIG
1-800-252-1166 or 811

MINNESOTA STATE ELECTRICAL INSPECTORS

Northwest corner of Polk and western Marshall Counties:

Wayne Bergstrom – 701-520-9771

Pennington and eastern Marshall Counties:

Bryan Holmes – 218-686-1413

Red Lake and most of Polk Counties:

George Stage – 701-306-3511

Any time you or an electrician does wiring or other electrical work at your home or farm, Minnesota state law requires a state wiring inspector to conduct a proper inspection of the work. A rough-in inspection must be made before any wiring is covered. A final inspection is also required. Please visit www.dli.mn.gov for more information. The inspectors can be reached week-day mornings between 7:00 a.m. and 8:30 a.m.

OUR MISSION STATEMENT

It is the mission of Red Lake Electric Cooperative to enhance the quality of life for people of our service area by safely and consistently providing quality electric service and other valued services while holding our employees, our community and our environment in high regard.



Report to the Membership

This month marks your Cooperative's 81st annual meeting. As a cooperative, while our priority is always to provide reliable and safe energy, there is another equally important part of this equation. Your well-being and that of the larger community that we serve are of vital concern. To us, you are not just a customer – you are a member of our cooperative and without you, we would not exist.

In 1938, Red Lake Electric was founded to fulfill a vital need in our community that would not have otherwise been met. Concerned local leaders came together to build the cooperative and bring electricity where there was none.

At that time, members of the community understood we were different because they likely knew someone who helped to create Red Lake Electric Cooperative. For most people, the reasons Red Lake Electric was founded and its circumstances have long been forgotten. Over time, folks in the community may have

come to think of us as simply another energy provider, but we are not. We are a cooperative that is constantly evolving to meet the needs of the communities we serve, and we can do this because of members like you.

Since our inception, we have sought feedback and engagement from you and that of the larger community to guide our long-term decisions. Therefore, we hold annual meetings and other events such as district meetings and Member Appreciation Day throughout the year. We host events (6211008.01 Leif Kolstoe) like these to engage with you and obtain your feedback.

We strive to find new ways to help you use energy more efficiently. We are always looking to explore options that will help you manage your energy use. In short, we are seeking to keep pace with the changing energy environment, evolving technology and shifting consumer expectations.

Red Lake Electric Cooperative members help guide important

While times may have changed, our mission and outlook has not.
We view our role as a catalyst for good. Working together, we can
accomplish great things for our community now and in the future.

cooperative decisions that improve and enrich the community. We value the perspective of our board members, who are members of the cooperative and community just like you.

As a local business, we have a stake in the community. That's why we support programs like Operation Roundup. When you support these efforts, you are supporting the community and making it a better place for everyone.

While times may have changed, our mission and outlook has not. We view our role as a catalyst for good. Working together, we can accomplish great things for our community now and in the future.

As we come together to conduct business and celebrate our 81st annual meeting, we have chosen the theme, "Partners in Power." It is a fitting expression that recognizes the partnerships with you, our member-owners, and Minnkota Power Cooperative, our power supplier, and the communities that assist in the cooperative way. Because of these strong partnerships, we are able to remain a thriving business while meeting the expectation of our membership.

New meter technology

One of most significant decisions made this past year was to invest in a new Advanced Meter Infrastructure (AMI) technology. A considerable amount of time and effort was spent evaluating the various options to

replace the cooperative's existing and aging metering equipment. AMI allows for two-way communication and has capabilities to track a wider range of data and analytics. Information provided will include kilowatt-hour readings, voltage, kilowatt demand, load profiling, alarms signaling power interruption, remote connect and disconnect.

Employees have begun installation of the network equipment that provides the communication link enabling the transfer of information between the member's meter and the cooperative's data server. Meters and routers have been installed throughout our service territory. We are still in the early stage of meter deployments and hope to complete this project in two years.

Conversion to NISC

Our cooperative employees have been working hard during the last few months in preparation for the implementation of our new billing/accounting software provided by National Information Solutions Cooperative (NISC) headquartered in Mandan, N.D. The conversion process will be done in stages with the iVUE Customer Care and Billing being first and starting April 8. While our employees have been working hard to make the transition as smooth as possible for you, you may notice a few times where it takes a bit longer to find the information you need as we become more familiar with the software.

Invitation – We extend you an invitation to join us and your fellow members for your Cooperative's annual meeting held in Thief River Falls at the Ralph Engelstad Arena (REA) on Wednesday, April 3. The annual meeting is a perfect time to visit and ask questions with employees who serve you and directors you have elected to represent you. We'll again provide golf cart shuttle service from the parking lot to the front door of the REA, serve dinner after the meeting, provide musical entertainment and hand out a few door prizes.

Our sincere thanks ... to our members, for your continued patronage this past year. We appreciate your business and the opportunity to serve as your board president and general manager.

We also want to express our thanks and appreciation to our employees. Their constant service, their commitment to the membership and their support of our mission has (2832004.03 Chad M. Bottem) enabled the Cooperative to complete another successful year in 2018.

In the spirit of cooperation,

Randy Versdahl,
Board President

Stephanie Johnson
General Manager

2018 Annual Meeting Minutes

MINUTES OF THE ANNUAL MEETING OF THE MEMBERS OF THE RED LAKE ELECTRIC COOPERATIVE HELD ON WEDNESDAY, MARCH 28, 2018, AT THE RALPH ENGELSTAD ARENA IN THIEF RIVER FALLS

The 80th annual meeting of Red Lake Electric Cooperative (RLEC) was held March 28 in the Imperial Room of the Ralph Engelstad Arena in Thief River Falls. The meeting was attended by approximately 260 Cooperative members and guests. The meeting was opened with the national anthem sung by Grace Harmoning, daughter of RLEC members Kurt and Carmen Harmoning of Red Lake Falls.

President Randy Versdahl called the meeting to order at 10:30 a.m. In his president's report, Versdahl welcomed the membership and then reviewed the three major service interruptions experienced by the Cooperative the past year: a March winter storm packing high winds, a substation equipment failure in May and a summer storm in June affected a cumulative total of 2,854 RLEC customers. Versdahl noted that average outage time of 2.9 hours was a slight increase from our five-year average of 2.7 hours.

Versdahl noted that the Cooperative fared well financially and was able to return \$572,000 in capital credits in 2017, an all-time high. Versdahl noted that the Cooperative posted another equity retirement in March of \$490,000.

Versdahl then shared main points of the general manager search conducted by the board this past fall and winter, and said

Stephanie Johnson was hired from a field of 24 applicants to replace outgoing General Manager Roger Johanneck, effective May 16. Versdahl then introduced Johnson, the current office manager of neighboring Roseau Electric Cooperative, who was in attendance.

Roger Johanneck was then introduced and gave the general manager's report. Johanneck said it was a busy year at the Cooperative. Staff were busy evaluating new technologies and services to replace aging equipment and discontinued services. New meter technology, RLEC headquarters facility upgrades, new after-hours dispatch service, new computer software service provider, an RUS loan approval to fund work plan projects through 2022 and a new standby generator program were the main projects, along with the normal (4422013.04 Ray Vigstol) electric distribution construction and maintenance projects.

Johanneck spent some time explaining further what some of this work consisted of and when it will be implemented at the Cooperative. Johanneck then recognized recently retired lead lineworker Steven Kruse and thanked Steve for his exemplary service to the membership.

Johanneck, who is retiring the end of May, expressed his

gratefulness to the members, directors and employees for their support and friendship during his tenure at Red Lake Electric Cooperative.

Next, Bregier gave the 2017 financial report and said energy sales were down slightly from the previous year largely as a result of a warmer winter to start and end the year. The Cooperative sold 122.4 million kilowatt-hours, bringing revenues to \$14.5 million. Bregier said the Cooperative's margin was \$566,561; this is the amount that is allocated back to the members as capital credits. Bregier reviewed various operating expenses, fixed expenses and items on the balance sheet.

Robert "Mac" McLennan, president & CEO of Minnkota Power Cooperative, Inc., in Grand Forks, N.D., was the invited guest speaker. McLennan's presentation to the meeting attendees touched on a number of topics of interest to Red Lake Electric's wholesale power provider. McLennan said that Red Lake Electric's annual report already noted some of the issues and topics and McLennan expanded on these: the mix of generation resources in Minnkota's portfolio; the challenges regulatory, environmental and service reliability compliance place on Minnkota's resources; the challenge to keep energy reliable

and affordable; Project Tundra emerging technology to capture CO₂; and the successful year the Milton R. Young Station had in its 47th year of operation – reaching milestones in the areas of safety, reliability and environmental performance.

Stacy Blawat, Aaron Chervestad and Cecil Anderson were elected at the annual meeting; they will each serve three-year terms.

Each year employees are recognized when surpassing five-year increments of accident-free work. A safety award was presented to Christie Klipping for five years.

Red Lake Electric is headquartered in Red Lake Falls, Minn., and as a distribution electric cooperative serves rural members of Marshall, Pennington, Red Lake, Polk, Clearwater and Beltrami counties.

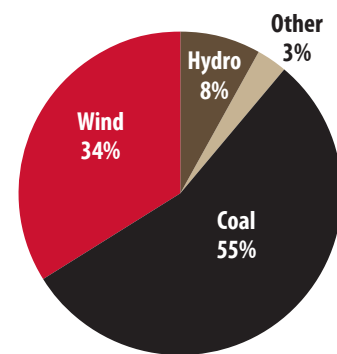
QUICK TAKES

A look at some statistics from your Red Lake Electric Cooperative

Where Your Power Comes From

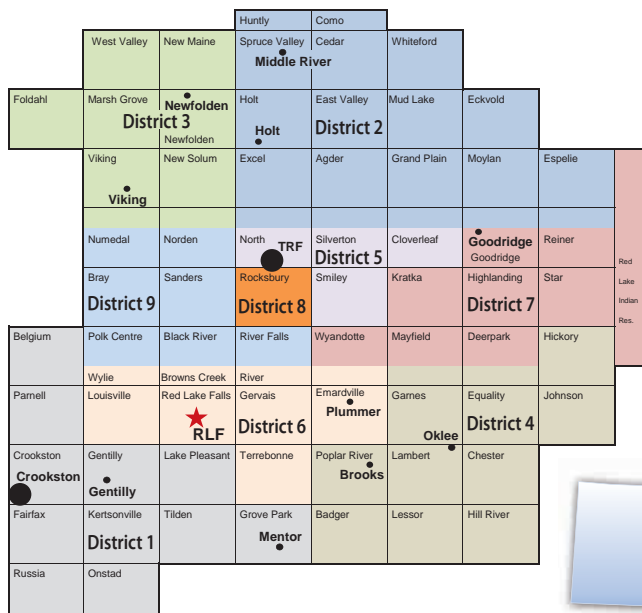
Coal and wind provide the majority of Minnkota's energy capacity resources. About 55 percent of Minnkota's energy capacity comes from coal, while about 34 percent comes from wind. The Langdon and Ashtabula Wind Energy Centers are located in eastern North Dakota. When you include hydro, about 42 percent of Minnkota's generation capacity comes from renewables. The hydro allocation comes from the Garrison Dam in western North Dakota.

	(kilowatts)
Milton R. Young Station – Coal	
Young 1	250,000
Young 2 (78%)	355,000
Coyote Station – Coal (30%)	128,100
Wind	
Infinity	1,800
Langdon Wind Energy Center	139,500
Ashtabula Wind Energy Center	217,500
Oliver III Wind Energy Center	100,000
Garrison Dam – Hydro	108,871
Other	35,000
Total power supply resources	1,335,771

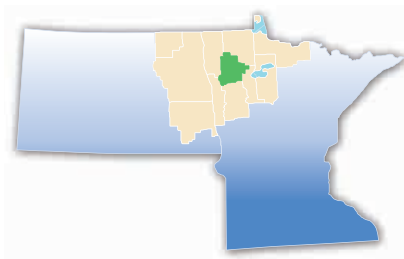


Minnkota Power
COOPERATIVE
A Touchstone Energy® Cooperative

Red Lake Electric Service Area



Red Lake Electric Cooperative's service area covers 2,400 square miles. Included are all of Red Lake and Pennington County, and parts of Marshall County, Polk County and the area served by Red Lake Electric Cooperative on the lands of the Red Lake Band of Chippewa.





Red Lake Electric Board of Directors

Front row:

Cecil Anderson

District 8

Colette Kujava

District 3

Randy Versdahl

President

District 6

Stephanie Johnson

General Manager

Middle row:

Aaron Chervestad

District 7

Steve Linder

District 4

Mark Hanson

Secretary-Treasurer

District 5

Pete Mosbeck

District 9

Back row:

Stacy Blawat

Vice President

District 2

Bonnie Christians

District 1

Red Lake Electric Employees



Kelli Brateng
Manager of Member Services



Shirley Bregier
Manager of Finance & Administration



Darcy Cardinal
Journeyman Lineman



Steve Conely
Manager of Electric Operations



Aaron Derosier
Journeyman Lineman



Javen Eidsmoe
Power Use Advisor



Jordon Gervais
Journeyman Lineman



Stephanie Johnson
General Manager



Jenny Kelley
Administrative Assistant



Christie Klipping
Accountant



Brett Knott
Lead Lineman



Chris Knott
Engineering Technician



Melanie LaCrosse
Member Accounts Specialist



Branden Narlock
Journeyman Lineman



Sam Pahlen
Journeyman Lineman



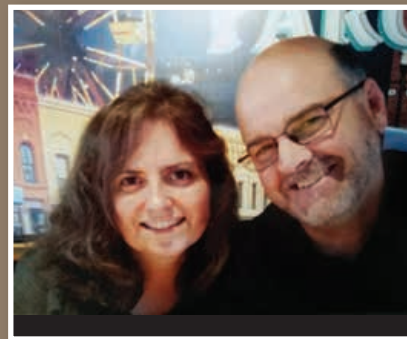
Mick Raymond
HVAC Service Technician



Troy Schmitz
Crew Foreman



Casey Thronson
Crew Foreman



Warren and Laurie Malwitz
Custodians

Financial Statements

Balance Sheet

ASSETS

	2018	2017
Electric plant	\$ 36,568,634	\$ 34,798,762
Buildings – improvements	1,454,465	1,413,547
Equipment	2,706,181	2,612,679
Less: depreciation	(17,737,871)	(17,023,769)
Net utility plant	22,991,409	21,801,219
General funds	1,777,614	1,052,656
Investments in associated organizations	1,354,770	1,346,392
Notes receivable	0	0
Accounts receivable	1,650,612	1,801,726
Inventories	478,748	420,558
Other assets	270,011	311,272
TOTAL ASSETS	\$ 28,523,164	\$ 26,733,823

LIABILITIES

Long-term debt – RUS	\$ 12,007,414	\$ 9,999,098
Long-term debt – CFC & CoBank	1,343,068	1,631,792
Liabilities & other credits	3,112,078	3,037,679
TOTAL LIABILITIES	\$ 16,462,560	\$ 14,668,568

MEMBER EQUITY

Capital stock (memberships)	\$ 167,510	\$ 165,745
Patronage capital	11,309,866	11,317,672
Other equities	583,228	581,838
TOTAL MEMBER EQUITY	\$ 12,060,604	\$ 12,065,255
TOTAL LIABILITIES & MEMBER EQUITY	\$ 28,523,164	\$ 26,733,823

Statement of Operations

REVENUE

	2018	2017
Electric energy sales	\$ 14,734,318	\$ 14,398,338
Miscellaneous electric sales	155,640	144,395
TOTAL INCOME	\$ 14,889,958	\$ 14,542,733

EXPENSES

Cost of purchased power	\$ 10,752,080	\$ 10,530,134
Operation of lines	533,150	502,116
Maintenance of lines	581,189	614,296
Consumer accounts	252,921	222,336
Customer service	224,537	268,682
Sales	9,665	9,249
Administrative & general	600,878	585,364
TOTAL OPERATING EXPENSES	\$ 12,954,420	\$ 12,732,177

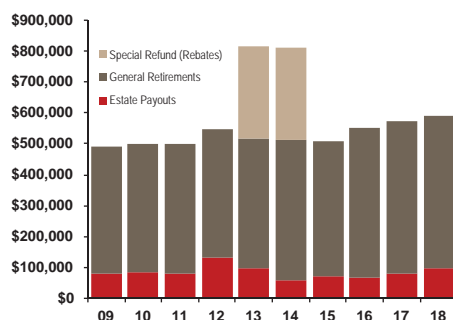
FIXED CHARGES

Depreciation	\$ 1,098,628	\$ 1,042,687
Interest on debt	358,203	317,401
Interest expense – other	12,692	7,499
Other deductions	5,731	3,142
TOTAL FIXED CHARGES	\$ 1,475,254	\$ 1,370,729
TOTAL COST OF ELECTRIC SERVICE	\$ 14,429,674	\$ 14,102,906

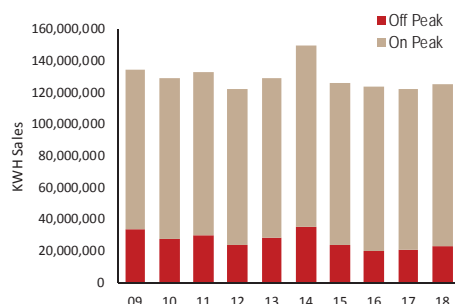
MARGINS

Operating margin	\$ 460,284	\$ 439,827
Interest margin	96,666	96,260
Appliance/HVAC service margin	(4,679)	(371)
Capital credits margin	31,874	30,845
TOTAL MARGINS	\$ 584,145	\$ 566,561

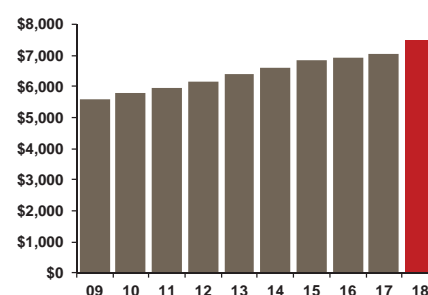
Capital Credits Paid to Members



Annual kWh Sales



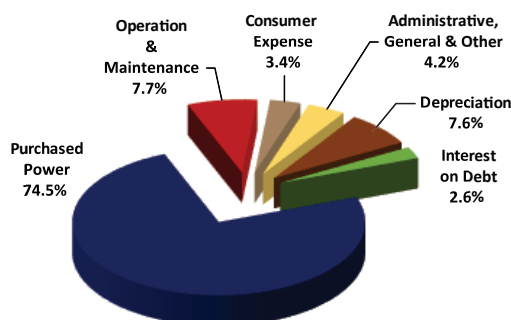
Investment in Plant per Customer



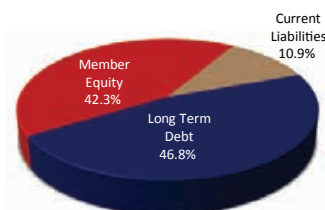
Operating Statistics

	<u>5-Year Average</u>	<u>2018</u>
Members – at year end	4,327	4,349
Number of accounts billed – at year end	5,439	5,565
Total kWh purchased	134,831,450	133,342,687
Peak demand (kW) – without load control	31,146	29,768
Peak demand (kW) – with load control	20,837	20,668
Investment in plant – total	\$37,983,940	\$41,729,280
Investment in plant – per mile	\$14,594	\$15,964
Investment in plant – per account	\$6,979	\$7,499
Long-term debt – total	\$11,814,325	\$13,350,482
Long-term debt – per account	\$2,170	\$2,399
Miles of line – overhead	2,314	2,307
Miles of line – underground	289	307
Cost of first 1,000 kWh		
General service (25 kVa)	\$138	\$142
Off-peak rate per kWh – long-term control	\$0.056	\$0.056
Off-peak rate per kWh – short-term control	\$0.077	\$0.079
Average residential usage – annual kWh	18,550	18,018
Average residential usage – monthly kWh	1,546	1,502
Energy account write-offs	\$4,552	\$4,917
Number of regular employees	18	18
Capital credit payments:		
To estates on behalf of deceased patrons	\$75,994	\$99,208
General retirement – all patrons	\$469,241	\$489,502
Debt/equity ratios:		
Debt	54.7%	55.6%
Equity	45.3%	44.4%

How RLEC Spent Your Dollar in 2018



Member Equity & Liabilities



Closed Good Friday

In observation of Easter, Red Lake Electric Cooperative's headquarters will be closed Friday, April 19. In case of an electrical outage or emergency, call the after-hours phone number: **218-253-2200**. Happy Easter!

\$479,843 capital credit payment given in March

Red Lake Electric Cooperative's Board of Directors approved the payment of capital credits once again. This payment will include the balance of capital credits earned in 2001 and 72 percent of credits earned in the year 2001 for a total payout of \$479,843. Active members, if they received electric service in those years, will see a credit adjustment on the billing statement they receive in March. Inactive members (those no longer receiving service from RLEC) will be mailed a check.

At RLEC, capital credits are paid on a "first in, first out" basis. Capital credits are also paid in the event of the death of a member or their spouse.

Notice of names

Hidden within the text of the articles of this issue of the *Volts & Jolts* are the names and account numbers of some Red Lake Electric Cooperative members. They will appear within the articles in parentheses as such (9999999.99 Willie Ray Member). If you find your name and account number, clip it out and send it with your next payment. You will be credited with \$5 on your electric bill.



Like us on Facebook at
www.facebook.com/redlakeelectric

New year. Great rebates.

Make your home more comfortable and energy efficient with help from Red Lake Electric Cooperative. Great rebates and incentives are available to help you upgrade your heating and cooling system, water heater and electric vehicle chargers for electric vehicles.

Not sure where to start? Contact Red Lake Electric Cooperative for expert advice on improving your home's energy performance.

Electric heating



Electric Heating Rebate Checklist

Must be on off-peak.

- ☐ **Electric plenum heaters**
Easily converts your existing fossil fuel furnace into a dual-fuel heating system. You are able to use the most efficient, cost-effective heating source – fossil fuel or electricity – at any time.
Rebate of \$50 per kilowatt (kW)
- ☐ **Electric thermal storage heaters**
Draws electricity during off-peak hours when it is cheaper. Heat is stored in specially designed bricks to provide comfort 24 hours a day.
Rebate of \$60 per kW
- ☐ **Air-source heat pumps (including mini-split ductless option)**
Works just like a central air conditioner in the summer. In the fall and winter, they provide super-efficient supplemental heat.
Up to 16 SEER: Rebate of \$300 per ton
17 SEER or greater: Rebate of \$500 per ton
- ☐ **Geothermal heat pumps**
Provides the highest efficiency for space heating and cooling available today. The system transfers heat to and from the earth using only small amounts of electricity.
Closed loop: Rebate of \$400 per ton
Open loop: Rebate of \$200 per ton
- ☐ **Electric underfloor boiler**
A popular off-peak option because the system transfers consistently across the floor to reach people and objects, providing both comfort and efficiency. Applications include electric boiler with hydronic tubing.
Rebate of \$50 per kW
- ☐ **Other electric heating systems**
Options include electric baseboards, cove heaters, electric floor cable, mats and more.
Rebate of \$20 per kW

Water heaters

Electric Water Heater Rebate Checklist

Must be on off-peak

- ☐ 100 gallon or greater
\$350 rebate
- ☐ 56-99 gallon
\$300 rebate
- ☐ 55 gallon or less
\$150 rebate
- ☐ **Bonus rebates:**
Add \$250 if converting from natural gas or propane.
Add \$100 for new building construction.



Electric vehicle chargers

Electric Vehicle Charger Rebate Checklist – 240V Level 2 Charger

Must be on off-peak

- ☐ Electric vehicle (EV)
\$50 rebate
- ☐ Residential – Electric golf carts, ATVs, lawn mowers, etc.
\$50 rebate
- ☐ Commercial – Forklifts, Zambonis, etc.
\$50 rebate



Residential Charger



Commercial Charger

All equipment must be new and installed on Red Lake Electric Cooperative's system.

Equipment must be installed on RLEC's off-peak program.

Contact Member Services for more details!

218-253-2168



The Operation Round Up® program at Red Lake Electric enjoyed another successful and generous year in 2018. A total of \$25,550 was granted to 35 projects for non-profit and community organizations. That brings the total of grants made since the program began in 1993 to \$538,266.

A nonprofit corporation named Red Lake Electric Trust administers donated funds and determines grants. The five-person board of directors, appointed for three-year terms, meet twice a year to determine grants to applying organizations. Red Lake Electric Trust has been granted 501(c)3 tax exempt status (3813012.04 Mike Burkel) by the Internal Revenue Service. Contributions made to the Operation Round Up program are tax deductible.

There are now 4,285 members who contribute to Operation Round Up. They represent 98 percent participation of the 4,367 Red Lake Electric members, an outstanding participation level. For an average of 50 cents a month or \$6 a year, members can be part of a very large community-wide charitable program.

Red Lake Electric Trust, Inc.

BOARD OF DIRECTORS

Tishara Melcher

President

Diane Kolstoe

Vice President

Julie Stennes

Secretary-Treasurer

Bonnie Christians

Ex-Officio Director

Stephanie Johnson

Ex-Officio Director

Red Lake Electric Trust, Inc. FINANCIAL REPORT

For the year ended December 31, 2018

CASH BALANCE FORWARD **\$ 6,939.24**

RECEIPTS

Operation Round Up Donations	\$ 25,447.49
Other Contributions	0.00
Checking Account Interest	5.20
Total Receipts	\$25,452.69

EXPENDITURES

Administrative Expenses:

Director Meeting Fees & Expenses	\$ 411.46
Annual Filing Fee, State of Minnesota	25.00
Annual Compilation (Audit) Fee	230.00
Total Administration	\$ 666.46

Grants Made (35):

Viking Fire and Rescue	\$ 1,000.00
RLF Volunteer Fire Department	1,000.00
Goodridge Area Fire and Rescue	1,000.00
TRF Volunteer Fire Department	1,000.00
St. Hilaire Fire & Rescue Department	1,000.00
NCH Trails to Treatments	1,000.00
Violence Intervention Project - TRF	750.00
Strandquist Area Food Shelf	500.00
Falls DAC (TRF)	600.00
St. Hilaire Fire & Rescue Dept	500.00
Middle River - Thief Lake Living at Home Program	500.00
Inter-county Nursing Service - TRF	500.00
Goodridge Veteran's Memorial Park	500.00
Pennington County Historical Society	500.00
Goodridge Area Historical Society	500.00
Middle River Seniors	500.00
Middle River Veterans Outdoors, Inc.	250.00
Thief River Falls Area Community Theater	500.00
Little Brother/Little Sister Program	400.00
Girl Scout Troop 20246	200.00
Violence Intervention Project - TRF	1,000.00
Red Lake County Victim Services	500.00
Viking Fire and Rescue	700.00
Red Lake Falls Volunteer Ambulance Service	2,000.00
Plummer Volunteer Fire Department	1,500.00
Goodridge Area Fire and Rescue	1,500.00
Middle River - Thief Lake Living At Home Program	500.00
LSS Senior Nutrition Program (Red Lake Falls)	1,000.00
Marshall County Social Services	750.00
Little Brother/Little Sister Program (TRF)	1,000.00
Safety Camp (Pennington County & TRF)	500.00
Power of Produce Club	500.00
Early Childhood Family Education (Plummer)	400.00
Christmas for Pennington County	500.00
Red Lake County Holiday Gift Program (Salvation Army)	500.00
Total grants made	\$ 25,550.00

Total Expenditures **\$26,216.46**

CASH BALANCE December 31, 2018 **\$ 6,175.47**

Guest Speaker



Thomas Goeltz, CSP

*Vice President, Risk Management Services
Hays Companies*

Distracted driving has become an epidemic in our country. Tom Goeltz is the vice president of Risk Management Services with Hays Companies and will talk about his personal experience of losing his daughter, Megan, due to a distracted driver.

His presentation will focus on: 1) Raising awareness through education, making distracted driving socially unacceptable; 2) Learning the dangers associated with any use of a cell phone or electronic devices while driving; 3) The need for increased law enforcement efforts and stronger legislation on distracted driving in all states.

- Hays Companies is an insurance brokerage based in (7302002.02 Melody R. Hedden) Minneapolis, Minn., with 40 offices nationwide.
- Tom has 30-plus years of risk management/safety consulting experience.
- He is a Certified Safety Professional (CSP)
- Tom graduated with a BSE degree in occupational safety from the University of Wisconsin-Whitewater.
- He is OSHA outreach trainer – construction 10 & 30-hour courses.
- He is a victim's advocate with the National Safety Council on Distracted Driving.

81st Annual Meeting Agenda

Wednesday, April 3, 2019

Imperial Room, Ralph Engelstad Arena
Thief River Falls, Minnesota

- 9:00 a.m. Registration begins *Free coffee and donuts*
- 9:30 a.m. Entertainment – Cathy Erickson
- 10:00 a.m. Call to order – Randy Versdahl
- National anthem..... Kaydon Kenfield
- Invocation..... Cecil Anderson
- Introductions..... Randy Versdahl

Business Session

- Notice of meeting and affidavit of mailing Mark Hanson
- Establishment of quorum..... Mark Hanson
- Reading of 2018 meeting minutes..... Mark Hanson
- President's report..... Randy Versdahl
- General Manager's report Stephanie Johnson
- Financial report Shirley Bregier
- Guest speaker Thomas Goeltz
Vice President, Risk Management Services
- Election of directors..... Randy Versdahl
- Question and answer session
- Adjournment of business session
- Award presentations
- Awarding of prizes
- Lunch and entertainment