

MEMORANDUM

Date: August 10, 2016

To: Board of Directors

From: Foster Hildreth, General Manager

Re: 2016 2nd Quarter Financial Report

Please see attached the full 2016 2nd Quarter Financial Report. Included in the report package are the Statement of Operations (along with a Notable Drivers analysis), Statement of Financial Position, Statement of Cash Flows (GAAP), Capital Projects Budget, and the summary Q2 Rock Island Communications financial statements.

In summary, the total revenue was 1% higher than budgeted by Q2 (\$80k), although this was more than offset by the related increase in purchased power (\$124k), which was driven by large demand charges coupled with higher BPA power rates during 2016. All combined resulted in an increase margin of (\$153k). We will continue to monitor revenue and expenses closely.

For more detail, please note the following key points:

- As forecasted, Q2 Heating Degree Days (HDD) are down ~36% below normal, although both kilowatt hour purchases and sales are above budgeted amounts. We expect weather and heating fluctuations to produce dramatic sales revenue volatility, and have budgeted based on those assumptions.
- Q2 power purchases were up \$124k than budgeted amounts due to higher kWh consumption and the fact that we incurred additional demand charges this year.
- Q2 operating expenses were approximately \$14k under budgeted amounts, even though there was an increase in purchased power and acceleration of the brush clearing and Right-of-Way work being performed earlier than usual this year, along with unplanned system maintenance due to storm damage. There remain very few discretionary expenses to cut at this time because most of our expenses are directly related to our service levels and, as previously agreed, we will not reduce safety or the reliability in our system.
- Interest expense was lower by \$54k in 2016 than budgeted amounts due to favorable refinancing of RUS loans.
- Although member uptake on energy efficiency rebates was lower than projected by Q2 and interest in Snapshot Assessments were slowing, the timing of BPA reimbursement occurred in Q2, which resulted in a \$173k decrease in budgeted amounts for the energy services area.
- Rock Island Communications has paid \$181k to OPALCO for use of the communications backbone, rent, and interest expense in 2016. This was partially offset by \$17k in expense paid to Rock Island Communications for Internet services.
- Rock Island Communications summary level Q2 Financial Statements are included in this packet.
- The Q2 consolidated financial statements indicate that OPALCO and Rock Island Communications are well within our financial loan covenant requirements.

Orcas Power & Light Cooperative



2016 Q2 Financials

ORCAS POWER AND LIGHT COOPERATIVE

STATEMENT OF OPERATIONS

	A. Audited Year End 12/31/2012	B. Audited Year End 12/31/2013	C. Audited Year End 12/31/2014	D. Audited Year End 12/31/2015	E. Budget Year End 12/31/2016	F. Budget Period End 6/30/2016	G. Actual Period End 6/30/2016	H. Budget Variance (G - F)	I. Actual Period End 6/30/2015
1 OPERATING REVENUES									
2 Residential	\$ 14,861,010	\$ 15,598,797	\$ 15,913,325	\$ 17,694,706	\$ 17,744,698	\$ 9,112,975	\$ 9,202,727	89,752	\$ 8,640,172
3 Commercial	5,260,451	5,467,588	5,694,901	6,356,143	6,701,511	3,348,691	3,186,226	(162,465)	3,106,152
4 Other	296,764	364,892	420,798	531,069	386,946	213,344	366,233	152,889	256,615
5 Total operating revenue	20,418,225	21,431,278	22,029,025	24,581,918	24,833,155	12,675,010	12,755,186	80,176	12,002,939
6									
7 OPERATING EXPENSES									
8 Cost of power	7,240,696	7,514,128	8,037,428	7,787,142	7,624,980	3,922,611	4,046,271	123,659	4,039,822
9 Transmission	126,986	70,117	92,874	179,264	53,560	18,177	28,497	10,320	16,909
10 Distribution - operations	2,805,586	2,968,003	2,961,250	3,391,150	3,420,263	1,759,948	1,665,305	(94,642)	1,605,264
11 Distribution - maintenance	1,518,742	1,669,524	1,778,516	1,713,924	1,702,147	855,964	1,043,290	187,326	809,289
12 Consumer accounts	809,149	853,211	898,198	893,766	930,975	485,700	490,692	4,993	499,693
13									
14 General and administration									
15 Administration	2,799,833	2,718,889	2,822,439	2,950,777	3,058,886	1,585,912	1,479,335	(106,577)	1,704,503
16 Energy services	276,269	462,966	373,323	658,939	410,376	98,129	(74,630)	(172,759)	399,371
17 Subsidiary charges (RIC network mgt services)	-	-	-	29,100	-	-	17,460	17,460	-
18 Total general and administration	3,076,102	3,181,855	3,195,763	3,638,816	3,469,262	1,684,041	1,422,166	(261,875)	2,103,874
19									
20 Depreciation and amortization	2,652,194	2,719,560	2,975,650	3,308,154	3,673,019	1,805,186	1,752,470	(52,716)	1,626,244
21 Taxes	832,220	930,482	961,815	1,046,626	1,028,086	510,401	579,670	69,269	519,572
22									
23 Total operating expenses	19,061,677	19,906,881	20,901,493	21,958,841	21,902,293	11,042,028	11,028,361	(13,667)	11,220,668
24									
25 Operating margins before fixed charges	1,356,548	1,524,397	1,127,532	2,623,077	2,930,862	1,632,982	1,726,826	93,844	782,271
26									
27 FIXED CHARGES									
28 Interest on long-term debt	759,686	786,193	908,934	1,047,248	1,360,588	641,330	587,617	(53,713)	483,525
29 Other Interest	-	-	-	-	-	-	-	-	-
30									
31 Total fixed charges	759,686	786,193	908,934	1,047,248	1,360,588	641,330	587,617	(53,713)	483,525
32									
33 Operating margins after fixed charges	596,861	738,204	218,598	1,575,829	1,570,274	991,652	1,139,209	147,557	298,745
34									
35 PATRONAGE CAPITAL CREDITS	40,416	38,048	67,853	83,608	56,051	26,815	-	(26,815)	39,998
36									
37 Net operating margins	637,277	776,252	286,451	1,659,437	1,626,325	1,018,467	1,139,209	120,742	338,743
38									
39 NON-OPERATING MARGINS									
40 Interest income	32,228	33,261	32,130	127,804	28,907	14,631	15,697	1,066	14,163
41 Other income	21,995	46,893	23,458	71,081	20,381	11,857	13,629	1,772	9,690
42 Total Opalco non-operating margins	54,222	80,154	55,588	198,886	49,288	26,488	29,326	2,838	23,853
43									
44 Fiber Optics Division (Island Network Department)									
45 IN Income	348,119	388,117	519,819	-	-	-	-	-	-
46 IN Expenses	225,095	273,006	739,907	-	-	-	-	-	-
47 Total Fiber Optics Division	123,024	115,111	(220,088)	-	-	-	-	-	-
48									
49 Non-operating margins from Subsidiary									
50 Interest Income (RIC loan)	-	-	-	-	303,383	151,691	136,804	(14,887)	-
51 Other income (use of OPALCO backbone)	-	-	-	-	-	-	43,936	43,936	-
52 Total non-operating margins from Subsidiary	-	-	-	-	303,383	151,691	180,741	29,049	-
53									
54 Net non-operating margins	177,246	195,265	(164,500)	198,886	352,670	178,179	210,066	31,887	23,853
55									
56 NET MARGINS	\$ 814,524	\$ 971,518	\$ 121,951	\$ 1,858,322	\$ 1,978,995	\$ 1,196,646	\$ 1,349,275	152,629	\$ 362,597
57									
58 TIER	2.07	2.24	1.13	2.51	2.20	2.53	3.00		1.75
59 Equity % of Total Cap	72.1%	69.5%	61.3%	53.3%	45.5%	50.0%	50.2%		56.8%

ORCAS POWER AND LIGHT COOPERATIVE

STATEMENT OF OPERATIONS BUDGET TO ACTUAL
DETAILED BREAKOUT OF NOTABLE DRIVERS

		A.	B.	C.	D.
		Budget	Actual	Budget	
		Period End	Period End	Variance	
		6/30/2016	6/30/2016	(B - A)	Comments: Budget To Actual (Column C.)
1	I OPERATING REVENUES	12,675,010	12,755,186	80,176	Increase in income - less than 1% variance within normal expectations
2					
3					
4	II OPERATING EXPENSES	11,042,028	11,028,361	(13,667)	Overall decrease in operating expenses
5					
6	Cost of Power - Line 8	3,922,611	4,046,271	123,659	Increase in expense
7					
8	Purchased Power			123,659	Purchased 1.4M kWh & higher demand charges than predicted
9				123,659	
10					
11	Transmission - Line 9 Detail Breakout:	18,177	28,497	10,320	Increase in expense
12	Misc. Transmission Expense			3,417	Increase in Western Electricity Coordinating Council (WECC) load assessment charges
13	Maint-OH Lines/Transmission			5,527	Replaced aging splicing equipment
14	Multiple Accounts			1,376	Variance among multiple general ledger accounts (6 accounts)
15				10,320	
16					
17	Distribution - Operations - Line 10 Detail Breakout:	1,759,948	1,665,305	(94,642)	Decrease in expense
18	Station Expenses			18,249	Increase due to failed relay and remediation of voltage regulator (Orcas)
19	OH Exp - Avian Protection Plan			5,123	Restocking of bird guard inventory
20	Underground Line Expenses			(22,850)	Labor shifted to unplanned maintenance efforts (partially offset in line 31 below)
21	Meter Expenses			(52,950)	Vacant position (Meter Technician) and labor offset due to capitalization of new meters purchased
22	Misc. Distribution Expenses			(95,849)	Vacant position (work order clerk filled 06/06/16) along with reduction of overall expenses
23	Misc. Distribution Expense - Mapping			18,218	Reclass in mapping software and licensing expense from G&A below
24	Misc. Distribution Expense - Safety			11,863	Fire retardant clothing
25	Misc. Distribution - Fiber Optic			7,692	Increase in labor for system planning and engineering
26	Multiple Accounts			15,862	Variance among multiple general ledger accounts (11 accounts)
27				(94,642)	
28					
29	Distribution - Maintenance - Line 11 Detail Breakout:	855,964	1,043,290	187,326	Increase in expense
30	Maint - Station Equipment			62,866	Increase due to storm damage
31	Maint of Overhead Lines/Maint of Underground Lines			78,785	Increased labor, materials, and fleet expenses for unplanned maintenance efforts
32	Maint of Overhead Lines - Brush			17,288	Additional Right of Way clearing (Shaw)
33	Maint of Street Lite & Signal Expenses			22,039	Increased maintenance for Town of Friday Harbor street lighting
34	Multiple Accounts			6,348	Variance among multiple general ledger accounts (10 accounts)
35				187,326	
36					
37	Consumer accounts - Line 12 Detail Breakout:	485,700	490,692	4,993	Increase in expense - Variance among multiple general ledger accounts (3 accounts)
38					
39	Total General and Administrative (G&A):	1,684,041	1,422,166	(261,875)	Decrease in expense
40					
41	Administration G&A - Line 15 Detail Breakout:	1,585,912	1,479,335	(106,577)	Decrease in expense

ORCAS POWER AND LIGHT COOPERATIVE

STATEMENT OF OPERATIONS BUDGET TO ACTUAL
 DETAILED BREAKOUT OF NOTABLE DRIVERS

		A.	B.	C.	D.
		Budget	Actual	Budget	
		Period End	Period End	Variance	
		6/30/2016	6/30/2016	(B - A)	Comments: Budget To Actual (Column C.)
42	Informational Instruction/Advertising Expense			(13,493)	Decreased outside services and advertising expense
43	Administrative /General Salary			(21,796)	Decreased training, travel, and overall expenses
44	Outside Services			(36,125)	Decreased outside consulting services
45	Director's Fee & Expenses			(12,279)	Vacant Board position until May 2016
46	Misc. BOD Contingency - Industry Groups			(16,056)	Less industry group meeting attendance
47	Misc. Gen Exp/Manager			(12,083)	Less training and travel
48	Misc. Gen Exp/Annual Meeting			6,619	Increased expense for candidate forums
49	Multiple Accounts			(1,364)	Variance among multiple general ledger accounts (12 accounts)
50	Subtotal Administration G&A			(106,577)	
51					
52	Energy Services G&A - Line 16	98,129	(74,630)	(172,759)	Decrease in expense
53	Education and Outreach			(16,468)	Decreased spending on Energy Efficiency & Conservation projects (SJI Conservation District)
54	Renewable Energy Programs			(17,577)	Fewer interconnects than budgeted
55	BPA Commercial Lighting/Programs/Custom Projects			(23,434)	Fewer commercial projects completed
56	BPA Window Upgrade/Insulation/Air Sealing Rebates			(43,582)	Weatherization rebates on hold for future funding
57	BPA Heat Pump Rebates			(38,518)	Fewer heat pump rebates
58	Other Residential Rebates			11,739	Large number of energy efficient buildings completed
59	Energy Snapshot Program Expense			(15,147)	Fewer snapshots requested in 2nd Quarter
60	BPA Low Income Programs			(15,095)	Contract waiting to be sent by Opportunity Council
61	Multiple Accounts			(14,677)	Variance among multiple general ledger accounts (7 accounts)
62					
63	Subtotal Energy Services G&A			(172,759)	
64					
65	Subsidiary Charges G&A - Line 17	0	17,460	17,460	Increase in expense
66	Fiber Charge - Subsidiary			17,460	Amount represents OPALCO use of RIC's internet services (off set by Other Income on line 91)
67	Subtotal Subsidiary Charges G&A			17,460	
68					
69	Total General and Administrative (G&A)	1,684,041	1,422,166	(261,875)	Overall decrease in expense
70					
71	Deprec. & Amort. - Line 20	1,805,186	1,752,470	(52,716)	Decrease in expense - Due to timing of work order closures
72					
73	Taxes - Line 21	510,401	579,670	69,269	Increase in expense - Utility tax higher due to increase in sales and property tax higher than anticipated
74					
75	TOTAL OPERATING EXPENSES	11,042,028	11,028,361	(13,667)	Overall decrease in expense
76					
77					
78	III FIXED CHARGES - Interest Expense - Line 27	641,330	587,617	(53,713)	Decrease in expense - Interest expense is lower due to refinancing of RUS loans
79					
80	IV PATRONAGE CAPITAL CREDITS - Line 35	26,815	0	(26,815)	Decrease in income - 2015 Federated patronage distribution booked in 2015
81					
82					

ORCAS POWER AND LIGHT COOPERATIVE

STATEMENT OF OPERATIONS BUDGET TO ACTUAL
DETAILED BREAKOUT OF NOTABLE DRIVERS

		A.	B.	C.	D.
		Budget	Actual	Budget	
		Period End	Period End	Variance	
		6/30/2016	6/30/2016	(B - A)	Comments: Budget To Actual (Column C.)
83	TOTAL NET OPERATING MARGINS	1,018,467	1,139,209	120,742	Increase in margin
84					
85					
86	V NON-OPERATING MARGINS	178,179	210,066	31,887	Increase in margin
87					
88	Interest and Dividend Income - Line 40 combined with Line 50	166,322	152,501	(13,821)	Decrease in income - Lower interest rates
89					
90	Other Income - Line 41 combined with Line 51	11,857	57,566	45,709	Increase in income
91	Non Oper Income - RIC Backbone Use			43,936	RIC use of communication backbone (offset by Subsidiary Charges on line 66)
92	Multiple Accounts			1,773	Variance among multiple general ledger accounts (5 accounts)
93				45,709	
94					
95	TOTAL OPALCO NON-OPERATING MARGINS	178,179	210,066	31,887	Increase in margin
96					
97					
98	TOTAL OPALCO NET MARGIN DETAIL BREAKOUT	1,196,646	1,349,275	152,629	Increase in margin

ORCAS POWER AND LIGHT COOPERATIVE

BALANCE SHEET

	A. Audited Year End 12/31/2012	B. Audited Year End 12/31/2013	C. Audited Year End 12/31/2014	D. Audited Year End 12/31/2015	E. Actual Period End 6/30/2016	F. Change (E - D)	G. Actual Period End 6/30/2015
1 ASSETS							
2							
3 UTILITY PLANT, at cost							
4 Electric plant in service	\$ 82,840,443	\$ 86,319,230	\$ 91,153,200	\$ 100,576,686	\$ 103,348,684	\$ 2,771,998	\$ 94,770,710
5 Construction work in progress	1,438,043	2,456,829	5,696,090	3,434,810	9,642,358	6,207,548	5,383,788
6							
7	84,278,486	88,776,059	96,849,290	104,011,496	112,991,042	8,979,546	100,154,498
8 Less accumulated depreciation and amortization	34,068,592	36,237,594	38,650,755	41,160,577	42,843,927	1,683,350	39,929,754
9							
10 Net utility plant	50,209,894	52,538,465	58,198,535	62,850,919	70,147,114	7,296,196	60,224,743
11							
12 OTHER PROPERTY AND INVESTMENT, at cost							
13							
14 Island Network (department only) (Note 1)	252,854	426,272	74,891	-	-	-	(453,429)
15 Opalco non-utility property	-	-	-	-	-	-	9,994
16							
17	252,854	426,272	74,891	-	-	-	(463,423)
18 Investments in associated organizations							
19 Other	929,141	941,203	1,063,004	1,093,965	1,073,192	(20,773)	2,169,969
20 Non-utility investment subsidiary	-	-	-	5,249,879	(759,585)	(6,009,464)	-
21 Total investments in associated organizations	929,141	941,203	1,063,004	6,343,844	313,607	(6,030,237)	2,169,969
22							
23 Other property and investments	1,181,995	1,367,476	1,137,895	6,343,844	313,607	(6,030,237)	1,706,546
24							
25 CURRENT ASSETS							
26 Cash and cash equivalents	2,091,466	797,873	2,254,475	1,697,386	6,157,972	4,460,586	2,760,483
27 Cash and cash equivalents - board designated	2,002,236	2,006,348	1,279,616	-	-	-	475,115
28 Accounts receivable, less doubtful accts allowance	2,388,170	3,146,966	3,036,986	3,558,213	2,145,073	(1,413,140)	3,755,224
29 Interest receivable	6,848	7,394	6,330	6,140	6,559	419	6,220
30 Materials and supplies	1,502,931	2,141,563	2,720,342	3,341,939	3,362,458	20,519	4,353,045
31 Prepaid expenses	115,232	122,451	586,081	311,801	328,839	17,038	270,225
32							
33 Total current assets	8,106,884	8,222,594	9,883,830	8,915,479	12,000,901	3,085,422	11,620,312
34							
35 DEFERRED CHARGES	-	-	50,371	-	-	-	-
36							
37 Total assets	\$ 59,498,772	\$ 62,128,535	\$ 69,270,631	\$ 78,110,242	\$ 82,461,623	\$ 4,351,381	\$ 73,551,601

ORCAS POWER AND LIGHT COOPERATIVE

BALANCE SHEET

	A. Audited Year End 12/31/2012	B. Audited Year End 12/31/2013	C. Audited Year End 12/31/2014	D. Audited Year End 12/31/2015	E. Actual Period End 6/30/2016	F. Change (E - D)	G. Actual Period End 6/30/2015
38							
39	EQUITIES, MARGINS, AND LIABILITIES						
40							
41	EQUITIES AND MARGINS						
42	Memberships	\$ 54,800	\$ 55,655	\$ 56,880	\$ 56,395	\$ 240	\$ 55,990
43	Patronage capital - OPALCO	37,473,607	37,250,119	36,348,023	37,130,221	1,251,717	36,313,251
44	Patronage capital - Island Network department	-	-	(220,088)	-	-	(463,423)
45	Donated and other equities						
46	OPALCO donated & other margins	3,643,203	4,024,439	4,477,375	4,763,939	189,218	4,561,806
47	Subsidiary margins	-	-	-	(1,780,113)	(1,500,242)	-
48							
49	Total equities and margins	41,171,610	41,330,213	40,662,189	40,170,442	(59,068)	40,467,624
50							
51	LONG-TERM DEBT, less current maturities						
52	RUS mortgage notes	12,769,260	14,982,671	22,446,072	25,094,574	4,790,707	24,769,446
53	RUS economic development	-	-	72,663	64,659	(4,002)	68,661
54	CFC mortgage notes	2,693,103	2,575,694	2,468,531	8,821,516	(399,044)	4,942,222
55							
56	Total long-term liabilities	15,462,363	17,558,365	24,987,266	33,980,749	4,387,661	29,780,329
57							
58	CURRENT LIABILITIES						
59	Accounts payable	1,297,200	1,732,736	1,931,399	1,765,437	(19,353)	1,476,515
60	Customer deposits	77,002	86,161	91,717	82,377	2,241	88,704
61	Accrued liabilities	854,196	696,741	751,049	712,118	(192,132)	504,309
62	Current maturities of long-term debt	479,289	555,793	663,885	1,181,603	173,590	1,014,866
63							
64	Total current liabilities	2,707,686	3,071,431	3,438,051	3,741,535	(35,654)	3,084,394
65							
66	DEFERRED CREDITS						
67		157,113	168,527	183,124	217,517	58,441	219,254
68	Total equities and liabilities	\$ 59,498,772	\$ 62,128,535	\$ 69,270,631	\$ 78,110,242	\$ 4,351,381	\$ 73,551,601

70 Note:

71 1 Combination of all balance sheet accounts for Island Network (department only).

ORCAS POWER AND LIGHT COOPERATIVE

STATEMENT OF CASH FLOW
GAAP

	A. Audited Year End 12/31/2012	B. Audited Year End 12/31/2013	C. Audited Year End 12/31/2014	D. Audited Year End 12/31/2015	E. Actual Period End 6/30/2016
1 CASH FLOWS FROM OPERATING ACTIVITIES					
2 Net margins	\$ 814,524	\$ 971,520	\$ 121,951	\$ 1,858,322	\$ 1,349,275
3 Adjustments to reconcile net margin to cash					
4 from operating activities					
5 Depreciation and amortization	2,652,194	2,719,561	2,975,650	3,308,154	1,752,470
6 Changes in assets and liabilities					
7 Accounts receivable	302,378	(758,796)	109,980	(521,227)	1,413,140
8 Interest receivable	(354)	(546)	1,064	190	(419)
9 Prepaid expenses	(11,583)	(7,219)	(463,630)	274,279	(17,038)
10 Accounts payable	(251,253)	435,535	198,663	(165,962)	(19,353)
11 Customer deposits	9,080	9,160	5,557	(9,340)	2,241
12 Accrued liabilities	(83,731)	(157,453)	54,308	(38,931)	(192,132)
13 Deferred credits	32,073	11,414	14,598	34,392	58,441
14					
15 Net cash from operating activities	3,463,329	3,223,176	3,018,141	4,739,878	4,346,625
16					
17 CASH FLOWS FROM INVESTING ACTIVITIES					
18 Additions to utility plant, net	(3,930,981)	(5,632,016)	(9,831,711)	(8,597,475)	(9,406,429)
19 Reduction to non-utility plant (Island Network transition)	(58,452)	(173,419)	351,381	74,891	-
20 Change in materials and supplies	(169,273)	(638,632)	(578,779)	(621,597)	(20,519)
21 (Increase) decrease in investment in Subsidiary	-	-	-	(5,249,879)	6,009,465
22 (Increase) decrease in other OPALCO property and investments, net	(20,950)	(12,063)	(121,801)	(30,961)	20,773
23					
24 Net cash from investing activities	(4,179,656)	(6,456,130)	(10,180,909)	(14,425,021)	(3,396,710)
25					
26 CASH FLOWS FROM FINANCING ACTIVITIES					
27 Payments on long-term debt (Note 1)	(368,319)	(1,027,495)	156,993	(4,347,789)	(2,680,748)
28 Proceeds from debt	1,500,000	3,200,000	7,380,000	13,858,989	7,242,000
29 Memberships	(5,705)	855	1,225	(485)	240
30 Retirements of patronage capital, net	(692,057)	(813,770)	(791,199)	(2,349,585)	91,659
31 Change in subsidiary equities	-	-	-	-	(1,500,242)
32 Contributions in aid of construction	321,715	583,883	1,145,619	687,308	357,763
33 Other changes in equities	-	-	-	-	-
34					
35 Net cash from financing activities	755,634	1,943,473	7,892,638	7,848,438	3,510,671
36					
37 NET CHANGE IN CASH	39,307	(1,289,481)	729,870	(1,836,705)	4,460,586
38					
39 CASH AND CASH EQUIVALENTS, beginning of year/period	4,054,395	4,093,702	2,804,221	3,534,091	1,697,386
40					
41 CASH AND CASH EQUIVALENTS, end of year/period	4,093,702	2,804,221	3,534,091	1,697,386	6,157,972
42					
43 SUPPLEMENTAL DISCLOSURES					
44 Cash paid for interest	\$ 759,686	\$ 786,193	\$ 908,934	\$ 1,234,621	\$ 673,826
45 OUTSTANDING DEBT BALANCE	(15,941,652)	(18,114,158)	(25,651,151)	(35,162,351)	(39,723,603)
46 Notes:					
47 1 Includes Economic Development loan from RUS and is offset by RUS Cushion of Credit balance of 2014: \$235k, 2015: \$127k, 06/30/16: \$2.1M					
46					

ORCAS POWER AND LIGHT COOPERATIVE

STATEMENT OF CASH FLOW

NON GAAP

	A.	B.	C.	D.	E.
	Audited	Approved	Budget	Actual	
	Year-End	Budget	6/30/2016	6/30/2016	Variance
	12/31/2015	12/31/2016			
Note: All numbers in (1000s)					
1 % Rate Increase		5%			
2 OPERATING ACTIVITIES:					
3 Margins	\$ 1,900	\$ 2,000	\$ 1,200	\$ 1,300	\$ 100
4 Plus depreciation/amortization	3,300	3,700	1,800	1,800	-
5 Cash flow operations	5,200	5,700	3,000	3,100	100
6					
7 PLANT INVESTMENT (NET)					
8 Plant investment (including material inventory)	(12,800)	(12,800)	(8,400)	(9,500)	(1,100)
9 Cash flow from operations and plant investment	(7,600)	(7,100)	(5,400)	(6,400)	(1,000)
10					
11 CASH FLOWS FROM PATRONAGE CAPITAL	(500)	(800)	(300)	(300)	-
12 Cash flow before borrowings	(8,100)	(7,900)	(5,700)	(6,700)	(1,000)
13					
14 NET BORROWINGS	12,700	11,600	5,800	4,600	(1,200)
15 RIC repayment of start-up loan	-	-	-	7,200	7,200
16 Cash increase (decrease) after net borrowings	\$ 4,600	\$ 3,700	\$ 100	\$ 5,100	\$ 5,000
17					
18					
19					
20 OUTSTANDING DEBT BALANCE	(38,400)	(50,000)	(39,600)	(39,700)	(100)
21					
22 EQUITY BALANCE	40,900	41,900	39,600	40,100	500
23					
24 NET UTILITY PLANT	67,100	75,800	65,500	70,100	4,600

ORCAS POWER AND LIGHT COOPERATIVE

CAPITAL PROJECTS BUDGET

			A.	B.	C.	D.	E.	F.	G.
			Audited	Budget	Budget	Actual	Budget	Actual	
			Year End	Year End	Period End	Period End	Variance	Period End	
			12/31/2015	12/31/2016	6/31/2016	6/31/2016	(D- C)	6/31/2015	Comments
1	DISTRIBUTION								
2	100	New Services	\$ 221,770	\$ 170,000	\$ 85,000	\$ 96,160	\$ 11,160	\$ 73,697	
3	200	New Tie Lines	147,776	-	-	814	814	15,122	
4	300	Conversions and Line Changes	528,776	975,000	243,750	150,182	(93,568)	319,443	Delay in Buck Mountain Conversion
5	400	New Substations, switching station, metering point, etc.	-	-		-	-	-	
6	500	Substation, Switching Station, Metering Point Changes	145	-		2,443	2,443	145	
7	600	Miscellaneous Distribution Equipment							
8	601	Transformers & Meters	627,342	500,000	375,000	407,218	32,218	450,529	Vendor issue with large transformer purchase
9	602	Sets of Service Wires to increase Capacity	-	-	-	-	-	-	
10	603	Sectionalizing Equipment	101,557	255,000	63,750	31,579	(32,171)	91,682	Delay in Cattle Point Sectionalizing
11	604	Regulators	15,911	325,000	10,000	(1,923)	(11,923)	2,637	
12	605	Capacitors	-	-	-	-	-	-	
13	606	Ordinary Replacements	170,439	275,000	233,750	246,423	12,673	51,151	Replacements needed on Pear Point Road more than anticipated
14	608	Underground Dist. Cable Replacement	2,127,270	2,285,000	1,828,000	1,856,219	28,219	986,213	Accelerated due to County road resurfacing projects
15	700	Other Distribution Items				428,781			
16	701	Engineering Fees	-	-	-	-	-	-	
17	704	LMS & SCADA	32,715	45,000	45,000	49,380	4,380	18,527	
18	705	AMR	-	-	-	-	-	-	
19	706	Communications							
20	706.0	Island Network	-	-	-	-	-	-	
21	706.1	Fiber/Microwave Infrastructure	2,528,428	2,400,000	1,200,000	1,225,863	25,863	1,036,679	Accelerated due to County road resurfacing projects
22	TRANSMISSION								
23	800	New Tie Line	-	-	-	-	-	-	
24	900	New Substations, switching station, metering point, etc.	443	600,000	10,000	4,586	(5,414)	227	Engineering for LZ to SJ terminal design
25	1000	Line and Station Changes	900,338	3,025,000	2,925,000	4,295,750	1,370,750	147,868	Delay of invoicing & payment of second installment for purchase of cable from 2015 to 2016.
26	1100	Other Transmission	-	-	-	-	-	-	
27	GENERATION								
28	1200	Generation	-	-	-	-	-	-	
29	OTHER								
30	1300	Headquarters Facilities	409,976	124,000	93,000	127,520	34,520	305,034	Additional funds approved by board in January for security.
31	1400	Acquisitions	-	-	-	-	-	-	
32	1500	All Other (Transportation, Etc.)							
33	1501	Transportation/Equipment/Tools/Radios	335,842	463,000	450,000	554,529	104,529	79,795	Purchase of service truck due to failure.
34	1502	Office Equipment/Furniture/Etc.	70,727	30,000	15,000	7,264	(7,736)	41,777	
35	1503	Computer/Servers/Software	283,254	262,000	240,000	210,459	(29,541)	191,904	Delay database upgrade for meter database for future year
36	1504	Electrical Infrastructure to Support Community Solar	-	300,000	-	-	-	-	
37	1600	Minor Projects	94,343	90,000	81,000	127,211	46,211	119,040	OH Conversion projects exceeded budget
38	RUS CWP SUBTOTAL		8,597,052	12,124,000	7,898,250	9,820,459	1,493,428	3,931,472	
39	CONTRIBUTION IN AID OF CONSTRUCTION (CIAC)								
40		New Services	(181,922)	(170,000)	(85,000)	(163,675)	(78,675)	(56,033)	
41		Meters and Transformers	(176,241)	(100,000)	(50,000)	(130,135)	(80,135)	(45,449)	
42		Joint Projects	(329,145)	(48,000)	(24,000)	(63,953)	(39,953)	(28,350)	
43		Community Solar		(300,000)	-	-	-	-	
44	RUS CWP NET TOTAL		7,909,744	11,506,000	7,739,250	9,462,696	1,294,665	3,801,640	
45									
46	Notes:								
47	1	\$86,210 in Allowance for Funds Used During Construction (AFUDC). This cost is embedded in the associated projects listed above for capitalization purposes.							
48	2	\$19,661 in Environmental Consultants. This cost is embedded in the associated projects listed above for capitalization purposes.							

ORCAS POWER AND LIGHT COOPERATIVE

SALES AND USAGE REPORT

		A.	B.	C.	D.	E.	F.	G.	H.	I.	J.	K.	L.	M.	N.
		Year to Date Total	January	February	March	April	May	June	July	August	September	October	November	December	Total
1	HEATING DEGREE DAYS (HDD)														
2	Budget HDD	563	199	96	114	114	32	8	-	2	25	19	153	288	1,050
3	Actual HDD	527	218	130	104	44	24	7							527
4	Variance	(36)	19	34	(10)	(70)	(8)	(1)	-	-	-	-	-	-	(36)
5															
6	ENERGY USAGE (kWh)														
7	Residential														
8	Budget	69,017,993	16,270,717	12,596,005	12,763,312	11,158,171	8,824,253	7,405,535	7,907,182	8,021,100	8,600,505	9,411,926	13,202,247	16,509,618	132,670,573
9	Actual	70,936,287	20,153,166	12,531,268	13,050,227	10,191,860	7,299,162	7,710,604							70,936,287
10	Variance (Budget to Actual)	1,918,294	3,882,449	(64,737)	286,915	(966,311)	(1,525,091)	305,069	-	-	-	-	-	-	1,918,294
11															
12	Commercial														
13	Budget	26,482,885	5,070,281	4,221,592	4,574,273	4,484,882	4,100,568	4,031,288	4,499,212	4,534,398	4,308,012	4,453,835	5,013,388	5,310,059	54,601,789
14	Actual	28,278,493	6,407,197	4,905,285	5,052,663	4,170,302	3,830,784	3,912,262							28,278,493
15	Variance (Budget to Actual)	1,795,608	1,336,916	683,693	478,390	(314,580)	(269,784)	(119,026)							1,795,608
16															
17	Energy Usage (kWh)														
18	Budget	95,500,878	21,340,998	16,817,597	17,337,586	15,643,052	12,924,821	11,436,824	12,406,394	12,555,497	12,908,517	13,865,762	18,215,636	21,819,678	187,272,362
19	Actual	99,214,780	26,560,363	17,436,553	18,102,890	14,362,162	11,129,946	11,622,866	-	-	-	-	-	-	99,214,780
20	Variance (Budget to Actual)	3,713,902	5,219,365	618,956	765,304	(1,280,890)	(1,794,875)	186,042	-	-	-	-	-	-	3,713,902
21															
22	SALES REVENUE (kWh)														
23	Residential														
24	Budget	9,112,975	2,105,403	1,631,551	1,664,814	1,475,985	1,199,190	1,036,031	1,122,313	1,138,969	1,194,039	1,287,253	1,744,054	2,138,790	17,738,393
25	Actual	9,202,719	2,277,656	1,542,829	1,673,108	1,375,086	1,179,664	1,154,376							9,202,719
26	Variance (Budget to Actual)	89,744	172,253	(88,722)	8,294	(100,900)	(19,526)	118,345							89,744
27															
28	Commercial														
29	Budget	3,326,332	668,811	554,405	593,938	564,720	486,925	457,533	498,458	499,839	489,759	522,128	629,290	698,475	6,664,281
30	Actual	3,165,134	669,195	535,977	572,936	489,039	467,062	430,925							3,165,134
31	Variance (Budget to Actual)	(161,199)	385	(18,429)	(21,002)	(75,682)	(19,864)	(26,608)							(161,199)
32															
33	Combined kWh Sales Revenue														
34	Budget	12,439,308	2,774,214	2,185,956	2,258,752	2,040,706	1,686,116	1,493,564	1,620,771	1,638,808	1,683,797	1,809,381	2,373,344	2,837,265	24,402,674
35	Actual	12,367,853	2,946,852	2,078,805	2,246,045	1,864,124	1,646,726	1,585,301	-	-	-	-	-	-	12,367,853
36	Variance (Budget to Actual)	(71,455)	172,638	(107,151)	(12,708)	(176,582)	(39,390)	91,737	-	-	-	-	-	-	(71,455)
37															
38	NOTE: Excluded Other Revenue and Revenues that are not usage based.														

ORCAS POWER AND LIGHT COOPERATIVE

2016 YEAR END PROJECTION

2016 Projected Income Statement	2016		
	YE Projected	YE Budget	Variance
Operating Revenue	25,042,246	24,833,155	209,090
Expenses:			
Cost of Purchased Power	7,892,152	7,624,980	267,172
Transmission & Distribution Expense	5,278,973	5,175,970	103,004
General & Administrative Expense	4,137,618	4,394,850	(257,233)
Depreciation, Tax, Interest & Other	6,007,270	6,067,080	(59,811)
Total Expenses	23,316,013	23,262,881	53,132
Non-op revenue (Int, Patronage, other)	306,628	408,721	(102,094)
Net Margin	2,032,861	1,978,996	53,865
TIER	2.36	2.20	0.16
HDD	1015	1050	(35)
kWh Purchases	201,689,562	200,136,050	1,553,512
kWh Sales	191,171,514	187,272,362	3,899,153

ORCAS POWER AND LIGHT COOPERATIVE

RUS FORM 7
STATEMENT OF OPERATIONS

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0572-0032. The time required to complete this information collection is estimated to average 16 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.				
UNITED STATES DEPARTMENT OF AGRICULTURE RURAL UTILITIES SERVICE FINANCIAL AND STATISTICAL REPORT		BORROWER DESIGNATION WA0009		
		BORROWER NAME AND ADDRESS Orcas Power & Light Cooperative		
INSTRUCTIONS-For detailed instructions, see RUS Bulletin 1717B-2		PERIOD ENDED		
This data will be used by RUS to review your financial situation. Your response is required (7 U.S.C 901 et. Seq.) and may be confidential.		Jun-16		
CERTIFICATION				
<p>We recognize that statements contained herein concern a matter within the jurisdiction of an agency of the United States and the making of a false, fictitious or fraudulent statement may render the maker subject to prosecution under Title 18, United States Code Section 1001.</p> <p>We hereby certify that the entries in this report are in accordance with the accounts and other records of the system and reflect the status of the system to the best of our knowledge and belief.</p> <p>ALL INSURANCE REQUIRED BY PART 1788 OF 7 CFR CHAPTER XVII, RUS, WAS IN FORCE DURING THE REPORTING PERIOD AND RENEWALS HAVE BEEN OBTAINED FOR ALL POLICIES.</p> <p>DURING THE PERIOD COVERED BY THIS REPORT PURSUANT TO PART 1718 OF 7 CFR CHAPTER XVII</p> <p>(check one of the following)</p> <p>_____ All of the obligations under the RUS loan documents have been fulfilled in all material respects.</p> <p>_____ There has been a default in the fulfillment of the obligations under the RUS loan documents. Said default(s) is/are specifically described in Part D of this report.</p>				
SIGNATURE OF MANAGER		DATE		
PART A. STATEMENT OF OPERATIONS				
ITEM	YEAR-TO-DATE			THIS MONTH
	LAST YEAR (a)	THIS YEAR (b)	BUDGET (c)	
1. Operating Revenue and Patronage Capital.....	12,002,939	12,755,186	12,675,010	1,626,444
2. Power Production Expense.....	-	-	-	-
3. Cost of Purchased Power.....	4,039,822	4,046,271	3,922,611	515,326
4. Transmission Expense.....	16,909	28,497	18,177	4,173
5. Regional Market Expense.....	-	-	-	-
6. Distribution Expense-Operation.....	1,605,264	1,665,305	1,759,948	251,607
7. Distribution Expense-Maintenance.....	809,289	1,043,290	855,964	125,936
8. Consumer Accounts Expense.....	499,693	490,692	485,700	81,183
9. Customer Service and Informational Expense.....	441,746	(43,452)	138,511	48,589
10. Sales Expense.....	22,314	21,733	26,022	2,117
11. Administrative and General Expense.....	1,639,814	1,443,885	1,519,509	204,120
12. Total Operation and Maintenance Expense (2 thru 11).....	9,074,852	8,696,221	8,726,441	1,233,051
13. Depreciation and Amortization Expense.....	1,626,244	1,752,470	1,805,186	293,607
14. Tax Expense - Property and Gross Receipts.....	96,942	118,347	99,850	20,608
15. Tax Expense - Other.....	422,631	461,323	410,551	61,892
16. Interest on Long-Term Debt.....	574,694	673,826	784,186	105,255
17. Interest Charged to Construction - Credit.....	(91,169)	(86,210)	(142,856)	(25,056)
18. Interest Expense - Other.....	-	-	-	-
19. Other Deductions.....	-	-	-	-
20. Total Cost of Electric Service (12 thru 19).....	11,704,193	11,615,977	11,683,358	1,689,357
21. Patronage Capital and Operating Margins (1 minus 20).....	298,745	1,139,209	991,652	(62,913)
22. Non Operating Margins - Interest.....	14,163	152,501	166,322	11,225
23. Allowance for Funds Used During Construction.....	-	-	-	-
24. Income (Loss) from Equity Investments.....	-	-	-	-
25. Non Operating Margins - Other.....	(453,733)	57,566	11,857	18,393
26. Generation and Transmission Capital Credits.....	-	-	-	-
27. Other Capital Credits and Patronage Dividends.....	39,998	-	26,815	-
28. Extraordinary Items.....	-	-	-	-
29. Patronage Capital or Margins (21 thru 28).....	(100,827)	1,349,275	1,196,646	(33,296)

RUS Form 7

ORCAS POWER AND LIGHT COOPERATIVE

RUS FORM 7
BALANCE SHEET

USDA - RUS FINANCIAL AND STATISTICAL REPORT				BORROWER DESIGNATION PERIOD ENDED Jun-16		
INSTRUCTIONS - See RUS Bulletin 1717B-2						
PART B. DATA ON TRANSMISSION AND DISTRIBUTION PLANT						
ITEM	YEAR-TO-DATE		ITEM	YEAR-TO-DATE		
	LAST YEAR (a)	THIS YEAR (b)		LAST YEAR (a)		THIS YEAR (b)
1. New Services Connected	67		5. Miles Transmission	42.65		42.65
2. Services Retired	-		6. Miles Distribution-Overhead	156.12		154.36
3. Total Services in Place	14,931		7. Miles Distribution-Underground	1,140.98		1,147.07
4. Idle Services (Exclude Seasonal)	1,126		8.Total Miles Energized (5 + 6 + 7)	1,339.75		1,344.08
PART C. BALANCE SHEET						
ASSETS AND OTHER DEBITS			LIABILITIES AND OTHER CREDITS			
1. Total Utility Plant in Service.....	103,348,684		30. Memberships.....	56,635		
2. Construction Work in Progress.....	9,620,534		31. Patronage Capital.....	37,032,662		
3. Total Utility Plant (1 + 2).....	112,969,218		32. Operating Margins - Prior Years.....	-		
4. Accum. Provision for Depreciation and Amort.....	42,822,104		33. Operating Margins - Current Year.....	1,291,710		
5. Net Utility Plant (3 - 4).....	70,147,114		34. Non-Operating Margins.....	57,566		
6. Non-Utility Property - Net.....	-		35. Other Margins and Equities.....	1,672,802		
7. Investments In Subsidiary Companies.....	(759,585)		36. Total Margins and Equities (30 thru 35).....	40,111,374		
8. Invest. In Assoc. Org. - Patronage Capital.....	454,585		37. Long-Term Debt - RUS (Net).....	-		
9. Invest. In Assoc. Org. - Other - General Funds.....	7,000		38. Long-Term Debt - FFB - RUS Guaranteed.....	32,591,088		
10. Invest. In Assoc. Org. - Other -Nongeneral Funds.....	558,274		39. Long-Term Debt - Other - RUS Guaranteed.....	-		
11. Investments In Economic Development Projects.....	53,333		40. Long-Term Debt - Other (Net).....	9,175,967		
12. Other Investments.....	-		41. Long-Term Debt - RUS - Econ. Devel. (Net).....	60,657		
13. Special Funds.....	229,919		42. Payments-Unapplied	(2,104,109)		
14. Total Other Property and Investments (6 thru 13).....	543,526		43. Total Long-Term Debt (37 thru 41-42).....	39,723,603		
15. Cash - General Funds.....	2,945,174		44. Obligations Under Capital Leases-Noncurrent.....	-		
16. Cash - Construction Fund - Trustee.....	30,677		45. Accumulated Operating Provisions and Asset Retirement Obligations.....	-		
17. Special Deposits.....	-		46. Total Other Noncurrent Liabilities (44+45).....	-		
18. Temporary Investments.....	2,952,202		47. Notes Payable.....	-		
19. Notes Receivable (Net).....	-		48. Accounts Payable.....	1,746,084		
20. Accounts Receivable - Sales of Energy (Net).....	1,428,945		49. Consumers Deposits.....	84,618		
21. Accounts Receivable - Other (Net).....	40,520		50. Current Maturities Long-Term Debt.....	-		
22. Renewable Energy Credits.....	-		51. Current Maturities Long-Term Debt-Ec.Dev.....	-		
23. Materials and Supplies - Electric and Other.....	3,362,458		52. Current Maturities Capital Leases.....	-		
24. Prepayments.....	328,839		53. Other Current and Accrued Liabilities.....	519,986		
25. Other Current and Accrued Assets.....	682,167		54. Total Current and Accrued Liabilities (47 thru 53).....	2,350,688		
26. Total Current and Accrued Assets (15 thru 25).....	11,770,982		55. Regulatory Liabilities.....	-		
27. Regulatory Assets.....	-		56. Other Deferred Credits.....	275,958		
28. Other Deferred Debits.....	-		57. Total Liabilites and Other Credits (36+43+46+54 thru 56).....	82,461,623		
29. Total Assets and Other Debits (5+14+26 thru 28).....	82,461,623					
PART D. NOTES TO FINANCIAL STATEMENTS						
THIS SPACE IS PROVIDED FOR IMPORTANT DISCLOSURE NOTES TO THE FINANCIAL STATEMENT CONTAINED IN THIS REPORT. REPORT ITEMS CONTAINED IN THE INSTRUCTIONS AND ADDITIONAL MATERIAL ITEMS. (A SEPARATE SHEET MAY BE USED IF ADDITIONAL SPACE IS NEEDED.)						

RUS Form 7

Rock Island Communications

2nd Quarter Financial Statements



Income Statement

		A. Business Plan Period End YTD Q2	B. Actual Period End YTD Q2	C. Variance (B-A)	D. Comments
1	I OPERATING REVENUES	\$ 1,107,113	\$ 992,854	\$ (114,259)	Accounting methodology change: Revenue was decreased \$114k in the Qtr due to the new billing system's ability to accurately track deferred revenue in month incurred.
2					
3	II OPERATING EXPENSES				
4	COST OF GOODS SOLD	372,150	360,344	(11,806)	
5	GENERAL AND ADMINISTRATIVE	1,631,581	1,866,161	234,580	Depreciation higher by \$65k for plant acceleration & engineering services utilization higher for outage network support and systems migration
6	SELLING AND MARKETING	-	23,682	23,682	
7	TOTAL OPERATING EXPENSES	2,003,731	2,250,187	246,456	
8	TOTAL NET OPERATING MARGINS	(896,618)	(1,257,334)	(360,716)	
9					
10	IV OTHER INCOME (EXPENSE)	(207,269)	(242,908)	(35,639)	
11					
12	GRAND TOTAL NET (LOSS) MARGIN DETAIL BREAKOUT	\$ (1,103,887)	\$ (1,500,242)	\$ (396,355)	
13					
14					



Balance Sheet

	A. Audited IN Department 12/31/14	B. Audited 12/31/2015	C. Actual 3/31/2016	D. Actual 6/30/2016
1 CURRENT ASSETS	\$ 50,985	\$ 1,967,641	\$ 1,797,656	\$ 1,920,176
2 PROPERTY, PLANT, AND EQUIPMENT	74,891	3,937,320	4,866,415	5,656,194
3 OTHER NONCURRENT ASSETS	-	285,857	278,130	270,361
4 Total assets	<u>\$ 125,876</u>	<u>\$ 6,190,817</u>	<u>\$ 6,942,201</u>	<u>\$ 7,846,731</u>
5				
6 CURRENT LIABILITIES	2,667	610,390	466,240	983,217
7 NONCURRENT LIABILITIES	343,297	7,360,540	8,861,343	10,143,869
8 Total Liabilities	<u>345,964</u>	<u>7,970,930</u>	<u>9,327,583</u>	<u>11,127,086</u>
9				
10 EQUITIES AND MARGINS	(220,088)	(1,780,113)	(2,385,382)	(3,280,355)
11 Total Liabilities and Equity	<u>\$ 125,876</u>	<u>\$ 6,190,817</u>	<u>\$ 6,942,201</u>	<u>\$ 7,846,731</u>



Statement of Cash Flows

	YTD Ended June 30, 2016
Cash Flows from Operating Activities:	
1 Net income (loss)	\$ (1,500,242)
2 Adjustments to reconcile net income (loss) to net cash	140,693
3 Net cash provided by (used in) operations:	<u>(1,359,549)</u>
4	
5 Cash Flows from Investing Activities:	(2,433,830)
6	
7 Cash Flows from Financing Activities:	3,594,548
8	
9 Net change in cash	<u>(198,831)</u>
10	
11 Cash and cash equivalents, beginning of period	<u>225,976</u>
12 Cash and cash equivalents, end of period	<u><u>27,145</u></u>
13	
14 SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION	
15 Cash paid during the year for interest	<u><u>\$ (175,909)</u></u>



Summary of Subscribers

	Q1 2016 - Budget	Q1 2016 - Actual		\$ Variance	Q2 2016 - Budget	Q2 2016 - Actual		\$ Variance	Total - Budget	Total - Actual		YTD - Variance
Total Operating Revenues	\$503,282	\$527,341	●	\$24,059	\$603,831	\$465,513	●	-\$138,318	\$1,107,113	\$992,854	●	-\$114,259
Fiber Revenue	\$219,090	\$196,679		-\$22,411	\$256,280	\$168,269		-\$88,011	\$475,370	\$364,949		-\$110,421
LTE Revenue	\$18,900	\$28,683		\$9,783	\$77,175	\$72,780		-\$4,395	\$96,075	\$101,463		\$5,388
DSL Revenue	\$199,000	\$212,185		\$13,185	\$190,000	\$169,883		-\$20,117	\$389,000	\$382,068		-\$6,932
VOIP Revenue	\$3,086	\$3,830		\$744	\$5,742	\$4,779		-\$963	\$8,828	\$8,609		-\$219
IT Services Revenue	\$63,206	\$85,964		\$22,758	\$74,634	\$49,801		-\$24,833	\$137,840	\$135,765		-\$2,075
Subscribers YTD Total	785	878	●	93	1460	1333	●	-127	1,460	1333	●	-127
Fiber	605	599		-6	780	750		-30	780	750		-30
LTE	180	279		99	680	583		-97	680	583		-97