

Financial Highlights – June, 2020

	<u>Variance (K's)</u>	<u>YTD Variance (K's)</u>
June Net Income	\$290	\$315

Analysis:

• **Operating Revenue** \$13 (\$922)
 KWH sales in June are \$110k better than budget for the month but is \$657k less YTD. The average price/KWH sold is \$32k better than budget for the month but is \$42k less for the year. Non-energy services, pole attachments, and wheeling revenues are \$72k over budget for the month but is \$216k less for the year. Unbilled revenues are \$22k less than budget for the month but is \$32k better YTD. The sale of Renewable Energy Credits is \$35k less than budget for the month and \$39k less YTD.

• **Purchased Power Costs** \$76 \$780
 Purchased KWH is over budget by \$244k for the month but is \$11k under for the year. Our overall costs/KWH is \$320k under budget for the month and \$768k under YTD.

• **Transmission Costs** (\$121) \$38
 Transmission support for substations and supervision is \$4k over budget for the month but is \$10k under YTD. Transmission by Others is \$135k over budget for the month and \$69k over YTD. Maintenance for SCADA and overhead lines is \$8k under budget for the month and \$23k under for the year. Transmission vegetative maintenance is \$9k under budget for the month and \$74k under YTD.

• **Distribution Operations/Mtce** \$137 \$177
 Major Storm costs are \$179k under budget for the month and \$401k under for the year. Meter/AMI Expense is \$2k under budget for the month but is \$20k over YTD. Supervisory related costs are \$49k under budget for the month and \$154k under YTD. Overall Distribution Maintenance costs are \$104k under for the month and \$158k under YTD. Miscellaneous Distribution and Customer Installation expenses are \$1k under budget for the month and \$5k under YTD. Distribution vegetative maintenance program spending is \$197k over budget for the month and \$522k over YTD. The overall vegetative maintenance program (transmission + distribution) is \$188k over budget for the month and \$447k over for the year.

• **Customer Accounts** (\$6) \$46
 Meter Reading & Disconnect Services are \$14k under budget for the month and \$81k under YTD. Member service administration is \$7k under budget for the month but is \$14k over YTD. Uncollectible Accounts are \$20k over budget for the month and \$14k over YTD. Communications, Patronage Capital and SQRP Costs are \$8k over budget for the month and \$7k over YTD.

• Administrative & General	\$101	\$83
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Regulatory related expense is \$8k under budget for the month and \$5k under YTD. Payroll and Benefits are \$7k under budget for the month but is \$4k over YTD. Outside Services is \$27k under on budget and \$22k under YTD. Director Expenses are \$17k under budget for the month and \$25k under YTD. Internal costs incurred for TIER 3 Projects are \$5k over budget for the month and \$23k over YTD. Expenses for Coop-life, Business Development, Dues, Annual and Employee Meeting are \$41k under budget for the month and \$48k under YTD. Office related expenses are \$1k under budget for the month but is \$4k over YTD. Safety and Facility related expenses are \$4k under budget for the month and \$14k under YTD.

• Total Depreciation & Other Exp	\$6	\$12
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Depreciation expense is \$12k over budget for the month and \$31k over YTD. Interest expense is \$18k under budget for the month and \$30k under YTD. Gross Receipt & Revenue Taxes are \$2k over budget for the month but is \$8k under YTD. Other Expenses are \$1k under budget for the month and \$5k under YTD.

• Total Non-Operating Margins	\$85	\$102
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Capital Credits from CFC, CoBank, NISC and Federated are \$11k better than budget for the month and \$50k better YTD. Interest and Dividend Income is \$70k better than budget for the month and \$66k better YTD. Miscellaneous Jobbing Revenue is \$2k better than budget for the month but is \$36k less YTD. Other Income is \$1k better than budget for the month and \$22k better for the year.

• Capital Spending Plan	(\$60)	\$854
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Annual and Routine Capital Projects are \$59k over budget for the month but is \$208k under YTD. Pole Replacements are \$85k over budget for the month and \$428k over YTD. Energy Transformation Projects are \$25k under budget for the month and \$150k under for the year. Distribution projects are \$254k over budget the month and \$51k over YTD. Generation related projects are \$2k over budget for the month and \$5k over for the year. Substation projects are \$74k over budget for the month but is \$254k under for the year. Transmission projects are \$161k under budget for the month and \$382k under YTD. Metering projects are \$57k under budget for the month but is \$24k over for the year. Information Technology projects are \$44k under budget for the month and \$109k under YTD. Fleet Purchases are \$7k over budget for the month but is \$102k under for the year. Facilities projects are \$3k under budget for the month and \$1k under YTD. The Newport Facility Project is \$131k under budget for the month and \$157k under budget for the year.

TIER and Debt Service Coverage

We are on target to meet our budgeted TIER of 1.98. Our Debt Service payments for 2020 is expected to be \$8.5 million.

Cash Flow and Line of Credit

In June, we used up to a peak of \$4.4M on our line of credit on June 29th. The July high for the line of credit is expected to be \$4.6M on July 1st.

Balance Sheet

Our equity ratio in June finished at 43.9% down slightly from May at 44.1%. Our current ratio, a measure of liquidity, is .84, down from May at .90. VEC's FFO ratio for 2020 YTD ("Funds from Operations/Capital Expenditures Ratio"; Target of 80% desirable) is 1.06, down from May at 1.20.

Vermont Electric Cooperative, Inc.
Statement of Operations
Month to Date

	June, 2020 Actual	June, 2020 Budget	*	Actual-Budget \$	Variance Fav (Unfav) %	*	June, 2019 Actual	*	Prior Year \$	Variance Fav (Unfav) %
kWh Statistics										
kWh Units Sold	33,687,023	33,025,628		661,395	2.0%		33,025,628		661,395	2.0%
kWh Units Purchased	38,616,000	35,597,433		3,018,567	8.5%		34,957,000		3,659,000	10.5%
Net System Losses (kWh)	4,928,977	2,571,805		2,357,172	91.7%		1,931,372		2,997,005	155.2%
System Losses (%)	12.76%	7.22%					5.52%			
Revenue										
Operating Revenue	5,673,324	5,660,182	*	13,142	0.2%	*	5,544,324	*	129,000	2.3%
Sales for Resale	80,172	66,234	*	13,938	21.0%	*	159,311	*	(79,139)	49.7%
Total revenues	\$ 5,753,496	\$ 5,726,416	*	\$ 27,080	0.5%	*	\$ 5,703,635	\$ 49,861		0.9%
Power supply cost										
Purchased power cost	2,800,720	2,876,477		75,756	2.6%	*	2,686,450	*	(114,271)	4.3%
Sales for Resale	80,172	66,234	*	(13,938)	-21.0%	*	159,311	*	79,139	-49.7%
Transmission	1,193,153	1,071,729	*	(121,424)	-11.3%	*	1,085,229	*	(107,924)	9.9%
Total Power supply cost	4,074,045	4,014,440	*	(59,605)	1.5%	*	3,930,990	*	(143,055)	3.6%
Gross Margin	\$ 1,679,451	\$ 1,711,976	\$	(32,526)	-1.9%	\$	1,772,645	\$	(93,195)	5.3%
Operating expenses										
Distribution: Operations & Mtc	1,318,568	1,455,994	*	137,426	9.4%	*	1,215,694	*	(102,874)	8.5%
Customer accounts	247,080	240,686	*	(6,394)	-2.7%	*	219,445	*	(27,635)	12.6%
Administrative & general	294,838	395,558	*	100,721	25.5%	*	444,876	*	150,038	-33.7%
Total operating expenses	\$ 1,860,486	\$ 2,092,238	*	\$ 231,752	11.1%	*	\$ 1,880,015	\$ 19,529		-1.0%
Depreciation & amortization	518,388	506,138	*	(12,250)	-2.4%	*	498,322	*	(20,066)	4.0%
Gross revenue & receipts taxes	58,898	57,181	*	(1,717)	-3.0%	*	55,199	*	(3,699)	6.7%
Interest on long-term debt	283,145	295,930	*	12,785	4.3%	*	283,074	*	(71)	0.0%
Other interest expenses	6,826	12,431	*	5,605	45.1%	*	16,150	*	9,324	-57.7%
Other Deductions	193	1,500	*	1,307	87.1%	*	-	*	(193)	N/A
Total depreciation & other expenses	867,450	873,180	*	5,730	-0.7%	*	852,745	*	(14,705)	1.7%
Income from operations	\$ (1,048,485)	\$ (1,253,442)	*	204,957	-16.4%	*	\$ (960,115)	\$ (88,370)		-9.2%
Interest income	1,296,352	1,226,118	*	70,234	5.7%	*	1,201,052	*	95,300	7.9%
Other income (expenses)	15,732	12,098	*	3,634	30.0%	*	13,704	*	2,029	14.8%
Other capital credits & dividends	10,919	-	*	10,919	N/A	*	-	*	10,919	N/A
Total non-operating margins	\$ 1,323,003	\$ 1,238,216	*	84,788	6.8%	*	\$ 1,214,755	\$ 108,248		8.9%
Net income (loss)	274,518	(15,227)	*	289,745	-190.2%	*	254,640	*	19,878	-7.8%
Extraordinary expenses	-	-	*	-	N/A	*	-	*	-	N/A
Total net income (loss)	\$ 274,518	\$ (15,227)	*	289,745	-190.2%	*	\$ 254,640	\$ 19,878		-7.8%

Vermont Electric Cooperative, Inc.
Statement of Operations
Year to Date

	June, 2020 Actual	June, 2020 Budget	*	Actual-Budget \$	Variance Fav (Unfav) %	*	June, 2019 Actual	*	Prior Year \$	Variance Fav (Unfav) %
kWh Statistics										
kWh Units Sold	230,265,952	234,203,590	(3,937,638)	-1.7%	232,822,189	*	(2,556,237)	-1.1%		
kWh Units Purchased	240,629,900	240,775,411	(146,411)	-0.1%	239,331,000	*	1,298,000	0.5%		
Net System Losses (kWh)	10,363,048	6,571,821	3,791,227	57.7%	6,508,811	*	3,854,237	59.2%		
System Losses (%)	4.31%	2.73%		2.72%						
Revenue										
Operating Revenue	40,388,832	41,310,448	*	(921,616)	-2.2%	*	40,458,513	*	(69,681)	-0.2%
Sales for Resale	478,493	698,423	*	(219,930)	-31.5%	*	860,064	*	(381,571)	44.4%
Total revenues	\$ 40,867,325	\$ 42,008,871	*	\$ (1,141,546)	-2.7%	*	\$ 41,318,577	*	\$ (451,252)	-1.1%
Power supply cost										
Purchased power cost	17,674,475	18,453,569	*	779,094	4.2%	*	17,179,520	*	(494,955)	2.9%
Sales for Resale	478,493	698,423	*	219,380	31.5%	*	860,064	*	381,571	-44.4%
Transmission:	7,132,041	7,170,030	*	37,989	0.5%	*	7,141,024	*	8,983	-0.1%
Total Power supply cost	25,285,009	26,322,022	*	1,037,013	-3.9%	*	25,180,608	*	(104,401)	0.4%
Gross Margin	\$ 15,582,316	\$ 15,686,849	\$	(104,533)	-0.7%	\$ 16,137,969	\$	(555,654)	3.4%	
Operating expenses										
Distribution: Operations & Mtce	7,835,557	8,012,107	*	176,550	2.2%	*	6,807,484	*	(1,028,073)	15.1%
Customer accounts	1,408,690	1,454,504	*	45,814	3.1%	*	1,393,510	*	(15,180)	1.1%
Administrative & General	2,004,490	2,087,688	*	83,198	4.0%	*	2,114,102	*	(109,612)	-5.2%
Total operating expenses	11,248,736	11,554,298	*	305,562	2.6%	*	\$ 10,315,096	*	(933,640)	9.1%
Depreciation & amortization	3,069,530	3,038,371	*	(31,159)	-1.0%	*	3,001,637	*	(67,893)	2.3%
Gross revenue & receipts taxes	403,845	412,299	*	8,454	2.1%	*	390,969	*	(12,876)	3.3%
Interest on long-term debt	1,778,387	1,803,115	*	24,727	1.4%	*	1,755,701	*	(22,686)	1.3%
Other interest expenses	54,749	59,918	*	5,168	8.6%	*	109,246	*	54,497	-49.9%
Other deductions	4,090	9,000	*	4,910	54.6%	*	7,714	*	3,624	-47.0%
Total depreciation & other exp	5,310,602	5,322,702	*	12,100	-0.2%	*	\$ 5,265,268	*	(45,334)	0.9%
Income from operations	(977,023)	(1,190,151)	*	213,128	-17.9%	*	\$ 557,606	*	(1,534,629)	275.2%
Interest income	2,538,769	2,472,833	*	65,936	2.7%	*	2,419,902	*	118,866	4.9%
Other income (expenses)	101,715	115,434	*	(13,719)	-11.9%	*	81,975	*	19,740	24.1%
Other capital credits & dividends	446,369	396,663	*	49,706	12.5%	*	396,663	*	49,706	12.5%
Total non-operating margins	\$ 3,086,852	\$ 2,984,930	*	101,922	3.4%	*	\$ 2,898,540	*	\$ 188,313	6.5%
Net income (loss)	2,109,829	1,794,779	*	315,051	17.6%	*	\$ 3,456,145	*	(1,346,316)	39.0%
Extraordinary expenses	-	-	*	-	N/A	*	-	*	N/A	
Total net income (loss)	\$ 2,109,829	\$ 1,794,779	*	\$ 315,051	17.6%	*	\$ 3,456,145	*	\$ (1,346,316)	39.0%

Vermont Electric Cooperative, Inc.
Balance Sheet (Assets)
June, 2020

	June, 2020 Actual	May, 2020 Actual	*	Variance Fav/(Unfav) \$	*	June, 2019 Actual	*	Variance Fav/(Unfav) \$
Electric plant, at cost:								
Electric plant in service	177,640,182	2,354,617	1.33%	173,068,827	*	6,925,972	4.00%	
Less accumulated depreciation	(55,311,059)	392,787	0.71%	(51,855,927)	*	3,847,919	7.42%	
Net electric plant in service	124,290,953	122,329,123	*	1,961,830	1.60%	121,212,900	*	3,078,053
Construction work in progress	4,841,860	5,962,953	*	(1,121,093)	-18.80%	*	2,833,940	*
Net electric plant	129,132,813	128,292,076	*	840,738	0.66%	*	124,046,840	*
*	*	*	*	*	*	*	*	*
Other assets:								
Non-utility property	65,697	65,697	0.00%	65,697	*	65,697	0.00%	
Other investments	43,135,729	43,096,718	-0.09%	42,065,736	*	42,065,736	2.54%	
Deferred charges	113,443	105,500	7,943	7.53%	126,427	*	(12,985)	-10.27%
Total other assets	43,314,869	43,267,915	*	46,954	0.11%	*	42,257,860	*
*	*	*	*	*	*	*	*	*
Current assets:								
Cash	1,325,170	1,038,684	286,486	27.58%	(54,057)	*	1,379,227	-2551.45%
Notes receivable (net)	-	-	0.00%	-	*	-	#DIV/0!	
Accounts receivable (net)	8,695,194	9,369,065	(673,871)	-7.19%	9,347,773	*	(652,580)	-6.98%
Other receivables (net)	2,605,332	1,549,645	1,055,687	68.12%	2,583,393	*	21,940	0.85%
Inventories	5,661,674	5,698,400	(36,726)	-0.64%	5,261,447	*	400,227	7.61%
Prepaid expenses	573,422	606,510	(33,088)	-5.46%	695,445	*	(122,023)	-17.55%
Total current assets	18,860,791	18,262,303	*	598,488	3.28%	*	17,834,001	*
*	*	*	*	*	*	*	*	*
Total assets	\$ 191,308,474	\$ 189,822,294	*	\$ 1,486,179	0.78%	\$ 184,138,702	*	\$ 7,169,771
								3.89%

Vermont Electric Cooperative, Inc.
Balance Sheet (Liabilities & Equity)
June, 2020

	June, 2020 Actual	May, 2020 Actual	* \$	Variance Fav/(Unfav) %	* \$	June, 2019 Actual	* \$	Variance Fav/(Unfav) %
Equities:								
Memberships issued & subscribed	-	*	*	0.00%	*	-	*	0.00%
Patronage capital assignable	(3)	4,386,065	*	170,625,179.77%	*	(3)	*	2.33%
Other earnings	84,078,636	79,420,359	*	4,385,067	*	82,050,652	*	2.41%
Contributions in aid of construction	-	-	*	4,658,277	5.54%	-	*	0.00%
Net equity	84,078,634	83,805,424	*	273,210	0.32%	82,050,649	*	2,027,984
Long-term debt	82,857,035	83,757,363	*	(900,329)	-1.09%	77,578,228	*	5,278,806
Capital leases - non current	380,559	343,422	*	37,137	9.76%	387,851	*	(7,292)
Current liabilities:			*		*		*	
Current portion of long-term debt	4,652,342	4,652,342	*	-	0.00%	4,360,369	*	6.28%
Line of Credit	4,574,769	2,300,000		2,274,769	49.72%	5,864,528		-28.19%
Accounts payable	6,318,260	6,498,682	*	(180,421)	-2.86%	5,383,292	*	14.80%
Customer deposits	1,726,892	1,718,158	*	8,734	0.51%	1,633,109	*	5.43%
Other accrued expenses	5,201,263	5,133,146	*	68,117	1.31%	4,790,219	*	7.90%
Total current liabilities	22,473,527	20,302,327	*	2,171,199	9.66%	22,031,516	*	442,010
Deferred credits	1,518,720	1,613,758	*	(95,038)	-6.26%	2,090,457	*	(571,737)
Total Liabilities and equity	\$ 191,308,474	\$ 189,822,294	*	\$ 1,486,179	0.78%	\$ 184,138,702	*	\$ 7,169,771
								3.89%

Vermont Electric Cooperative, Inc.
Statement of Cash Flows

	June, 2020 Actual	Month June, 2019 Actual	* June, 2019 Actual	* June, 2020 Actual	* Year-to-date June, 2020 Actual	* June, 2019 Actual	* Year-to-date June, 2019 Actual	* Variance Fav (Unfav) \$
Cash flows from operating activities:								
Net income	\$ 274,518	\$ 254,640	* \$ 2,109,829	\$ 3,456,145	* \$			*
Noncash expenses (income) included in earnings:								(1,346,316)
Depreciation & amortization	\$ 598,421	\$ 563,251	* \$ 3,553,994	\$ 3,326,698	* \$			227,296
(Gain) loss on sale of investments	\$ (530)	\$ (530)	* \$ (25,980)	\$ (31,424)	* \$			-
(Gain) loss on sale of fixed assets								5,444
Changes in assets and liabilities:								
Decrease (increase) in notes receivable	\$ -	\$ -	* \$ -	\$ -	* \$			*
Decrease (increase) in accounts receivable	\$ 673,871	\$ (252,112)	* \$ 464,149	\$ 145,168	* \$			318,981
Decrease (increase) in other receivable	\$ (1,055,687)	\$ (1,187,731)	* \$ 267,557	\$ (828,877)	* \$			1,096,434
Decrease (increase) in inventories	\$ 36,726	\$ (60,316)	* \$ (517,390)	\$ (306,597)	* \$			(210,794)
Decrease (increase) in prepayments	\$ 33,088	\$ 39,857	* \$ (65,564)	\$ (244,723)	* \$			179,160
Decrease (increase) in deferred charges	\$ (5,084)	\$ 4,316	* \$ 16,826	\$ 23,841	* \$			(7,014)
Increase (decrease) in accounts payable	\$ (180,421)	\$ (280,720)	* \$ (613,566)	\$ (2,204,895)	* \$			1,591,329
Increase (decrease) in customer deposits	\$ 8,734	\$ 12,084	* \$ 3,370	\$ 192,705	* \$			(189,335)
Increase (decrease) in accrued expenses	\$ 68,117	\$ (149,466)	* \$ 2,044,275	\$ 789,013	* \$			1,255,262
Increase (decrease) in deferred credits	\$ (95,038)	\$ (104,671)	* \$ (131,211)	\$ 2,041,618	* \$			(2,172,829)
Net cash provided (used) by operating activities	356,715	(1,161,398)	* 7,106,290	6,358,672	* 747,618	*	*	*
Cash flows from investing activities:								
Additions to electric plant in service and construction work in progress	\$ (1,884,428)	\$ (644,389)	* \$ (7,482,680)	\$ (7,818,295)	* \$			*
Proceeds from retirements of electric plant in service	\$ 442,940	\$ (4,558)	* \$ 289,349	\$ 592,618	* \$			335,615
Return on capital investments	\$ -	\$ -	* \$ (158,337)	\$ (213,321)	* \$			(303,268)
Proceeds (payments) from sale (purchase) of investments	\$ -	\$ -	* \$ (17,520)	\$ -	* \$			54,984
Net cash provided (used) in investing activities	(1,441,488)	(648,947)	* (7,369,187)	(7,438,998)	* 69,811	*	*	(17,520)
Cash flows from financing activities:								
Proceeds from borrowings LOC	\$ -	\$ -	* \$ -	\$ -	* \$			*
Proceeds from borrowings Long-Term	\$ 2,274,769	\$ 1,737,028	* \$ 623,892	\$ 1,164,528	* \$			-
Payments to creditors LOC	\$ (902,203)	\$ (839,081)	* \$ 282,145	\$ (2,162,600)	* \$			(540,637)
Payments to creditors Long-Term	\$ (1,308)	\$ (2,336)	* \$ (18,923)	\$ (4,658)	* \$			2,444,745
Patronage Capital Retirements - Net								(14,265)
Memberships issued, net of refunds								-
Additions to donated capital, net								-
Net cash provided (used) by financing activities	1,371,258	895,611	* 887,113	(1,002,730)	* 1,889,843	*	*	*
Net increase (decrease) in cash and equivalents	286,486	(914,734)	* 624,215	(2,083,057)	* 2,707,272	*	*	*
Cash & cash equivalents at beginning of period	\$ 1,038,684	\$ 860,677	* \$ 700,955	\$ 2,029,000	* \$			(1,328,045)
Cash & cash equivalents at end of period	\$ 1,325,170	\$ (54,057)	* \$ 1,325,170	\$ (54,057)	* \$ 1,379,227	*	*	*