

A MESSAGE FROM Board president Ronnie Bohot and CEO Jennifer Meason

Past commitment pushes our mission forward

history and like many other co-ops, Cotton Elec- improvement in our outage restoration efforts. tric was founded when neighbors worked together investor-owned power companies thought they Cooperative, Cotton Electric's power supplier, and the cooperative. Once established, annual meetings in 2017. were the "must attend" event of the year. The co-op provide the community with electricity.

ton Electric is evolving to meet the needs of our and vegetation management programs. Members members. We understand the spirit that helped have seen continued improvement in the strength create this co-op must be continually nurtured. of the system and its ability to weather storms with While times and technology have changed, our minimal damage as a result. commitment to you has not.

along 5,169 miles of line. As we evaluate new tech- clear-cut and trimmed 24 miles and applied herbinology and services, our discussions center around cide to 128 miles of line. how it will improve service to these meters as each ma a better place to live?

opportunity to launch a metering pilot project, state of Oklahoma.

Electric cooperatives across the nation have a rich which we monitor and evaluate for reliability and

We also unveiled a new community solar project. to bring electricity to our rural communities. Big The project is owned by Western Farmers Electric couldn't generate enough profit so they bypassed consists of 950 solar modules, each rated at 315 rural areas. Back then, there were frequent meet- watts. The entire site is rated for 250 kW at peak ings among neighbors to discuss the formation of performance and generated 446 MWh of energy

New applications of technology are great but we - on behalf of the member-owners - committed to recognize that maintenance and prevention is key. Cotton Electric stayed focused on its mission to Let's fast forward to today – and tomorrow. Cot- improve service quality through our maintenance

Nearly 8,300 poles were inspected, leading to the In 2017, Cotton Electric served 22,105 meters replacement of 833. Crews evaluated 400 miles,

Although Cotton Electric started out to provide represents a friend and neighbor. Will this be a electricity, our impact (with your support) has good investment of our members' money? Will it grown. The cooperative continued our safety and improve service? Does it make southwest Oklaho- energy efficiency programs and sent several area youth to programs such as Youth Power Energy We're proud to answer that several projects that Camp, Rural Electric Youth Tour, and the Touchthe Cooperative completed in 2017 met those re- stone Energy Leadership Summit. Further impactquirements. Construction was completed for a new ing our youth, members contributed more than ments. substation serving the Randlett and Devol area. \$2.3 million to schools within the service territory







Jennifer Meason

We also reached a major milestone in the Cotton Electric Charitable Foundation's Operation Round Up program. Since 2004, Cotton Electric members have pooled pocket change once a month. In a classic cooperative result, you have contributed over a million dollars to groups and individuals. That's a significant impact to our communities.

Cotton Electric exists because members of those communities wanted to have a positive effect on the quality of life in southwest Oklahoma. We feel the secret to our success is that we were built by the people we have served for so many years.

We are proud of where we came from and proud of where we are going. We recognize that past accomplishments are just that - the past. We are excited about working toward future accomplish-

Every day, we will continue to carry out our mis-The new substation provided the Cooperative an through a 2 percent gross receipts tax paid to the sion to improve your service quality while keeping rates affordable.

Headquarters

Cotton Electric Cooperative 226 N. Broadway Walters, OK 73572 Phone: 580-875-3351

Website: CottonElectric.com

Duncan Office

1101 W. Oak Duncan, OK 73533 Phone: 580-255-5065

Legal Counsel I.W. Doolin Lawton, Okla.

Independent Auditors

Briscoe, Burke & Grigsby, LLP Tulsa, Okla.

Accounting Statistics Karen Rivet Accounting Supervisor

Management

Jennifer Meason Chief Executive Officer

Jeff Simpson, Vice President

Mike Ottinger, Vice President

Bryce Hooper, Vice President

COOPERATIVE PRINCIPLES

Voluntary & Open Membership

Democratic Member Control

Members' Economic Participation

Autonomy & Independence

Education, Training & Information

Cooperation Among Cooperatives

> **Concern For Community**



A cooperative is a business that is owned and controlled by the people who use it. Its primary purpose is to provide goods and or services to its members for their mutual benefit.

Rural electric cooperatives own and maintain 42 percent of the nation's electric distribution lines and serve 42 million people in 47 states. All electric cooperatives follow seven guiding principles:

- 1. Voluntary And Open Membership: A cooperative is a voluntary organization, available to all who can reasonably use its services and accept the responsibilities of membership, regardless of race, religion, sex, or economic circumstances.
- 2. Democratic Member Control: Co-ops are democratically controlled, with each member having one vote. Members actively participate in setting policies and making decisions. Directors are elected from the membership.
- 3. Members' Economic Participation: Cooperatives provide services "at cost" and remain not-for-profit regardless of the value of benefits delivered. Any money left over after all expenses are paid — margins — belongs to the members. Each member's share in the margin is determined by the amount of his or her use of the co-op's services.
- 4. Autonomy and Independence: Cooperatives are self-sustaining, selfhelp organizations controlled by their members. If cooperatives enter into agreements with others or raise money from outside sources, they do so on terms that maintain democratic control as well as their unique identity.
- 5. Education, Training, and Information: Co-ops provide education and training for their members, elected representatives, directors, managers, and employees so they can contribute effectively to the development of their cooperative. Communication, particularly with young members and opinion leaders, helps generate necessary public support for cooperatives.
- **6. Cooperation Among Cooperatives:** Mutual support helps cooperatives improve services, bolster local economies, and deal more effectively with social and community needs.
- 7. Concern For Community: Cooperatives develop communities with programs supported by the membership.

Cotton Electric Cooperative BOARD OF TRUSTEES



District 1 **Shan Files**Secretary/Treasurer



District 2 **Ken Layn**Vice President



District 3
Charles Spencer

Dedication and experience

Cotton Electric Cooperative's Board of Trustees has a fiduciary responsibility for the governance of the cooperative and its subsidiary, serving to oversee and shape policy and keep the co-op and its subsidiary on a steadfast, focused course.

Your trustees are a dedicated, experienced group of professionals who share in an abiding loyalty for, and commitment to, the members throughout our eight-county service area. They act on behalf of you, our members, carrying out their principal responsibility to evaluate and create policies to ensure your cooperative provides safe, affordable and reliable service; all while adhering to our core value ... to strengthen the communities we serve.



District 4 **Brian DeMarcus**Asst. Sec./Treas.



District 5 **Tim McCary**



District 6 **Tommy Jones**



District 7 **Steve Robinson**



District 8 **Tony High**



District 9 **Ronnie Bohot** *President*

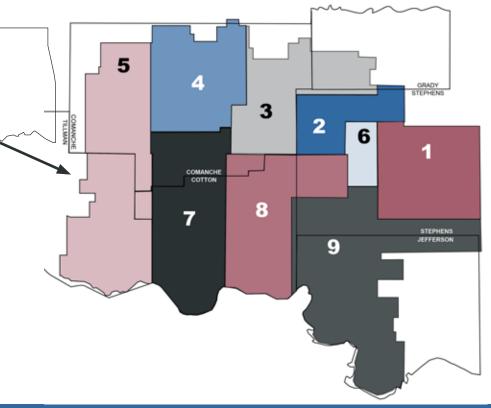
Cotton Electric Cooperative

SERVICE AREA

Cotton Electric Cooperative provides electric service to some 22,000 meters in eight counties of southwest Oklahoma. Cotton Electric was organized in 1938 to provide electric services to rural areas at a time when other utilities did not consider it economically feasible. Over the course of nearly 80 years, the cooperative has steadily grown while continuing to meet the changing needs of its members.

The members of Cotton Electric own the cooperative's electric system and have an active voice in business matters. Combined with the many services offered, a local dispatcher is always on duty to assist with any unexpected problems occurring after normal working hours.

Our headquarters is located at 226 North Broadway in Walters and a branch office at 1101 West Oak in Duncan.



FIVE-YEAR OPERATING STATISTICS

As of December 31, 2017					
	2013	2014	2015	2016	2017
Total Revenue	\$64,444,144	\$73,370,764	\$66,181,939	\$63,037,399	\$61,626,473
Cost of Purchased Power	45,951,455	54,405,248	45,309,599	42,171,946	41,290,211
Taxes	1,244,611	1,437,019	1,317,723	1,206,924	1,204,620
Operating Expense per Mile	12,358	14,112	12,382	11,920	11,602
Operating Income per Mile	13,035	14,244	12,843	12,212	11,923
Average Farm/Residential Annual Bill	1,683	1,830	1,722	1,694	1,656
Average Farm/Residential KWH Used	16,148	16,290	15,183	14,995	14,468
Average Number of Meters Billed	21,986	22,093	22,171	22,114	22,105
Miles of Line Energized	5,131	5,151	5,153	5,162	5,169
Density per Mile	4.28	4.29	4.30	4.28	4.28
New Services Connected	360	361	333	255	268

WHERE DID ELECTRIC REVENUE COME FROM?

164

197

106

141

189

2017 Revenue



WHERE DID YOUR ELECTRIC PAYMENTS GO?

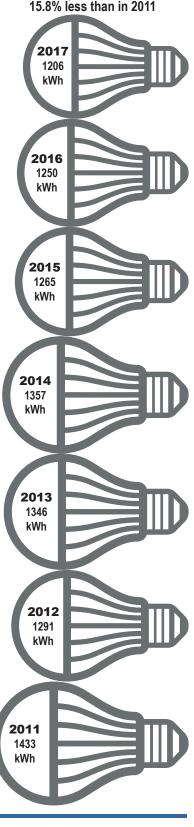
2017 Operating Expenses

Cost of Wholesale Power	66.94%
Operation/Maintenance	11.67%
Depreciation	6.89%
Interest	3.78%
Cost of Goods Sold	2.73%
Member Billing & Collection	2.36%
Administrative and General	2.61%
Taxes	1.95%
Member Service, Info., Sales	1.07%

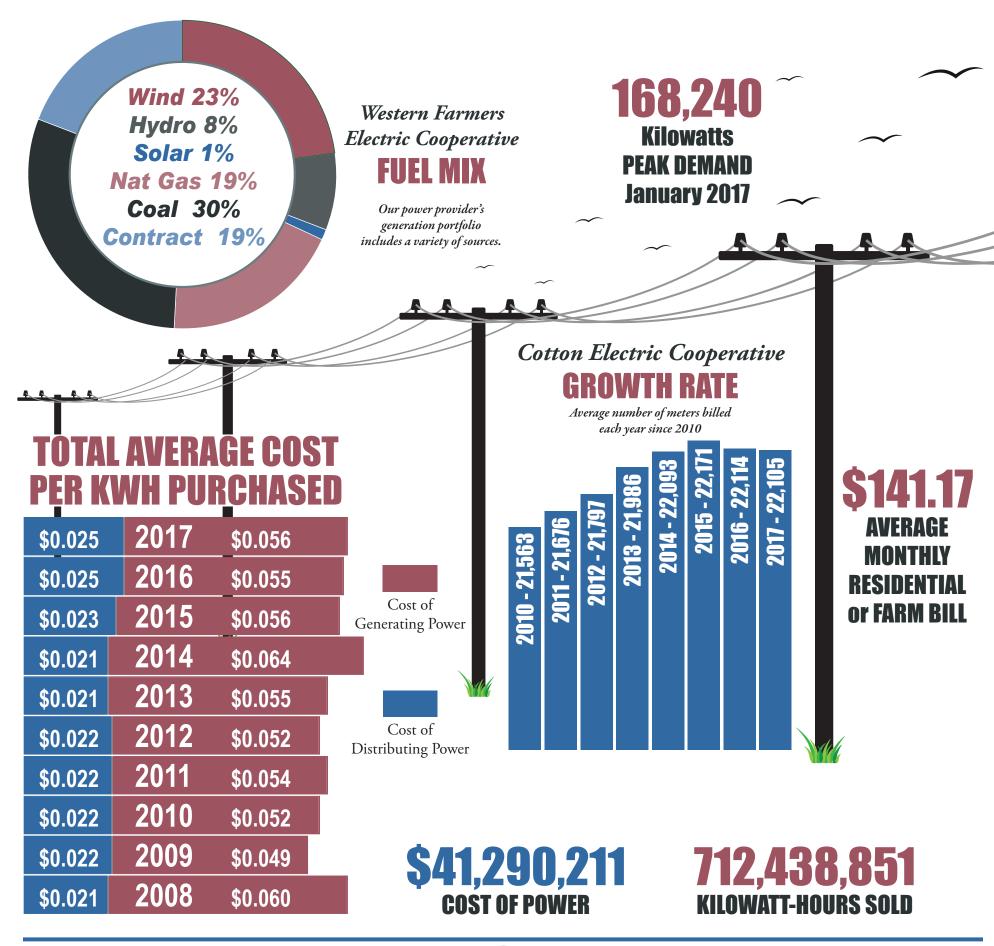


AVERAGE MONTHLY ELECTRICITY CONSUMPTION ON RESIDENTIAL METERS

Consumption in 2017 was 15.8% less than in 2011



Services Retired



22,105 METERS

5,169 MILES OF LINE

4.28
METERS SERVED
PER MILE OF LINE



99.97%
AVERAGE SYSTEM
RELIABILITY

\$962
AVERAGE MONTHLY
EXPENSES PER MILE

See Operating Expense breakdown on Page 8

\$500,000

COTTON ELECTRIC CAPITAL CREDITS RETIRED

> 13,574 Checks issued

\$1.037M WFEC CAPITAL GREDITS RETIRED 21.079

Checks issued

Stretched out straight, Cotton Electric lines
would run from Walters to Seattle to
Washington, DC to Plano, TX and
back to Walters

Doing more with less

In 2017, the average number of Cotton Electric members per mile of line was 4.28. The average for other electric utilities is 32 consumers per mile of line.

Cotton's average revenue per mile of line was \$11,923 in 2017, compared to other utilities at an average of \$79,000 per mile of line.

To put this into financial perspective, Cotton has fewer members and less revenue to maintain electrical lines than other power providers, such as municipalities and investor-owned utilities. There are fewer members to share the fixed cost of construction and maintenance of each mile of line.

Cotton Electric Cooperative proudly serves rural southwest Oklahoma and the numbers don't change our mission: To be the leader in providing the most reliable and innovative electric system, with affordable rates, through the positive, enthusiastic and professional use of its resources and people.

Sources: EIA, 2016 data; Cotton Electric, 2017 data

8,179
OUTAGE
PHONE CALLS
RECEIVED

1,560 OUTAGES

713
OUTAGES CAUSED
BY WEATHER
601
Lightning

102 Wind 10

Other

833
POLES REPLACED

8.295

POLES INSPECTED

4,446
UNDERGROUND
LOCATES

BALANCE SHEETS Consolidated

As of December 31, 2017 ASSETS	2017	2016
Utility Plant Electric Plant in Service Construction Work in Progress	134,933,837 2,220,603	130,924,040 1,462,503
Total Utility Plant, at cost Less Accumulated Depreciation	137,154,440 (39,449,143)	132,386,543 (37,494,238)
Net Utility Plant	97,705,297	94,892,305
Non-utility plant		
Non-utility Plant	427,361	402,794
Less Accumulated Depreciation	(283,778)	(262,235)
Total Non-utility Plant	143,583	140,559
Other Property and Investments	22.12/.6/7	21.00/.00/
Investment in Associated Organizations	32,124,647 90,726	31,894,906 114,189
Notes Receivable less current portion		
Total Other Investments	32,215,373	32,009,095
Current Assets Cash & Cash Equivalents Accounts Receivable less doubtful accounts	4,913,261	2,823,468
Unbilled Revenue	1,512,086 5,112,308	1,537,506 5,402,390
Materials and Supplies	1,555,693	1,581,279
Other Current and Accrued Assets	339,766	91,432
Total Current Assets	13,433,114	11,436,075
Deferred Debits	1,782,751	2,077,105
TOTAL ASSETS	145,280,118	140,555,139
LIABILITIES AND MEMBERS' EQUITY		
Equities and Margins		
Memberships	113,755	114,990
Patronage Capital	63,218,872	61,774,575
Accumulated other comprehensive income	(371,021)	(371,358)
Other Equities	9,572,163	8,776,056
Total Equities and Margins Long-term Debt	72,533,769	70,294,263
Long-term Debt less Current Maturities	56,190,149	53,328,377
Other Non-current Liabilities	7,035,082	6,837,872
Total Long-term Liabilities Current Liabilities	63,225,231	60,166,249
Current Maturities of Long-term Debt Line of Credit	2,155,000	2,294,000 33,985
Account Payable	4,304,059	4,735,599
Consumer Deposits	1,084,775	1,094,119
Other Current and Accrued Liabilities	1,474,308	1,445,824
Total Current Liabilities	9,018,142	9,603,527
Deferred Credits	502,976	491,100
TOTAL LIABILITIES AND EQUITY		140,555,139
TOTAL LIADILITIES AND EQUITY	17,200,110	170,777,137

Consolidated Statement of Revenue, Patronage Capital & Comprehensive Income

-	2017	2016
Operating Revenues	63,500,089	64,837,300
Operating Expenses		
Cost of Power	41,290,211	42,171,946
Distribution Expense - Operations	3,477,886	3,499,738
Distribution Expense - Maintenanc	e 3,718,390	4,336,193
Consumer Accounts	1,455,071	1,587,284
Customer Service and Information	131,487	138,340
Sales Expense	526,620	494,854
Administrative and General	1,610,793	1,502,473
Depreciation	4,252,075	4,149,337
Taxes	1,204,620	1,206,924
Interest	2,293,126	2,369,182
Cost of Goods Sold	1,683,127	1,701,490
Other Interest and Deductions	40,802	47,655
Total Operating Expenses	61,684,208	63,205,416
Net Operating Margins	1,815,881	1,631,884
Other Income		
Interest Income	224,444	211,243
Other Income (Expense)	(12,029)	(24,258)
Total Other Income	212,415	186,985
W.F.E.C. and Other Capital Credits	1,360,661	2,237,197
Net Margins Before Income Tax	es 3,388,957	4,056,066
Provision for Income Taxes	(50,556)	(25,917)
Patronage Capital Beginning of Year	61,774,575	60,693,447
Transfer to Other Equities	(320,803)	(288,353)
Retirement of Capital Credits	(1,573,301)	(2,660,668)
Patronage Capital End of Year	63,218,872	61,774,575
Comprehensive Income		
Net Margins for the Year	3,338,401	4,030,149
Amortize loss (gain) on APBO	-	
Current Gain on APBO	(337)	53,922
Comprehensive Income	3,338,064	4,084,071
	_	

Statements audited annually

The financial statements for Cotton Electric Cooperative as of and for the years ended Dec. 31, 2017 and 2016, have been audited by Briscoe, Burke & Grigsby, LLP, an independent accounting firm. An unmodified opinion was issued for each year. Copies of the complete audited financial statements are on file at the cooperative's headquarters in Walters.

Cotton Electric contributes more than \$2.3M to area schools



District

Apache

Bray

Big Pasture Bishop

2017 Gross Receipts Tax by School Districts

Cotton &

WFEC Taxes

30,627.81

51,670.77

81,237.87

279.56

Cotton miles of line

1.26

1.27

234.78

136.72



tribute more tax dollars to local school districts than other utilities. In Oklahoma, investor-owned utilities pay ad valorem taxes instead of gross receipts tax, and only 58 percent of these tax monies go to school districts within which investor-owned utilities own property. Municipal utilities contribute no tax mon-

The Oklahoma Tax Commission oversees the appaid to each school is based upon the number of miles of power lines that Cotton Electric Cooperative and Western Farmers Electric Cooperative have in each school district. WFEC, Oklahoma's largest locally owned power supply system, is a generation and transmission cooperative owned by 21 distribution cooperatives, including Cotton Electric.

The table shows the miles of line serving each district and an estimation of amounts contributed

Supporting area schools has always been a priority for Cotton Electric Cooperative. It is our privilege to provide educational presentations, sponsorships and assistance when needed.

The members of Cotton Electric make a substantial impact on local schools in several ways. For example, electric cooperatives in Oklahoma are levied ey to public schools. a 2 percent gross receipts tax on the revenue at both the wholesale and retail level in lieu of an ad valorem portionment of the gross receipts tax. The amount tax. Although we typically view taxes in a negative light, this tax in particular makes a significant positive impact.

When Cotton Electric members pay electric bills, the cooperative remits the 2 percent gross receipts tax to the state, and 95 percent of those funds go directly back to local school districts. During 2017, \$2,322,706.20 was apportioned back to the 31 school districts in our service area.

On a percentage basis, electric cooperatives conthrough the 2017 gross receipts tax.

Walters Waurika	174,883.22 93,863.60	298.82 243.26
Velma	267,309.02	511.59
Terral	15,347.36	69.72
Temple	53,288.29	230.79
Sterling	58,971.60	167.34
Ryan	37,403.13	120.04
Rush Springs	119,434.33	151.86
Ringling	78,082.67	24.71
Marlow	51,833.66	235.47
Lawton	38,511.27	122.54
Indiahoma	61,442.64	156.45
Grandview	45,287.60	113.70
Grandfield	43,660.92	195.63
Geronimo	46,660.92	164.40
Frederick	53,670.93	9.07
Fox	3,812.62	17.32
Flower Mound		1.44
Fletcher	47,758.89	27.25
Empire	77,100.48	239.79
Elgin	116,191.85	314.86
Duncan	78,625.75	194.31
Davidson	20,827.03	33.45
Comanche	194,994.32	311.74
Chattanooga	178,494.54	330.43
Central	85,048.05	238.92
Cache	116,665.68	299.85



CECF Board of Directors







Carly Douglass President

Carter Waid Vice President

Danny Marlett Sec./Treasurer





Jennifer Meason **Board Member**

Ronnie Bohot **Board Member**

CECF grant distributions surpass \$1

Cotton Electric members are a generous group. Most of them participate in Operation Round Up, which rounds their power bills up to the nearest dollar each month. The funds collected by Operation Round Up are administered by the Cotton Electric Charitable Foundation (CECF).

Since the program began in April 2004, CECF has issued a total of 460 grants in an effort to improve the quality of life throughout the Cotton Electric service area. The organization hit a milestone in 2017, surpassing \$1 million in grants awarded to area organizations and individuals in need. Recipients are located within the Cotton Electric service territory.

fiscal year begins July 1 and ends June 30.

The grants have had broad effects on communi- have updated gear. ties throughout the service area. Area classrooms and fire departments are better equipped, facilities are updated, youth have more opportunities and empty bellies are filled.



A total of \$23,230 in CECF grants benefitted fire departments in the service area. Walters VFD purchased an electric hose tester with a grant and plans activities. CECF awarded 30 grants totaling \$84,679.46 to make it available to other departments. The fire

> our members," said Ronnie Bohot, president of the Cotton Electric Cooperative's board of trustees and CECF board member.

"Through Operation Round Up, more than \$280,000 has been contributed to volunteer fire departments in our service area since 2004. These additional funds have helped them purchase new equipment and cope with fuel and maintenance costs."

About \$32,000 in 2017-18 CECF grants benefitted schools and youth programs. Nine schools received grants for purchases ranging from library books to science and math equipment and materials to automated external defibrillators to student incentives. Young people had more opportunities to attend camp and better equipment for physical

"The goal of CECF is to improve the lives of during the 2017-18 fiscal year. The foundation's department in Addington is equipping a pumper our members and we feel these contributions have truck and fire fighters in Comanche and Randlett made a difference in improving the quality of life in southwest Oklahoma," said Jennifer Meason, Cot-"Rural fire protection is an important issue for ton Electric Cooperative's CEO and CECF board member.

> The foundation's board of directors meets on a quarterly basis to review applications.

CECF Statements of Financial Position

For the Years Ended June 30, 2018 and 2017

BALANCE SHEET

ASSETS	2018	2017
Cash	\$54,136	\$38,850
Accounts Receivable-Other	2,100	-
Accounts Receivable-Related	6,199	6,315
Total Assets	\$62,435	\$45,165
LIABILITIES & NET ASSETS		
Accounts Payable	\$12,268	-
Grants Payable	-	-
Total Liabilities	\$12,268	-
Unrestricted Funds Balance	50,167	45,165
Total Liabilities & Net Assets	\$62,435	\$45,165
Golf Tournament Contribution		
Golf Tournament Income	\$26,655	
Golf Tournament Expenses	16,403	
Contribution from Tournament	\$10,252	

OIMIEMENT OF AU		
REVENUES	2018	2017
Golf Tournament	\$26,655	\$28,545
Consumer Contributions	83,161	82,725
Total Revenues	\$109,816	\$111,270
EXPENSES		
Charitable Disbursements	\$79,679	\$77,245
Golf Tournament	16,403	16,400
Total Charitable Disbursements	\$96,083	\$93,645
Net Operating Income (loss)	\$13,733	\$17,625
OTHER INCOME/EXPENSES		
Interest Income	-	-
Other Expenses	(8,730)	(7,611)
Total Other Income/Expenses	\$(8,730)	\$(7,611)
Increase (Decrease) in		
Unrestricted Net Assets	\$5,002	\$10,014
Beginning Unrestricted Net Assets	45,165	35,150
End of Year Unrestricted Net Asset.	s \$50,167	\$45,165

What is Operation Round Up?

Operation Round Up is a program designed to provide financial assistance to worthwhile individuals and organizations.

Under the program, voluntary contributions from participating co-op members are collected when their monthly bills are "rounded up" to the next highest dollar. For example, if a member's bill is \$49.77, the bill is rounded up to \$50. The additional 23 cents is then deposited to the Operation Round Up fund.

The average yearly contribution from each participating cooperative member is about \$6. The most a member would contribute each year is \$11.88 and the least is 0 cents. Plus, contributions are tax deductible and participations quarterly.



tion is voluntary.

The funds collected by the Operation Round Up are administered by the Cotton Electric Charitable Foundation and its five directors. The CECF board meets and discusses applica-

2017-18 CECF GRANT RECIPIE

Addington Fire Department	\$8,900.00	Girl Scouts - Western Oklahoma	\$2,000.00
Beautiful Day Foundation	\$1,844.00	Hugh H. Cherry VFW Post 1192	\$2,500.00
•	. ,	Indiahoma Alumni Association	. ,
Bray-Doyle Academic Booster Club	\$1,943.32		\$5,000.00
Cameron University Foundation	\$2,700.00	Indiahoma Community Food Bank	\$5,000.00
Central High Schools - Math Dept.	\$3,870.00	Indiahoma Public Schools	\$500.00
Town of Chattanooga	\$1,215.00	Jeffco Helping Hands Food Pantry	\$4,250.00
Comanche Elementary Schools	\$2,000.00	Last Frontier, Boy Scouts of America	\$1,400.00
Comanche Fire Department	\$5,000.00	Randlett VFD	\$6,480.00
Duncan Area Literacy Council	\$1,500.00	Regional Food Bank of Oklahoma	\$3,500.00
Friends of Elgin Community Library	\$2,500.00	Stephens County Humane Society	\$1,400.00
Elgin Little League	\$2,500.00	Sterling Public Schools	\$2,839.11
Elgin Middle School	\$2,500.00	Walters Public Schools	\$560.00
Empire Elementary School	\$804.03	Walters Senior Citizens Center	\$3,250.00
FAME Academy	\$1,374.00	Walters VFD	\$2,850.00
First Baptist Church, Marlow	\$2,500.00		
Gabriel's House	\$2,000.00	Total distribution EV0017.10 \$91	679.46
		Total distribution FY2017-18 \$84	,U <i>1</i> 3.40

Statements audited annually

The financial statements for Cotton Electric An unmodified opinion was issued for each Charitable Foundation as of and for the years fiscal year. independent accounting firm.

ended June 30, 2018 and 2017, have been au- Copies of the complete audited financial statedited by Briscoe, Burke & Grigsby, LLP, an ments are on file at the cooperative's headquarters in Walters.



5:30 p.m. Registration Booths Open 5:30 p.m. Meal Served 7:00 p.m. Business Meeting 1. Call to Order Ronnie Bohot 2. Invocation Charles Spencer 3. National Anthem Cody Newby 4. Report on Official Notice of Meeting, Presence of Quorum and Minutes Ronnie Bohot & J.W. Doolin 5. Introduction of Guests & Trustees Tim McCary 6. President's Report Ronnie Bohot 7. Secretary-Treasurer's Report Shan Files 8. CEO's Report..... Jennifer Meason 9. Unfinished Business 10. New Business 11. Prize Drawings



A Touchstone Energy® Cooperative

