



2020  
Annual Report

**HIGH WEST ENERGY**



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# 2020

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## HIGH WEST ENERGY, INC.

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PO Box 519  
Pine Bluffs, WY 82082-0519  
Laramie County (307) 245-3261  
Toll-Free (888) 834-1657

## CHEYENNE SERVICE CENTER

3302 I-80 Service Road  
Cheyenne, WY 82009

## F. E. WARREN AIR FORCE BASE

1890 Mule Deer Bldg 848  
PO Box 9567  
Cheyenne, WY 82005

## POTTER SERVICE CENTER

900 Sherman  
PO Box 84  
Potter, NE 69156

## LEADERSHIP TEAM

**Dave Crouse**  
Chief Information Officer & HWDS Manager

**Jim East**  
Communications & Marketing Manager

**Lindsay Forepaugh**  
Chief Financial Officer

**David Golden**  
Engineering Manager

**Ken Haas**  
Operations Manager

**Konnie Keehnen**  
Member Services Manager

**Carol Macy**  
Employee Relations Manager

**Mary Powell**  
WAFB Operations & HWW Manager

## FOLLOW US

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## LEARN MORE ABOUT US

[highwestenergy.coop](https://highwestenergy.coop)  
[highwestwiring.com](https://highwestwiring.com)  
[hwds.com](https://hwds.com)



NOTE TO HIGH WEST  
ENERGY MEMBERS:

CEO Brian Heithoff stepped down at the end of March 2021, and we wish him well. Traditionally, this letter is from the CEO and the Board President. Because Brian was the CEO for the entirety of 2020, and because this annual report focuses on the cooperative's performance in 2020, this letter is still from him and Board President Ed Prosser.



Ed Prosser  
President

# Dear Members

2020 was a year of tragedy and economic challenges for the communities High West Energy has served for 83 years. This year was a trial, a test that forced all of us to change the way we did everything we took for granted as “normal.” Going to work, going to school, even going to the grocery store became an entirely new process.

As we begin to emerge from the COVID-19 crisis in 2021, we can take heart in the fact that we did more than just pass this test, we did far more than survive. Our community banded together and adapted in remarkable ways to emerge stronger, smarter, and more dedicated to return to life as we knew it. As we know it can be again.

For High West Energy, life as we know it means an annual meeting that has become a tradition. Last year, COVID interrupted that tradition, and we had to hold our first-ever online annual meeting. On Thursday, June 17, 2021, we will welcome our members back to our headquarters in Pine Bluffs, and we will also offer a free livestream video of the meeting online.

We encourage all members to join us for a family-friendly event with great food, entertainment for the kids, and an opportunity to come together to conduct the important business of the cooperative, where you are not only a member, you are an owner.

Throughout 2020, our employees had to completely change the way they did their jobs, and they demonstrated resilience and commitment every step of the way. From fiscal discipline to reliability to community support, we are proud of High West's performance in conditions no one could have anticipated.

Our members count on High West for dependable electric service, and 2020 marked our best-ever performance on reliability for as long as we've been keeping records.

From a financial perspective, High West maintained the high standards we established the year before. 2019 marked the first year ever that we surpassed \$50 million in operating revenue; we reached that milestone again in 2020. And our total margin of \$2.7 million was the fourth best in our history. Our margins have surpassed \$2 million in eight of the last nine years, proving we are a solid, consistent organization despite significant economic uncertainty.

These robust economic results yielded benefits to the members as well. In 2020, the Board voted unanimously to retire nearly \$1.3 million in patronage dividends. This marked the 35th consecutive year High West members received patronage dividends, and for the ninth year in a row, the total dividend value exceeded \$900,000.

High West works hard each year to maintain a reputation as a concerned and active member of the communities we serve. In 2020, we stepped up our commitment to being a source of comfort and support to those in need through donations, sponsorships, and programs such as Operation Round Up. The co-op helped individuals, youth organizations and teams, and nonprofit groups offering medical support and food to those affected by COVID-19. In total, we gave back more than \$30,000, and another \$15,000 in annual scholarships.

And finally, High West continued to look for ways to be innovative and offer our members new and better services in 2020:

- More than 80 members and employees participated in the Tesla Test Drive event, the launch of our four-year EV-23 initiative to help make electric vehicles a viable option for every member who wants one.
- High West Digital Solutions enhanced and expanded the drone program to use sophisticated technology and software to more safely and thoroughly inspect our infrastructure.
- High West Wiring became the top-performing regional installer of the national best-selling brand of automatic backup generators.
- The co-op rolled out modern, new websites for all three High West businesses so members can easily access information and contact us on their computers, tablets, and smartphones.
- High West Energy introduced a more colorful, more informative, and easier-to-read monthly bill.

*We are already working to build upon our momentum in 2021, and soon we will select the next CEO. For now, on behalf of all cooperative employees, we thank you for your support in 2020, and we hope to see many of you and shake your hands at our annual meeting of the membership.*

 **Ed Prosser**  
President

 **Brian Heithoff**  
CEO/General Manager



# 2020 Annual Meeting

## Minutes

High West Energy, Inc.  
2020 Annual Meeting Minutes  
Pine Bluffs, WY | June 18, 2020

The 83rd Annual Meeting of the members of High West Energy, Inc., was held via videoconference from High West Energy's headquarters in Pine Bluffs, WY at 12:00 noon on Thursday, June 18, 2020. The meeting was called to order by President Ed Prosser who serves the members in District 13. The meeting took place virtually in order to comply with the Centers for Disease Control and Prevention's guidance of social distancing due to the novel coronavirus (COVID-19) outbreak.

The invocation was given by Dave Crouse, CIO of High West Energy.

Communications and Marketing Manager Jim East gave a brief tutorial on how to use the software to participate in this year's online meeting.

The reading of the 2020 Notice of Annual Meeting was given by Hank Bailey, Attorney at Law and General Counsel for High West Energy, Inc., whose firm has represented the cooperative for 42 years. It was determined that a quorum was present by video and that the business of the meeting could move forward. It was moved, seconded and unanimously approved to dispense with the reading of the 2019 annual meeting minutes and to approve them as presented.

## PRESIDENT'S REPORT

President Prosser welcomed the members and fellow board members attending virtually. He discussed how much has changed since our last meeting and High West's adaptability to the unpredictable to include one of the worst winter storms in recent history that occurred last winter and the challenges due to the COVID crisis. He praised employees, members, and neighboring power providers for working together to overcome the obstacles presented. In closing, he declared that doing the right thing is something that has not changed over the past 83 years and its why High West has succeeded due to its members and the communities we live in.

## CEO'S REPORT

CEO/General Manager Brian Heithoff thanked all participants who joined for High West Energy's first ever virtual annual meeting. He reported we are always looking at new technology at High West Energy and it certainly has opened new opportunities to our members such as this and could hold many benefits in the future. As the future is at the least unpredictable, he pledged that High West Energy remains flexible so we can adapt and evolve by finding more effective ways to deliver electricity and provide new services to our members. He assured the members he will not lose sight of what has anchored us

throughout our history and will continue to run the cooperative responsibly while exercising financial discipline.

CEO/GM Heithoff reported that High West delivered exceptional results in 2019. In order to continue economic prosperity in the future while looking to incorporate new technology and emerging industry trends, he will continue to communicate with members to get a clear picture of what they want from High West and what is important to their lifestyle and livelihood.

With the growing demand for electric vehicles (EVs), major auto manufacturers are committing significant resources to this exciting technology. All-electric trucks and highly anticipated SUVs will be available within the next year or so. Plans are underway to install EV charging stations in our territories and an opportunity will soon be available to test drive a Tesla, an all-electric vehicle on loan from Tri-State in early fall.

He reported on High West's free solar review program which gives our members a chance to sit down with an employee and present them with the details of any solar provider contract or proposal any member may be considering. Our employees can explain the benefits, and any potential drawbacks of any contract to determine if it is in the best financial interest to install solar panels.

Work continues to integrate Demand Response programs for irrigation systems, air conditioners, thermostats, and hot water heaters. When members participate, monthly savings are earned by both the co-op and the member.

High West Energy employs two Unmanned Aerial Vehicle (UAV) pilots who use drones to inspect our overhead power lines and substations, and can spot loose hardware, broken cross arms, splintered tops, and even hot spots using its infrared camera. This is effective in spotting and preventing outages resulting in increased reliability for our members and in a more thorough and cost-effective manner than in the past.

## ELECTIONS

Hank Bailey presided over the election. The business of the meeting was to take action upon the following matter:

- A. The Nominating Committee submitted the names of Gary Smith from District 12, and Dennis Armstrong and Damon Birkhofer from District 15, as nominees for three-year terms. Because there were no additional candidates for District 12, Gary Smith was automatically elected to the board in accordance with High West bylaws, Article II Section 5, and Article III Section 3.

## ELECTION RESULTS

The election committee counted all ballots cast for District 15. Hank Bailey announced that Damon Birkhofer was the winner.

## UNFINISHED BUSINESS

There was no unfinished business.

## NEW BUSINESS & GENERAL DISCUSSION

As there was no other business brought before the membership, President Prosser called for adjournment. There was a motion and a second. All were in favor. Meeting adjourned at 12:28 p.m.

## MISCELLANEOUS

President Prosser announced that after the meeting is over, staff will compile a list of all the members who attended and draw the names to win prizes. Those lucky members will be contacted on how to collect their winnings.

The member's name that was drawn randomly for the progressive jackpot was not in attendance.

DATED this 18th day of June 2020.

**Michael Lerwick**  
Secretary of the Board



## Official Meeting Notice

### Notice of annual meeting of the members of High West Energy, Inc.

This annual meeting of the members of High West Energy, Inc. will be held at the High West Energy headquarters in Pine Bluffs, Wyoming and will be held both as an in-person and online hybrid event beginning at 5 p.m. on Thursday, June 17, 2021 to take action upon the following matters:

01

**The reports of officers, directors, and committees.**

02

**To count and officially report the ballots for the District 16 Director.**

03

**All other business which may come before the meeting, or any adjournment or adjournments thereof.**

The annual meeting will offer an online option as a convenience however, all members will have the opportunity to attend and participate in person.

In connection with the election of three directors scheduled for this meeting, the following members have been nominated by the Nominating Committee, which is appointed by the Board of Directors of the corporation, pursuant to the bylaws:

#### **DISTRICT 11:**

**Michael Lerwick**

#### **DISTRICT 13:**

**Ed Prosser**

#### **DISTRICT 16:**

**Kosha Olsen and Kristie Bibbey**

Because there are no additional candidates for Districts 11 and 13, Michael Lerwick and Ed Prosser will be automatically re-elected to the board in accordance with the High West Energy bylaws.

DATED this 26th day of April 2021.

**Michael Lerwick**

**Board Secretary**

2021  
Annual  
Meeting

## 84th Annual Meeting Agenda

Thursday • June 17 • 2021

5:00 p.m.

**Welcome Remarks and  
Call to Order**  
Ed Prosser, Board President

**Invocation**

**Pledge of Allegiance**

**Reading of the 2021 Notice**  
Henry F. Bailey, Attorney

**Determination of Quorum**

**Minutes of the 2020  
Annual Meeting**

**President's Report**  
Ed Prosser

**Cooperative Report**  
Lindsay Forepaugh

**Election of Directors**

**Adjournment**

### ADDITIONAL MEETING INFORMATION

01

For those who choose to participate online, please register with your billing address or account number so we can confirm you are a member.

02

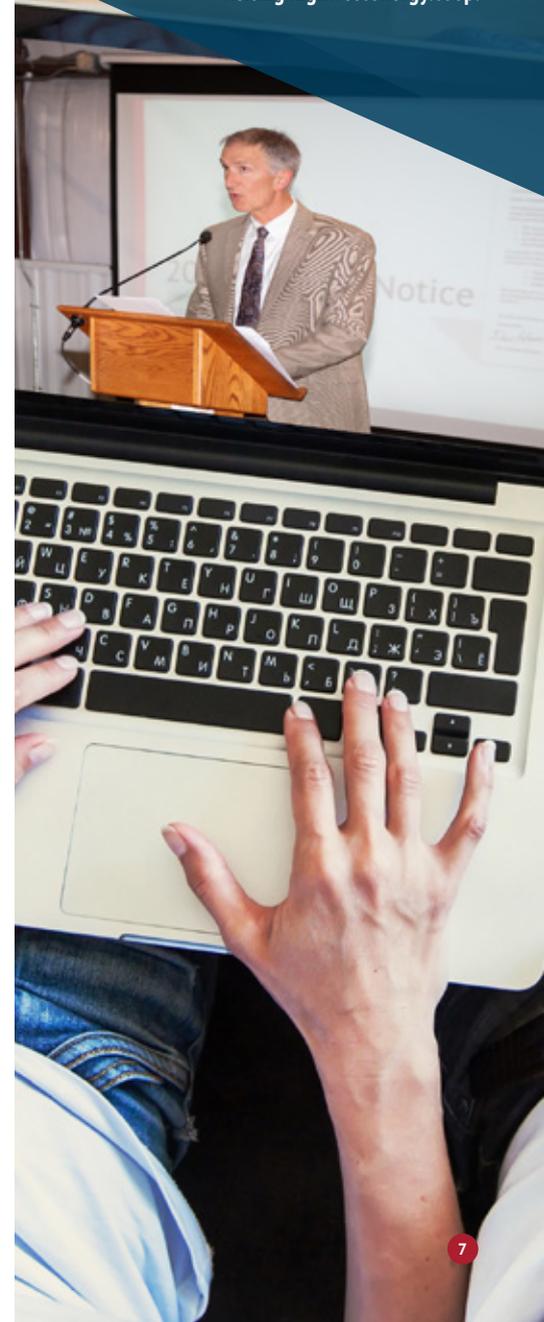
Members who register **and** attend online or in person will receive a \$10 bill credit.

03

Members who register **and** attend online or in person will be eligible to win door prizes.

**For those who choose to participate online, you may have questions about how the virtual meeting will work. We encourage you to contact us at [jeast@highwestenergy.com](mailto:jeast@highwestenergy.com) or (307) 365-6862 so we can explain the process and help you be an active participant. We have tried to make the process as simple as possible.**

Can't attend the meeting?  
Find out how to participate  
online on social media or by  
visiting [highwestenergy.coop](http://highwestenergy.coop).



## Our Mission

The mission of the High West companies is to serve our members and communities by providing safe, reliable and competitively priced energy and services.

## Our Vision

The vision of the High West companies is to be the trusted partner in the solutions we provide.



## Our Values



HARD-WORKING



INNOVATIVE



FRIENDLY



INTEGRITY



**Kosha Olsen**  
District 16



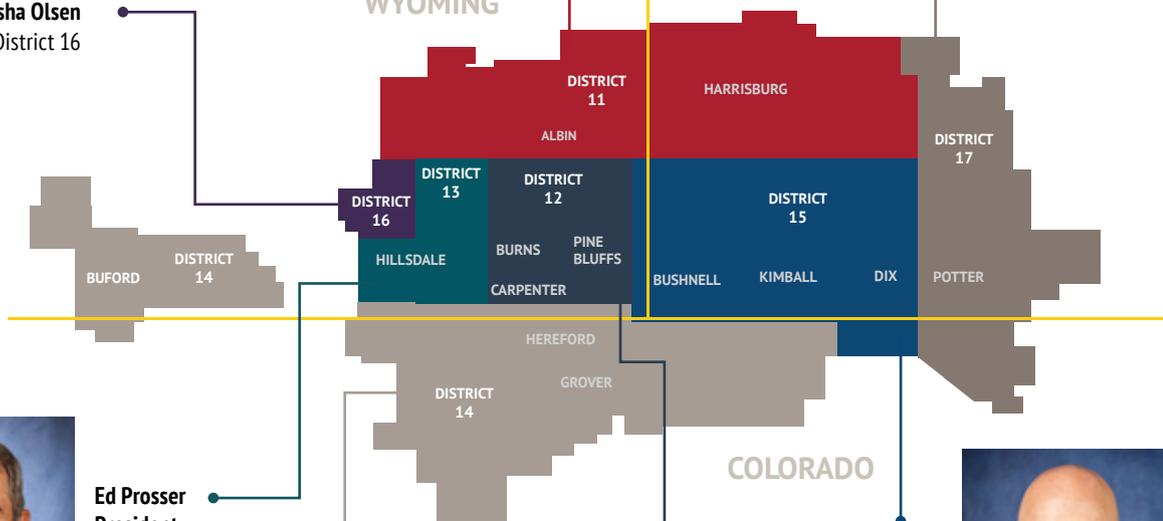
**Michael Lerwick**  
Secretary  
District 11

**Kevin Thomas**  
District 17



WYOMING

NEBRASKA



**Ed Prosser**  
President  
District 13

**Jerry Burnett**  
Vice President  
District 14

**Gary Smith**  
Treasurer  
District 12

**Damon Birkhofer**  
District 15



COLORADO



# Board of Directors

# 2019 & 2020 Financials

TOTAL MARGINS

2019

**\$3,363,537**

TOTAL MARGINS

2020

**\$2,711,597**

## Revenue & Expenses

2019

2020

TOTAL OPERATING REVENUES **\$50,193,266** **\$50,353,400**

### Operating Expenses

Purchased Power	\$31,826,121	\$32,660,076
Operation & Maintenance Expense	\$5,823,684	\$5,099,518
Customer & Collection Expense	\$899,145	\$918,705
General & Administrative Expense	\$3,771,392	\$4,165,028
Taxes	\$489,426	\$523,382
Depreciation & Amortization Expense	\$3,660,885	\$3,777,932

TOTAL OPERATING EXPENSES **\$46,470,653** **\$47,144,641**

### Margins from Operations

Net Electric Operating Revenue	\$3,722,613	\$3,208,759
Less: Interest on Long Term Debt	\$2,223,772	\$2,154,391
Interest Expense Short Term	\$47,238	\$26,004
Other Expenses	\$93,010	\$6,320

TOTAL MARGINS FROM OPERATIONS **\$1,358,593** **\$1,022,044**

### Other Margins

Non-operating Margins Interest	\$178,793	\$85,978
Other Investments, Margins & Capital Credit	\$667,632	\$861,380
Tri-State Generation & Transmission	\$1,158,519	\$742,195

TOTAL OTHER MARGINS **\$2,004,944** **\$1,689,553**

# Balance Sheet 2019 | 2020

## Assets

Utility Plant		
Total Utility Plant	\$118,359,793	\$130,804,599
Depreciation	-\$39,851,626	-\$41,441,532
<b>TOTAL DEPRECIATED VALUE</b>	<b>\$78,508,167</b>	<b>\$89,363,067</b>
Current Assets		
Cash	\$5,594,595	\$2,249,707
Receivables	\$5,233,595	\$5,690,401
Materials	\$3,178,912	\$3,451,686
Prepayments	\$330,003	\$373,651
Other	\$0	\$0
<b>TOTAL CURRENT ASSETS</b>	<b>\$14,337,105</b>	<b>\$11,765,445</b>
Other Assets		
Deferred Debits	\$6,145,487	\$10,671,777
Investments	\$26,631,485	\$25,261,157
Deferred Revenue	\$2,000,000	\$3,750,000
<b>TOTAL OTHER ASSETS</b>	<b>\$34,776,972</b>	<b>\$39,682,934</b>



# 2019 | 2020

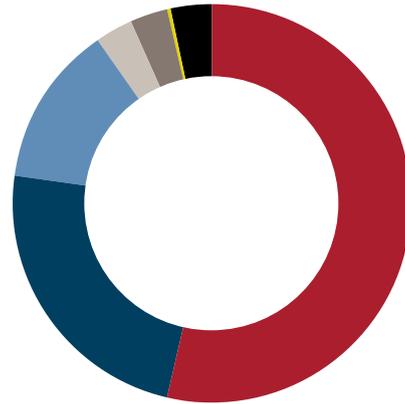
## Liabilities & Capital

Equity		
Patronage Capital	\$35,993,578	\$37,206,707
Memberships	\$0	\$0
Other Equities	\$3,049,511	\$3,317,879
<b>TOTAL DEPRECIATED VALUE</b>	<b>\$39,043,089</b>	<b>\$40,524,586</b>
<b>LONG-TERM DEBT</b>	<b>\$68,047,430</b>	<b>\$80,998,284</b>
Current Liabilities		
Accounts Payable	\$4,133,945	\$3,494,905
Notes Payable	\$4,000,000	\$0
Other Liabilities	\$3,635,702	\$3,357,050
Customer Deposits	\$87,741	\$67,472
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$11,857,388</b>	<b>\$6,919,427</b>
Other Liabilities		
Regulatory Liabilities	\$2,000,000	\$3,750,000
Deferred Credits	\$6,674,337	\$8,619,149
<b>TOTAL OTHER LIABILITIES</b>	<b>\$8,674,337</b>	<b>\$12,369,149</b>



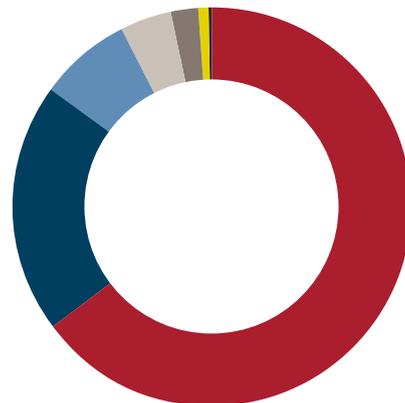
## Tracking High West Dollars

Where It  
Came From



Commercial	57.63%
Residential	25.06%
Irrigation	14.05%
US Air Force	3.37%
Other	3.24%
Lighting	0.13%
Deferred Rev	-3.48%

Where It  
Was Spent



Purchased Power	64.98%
Operations & Administration	20.10%
Depreciation	7.50%
Interest	4.33%
Net Margins	2.03%
Taxes	1.04%
Other	0.01%

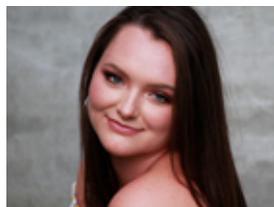
## Congratulations to the 16 outstanding students (and their parents) who earned High West Energy college scholarships for the 2021-22 school year.

Think back to your senior year of high school, and compare that to what the class of 2021 experienced. They had to learn from home for the last three months of their junior year, and then they spent their final year wearing masks to school each day, adapting to new technologies and, in some cases, continued to get their education at home. Our newest crop of scholarship winners persevered and excelled despite these challenges, and we are proud to help them take the next step in their education.

# 2021 Scholarship Winners



**Sydney Bell**  
Cheyenne, Wyo. (East)  
\$1,000



**Reagan Biesecker**  
Potter, Neb. (Sidney)  
\$1,000



**Layne Burnett**  
Carpenter, Wyo. (Burns)  
\$1,000



**Matthew Davis**  
Peetz, Colo. (Peetz)  
\$1,000



**Erin Ellis**  
Carpenter, Wyo. (Pawnee)  
\$1,000



**Virginia Herboldsheimer**  
Potter, Neb. (Potter-Dix)  
\$1,000



**Emily Keiter**  
Hillsdale, Wyo. (Burns)  
\$1,000



**Wade Pollock**  
Burns, Wyo. (Burns)  
\$1,000



**Kylie Schelhaas**  
Cheyenne, Wyo. (East)  
\$1,000



**Shelby Thurin**  
Pine Bluffs, Wyo. (Pine Bluffs)  
\$1,000



**Wyatt Vasko**  
Cheyenne, Wyo. (Pine Bluffs)  
\$1,000



**Alli Borgman**  
Pine Bluffs, Wyo. (Pine Bluffs)  
\$500



**McCoy Bush**  
Pine Bluffs, Wyo. (East)  
\$500



**Julia Colvin**  
Cheyenne, Wyo. (Virtual Acad.)  
\$500



**Lincoln Seibert**  
Burns, Wyo. (Burns)  
\$500



**Kaycee Thomas**  
Carpenter, Wyo. (Burns)  
\$500

# Our People



**Dave Crouse**  
Chief Information Officer &  
Manager of HWDS



**Jim East**  
Communications &  
Marketing Manager



**Lindsay Forepaugh**  
Chief Financial Officer



**David Golden**  
Design & Engineering  
Manager



**Ken Haas**  
Operations Manager



**Konnie Keehnen**  
Member Services Manager



**Carol Macy**  
Employee Relations Manager



**Marv Powell**  
Manager, High West Wiring  
& Warren AFB Operations



**Colt Alexander**  
Lineman



**Leif Anderson**  
Lineman



**Brandon Arnold**  
Lineman



**Nate Begger**  
Crew Foreman



**Sally Brelsford**  
Administrative Coordinator, High  
West Wiring & Digital Solutions



**Troy Burke**  
Apprentice Electrician



**Mike Candiracci**  
Information Systems  
Network Administrator



**Phillip Childers**  
Lineman



**Dalton Clark**  
Lineman



**Tim Cline**  
Warehouseman



**Jim Darden**  
Accounts Payable/Accountant



**Leanne DeBruyn**  
Payroll & Benefits  
Coordinator



**Cole Dubs**  
Apprentice Electrician



**Valerie Eastman**  
Inventory Supervisor



**JoAnne Edwards**  
Engineering & Operations  
Assistant



**Bryan Ferguson**  
Lineman



**Jeremy Fryda**  
Crew Foreman



**Brandon Fullmer**  
Lineman



**Tyler Gabel**  
Lineman



**Blayne Gilbert**  
Crew Foreman



**Kimberly Gotfrey**  
MSR & Patronage  
Coordinator



**Darla Haug**  
MSR, Cashier & Receptionist



**Cody Hawkins**  
Lineman



**Jacob Hemstrom**  
Lineman



**Tanner Hinton**  
Lineman



**Trevan Hinton**  
Lineman



**Chris Jackson**  
Information Systems  
Specialist



**Jessica Klaurens**  
Safety Coordinator



**Lucas Lang**  
Engineering Aide



**Timothy Lang**  
Staking Engineer



**Ian Lanning**  
Information Systems  
Support Specialist



**Cortney Lewis**  
Buildings & Maintenance  
Coordinator



**Leslie Lewis**  
Master Electrician



**William Longly**  
Lineman



**Timothy Lynch**  
Crew Foreman



**W Bert Macy**  
Supervisory Substation  
& SCADA Technician



**Rachel Manley**  
Work Order Accountant



**Joy Manning**  
Marketing Coordinator



**John Marsh**  
Operations Manager  
& Master Electrician



**Dean McCluskey**  
Crew Foreman



**Joni McCluskey**  
Controller



**Susan McGaugh**  
Executive Assistant



**Joshua Murkin**  
Electrician



**John Ott**  
Dispatcher



**Jordan Powell**  
Lineman



**Jesse Robbins**  
Lineman



**Kristi Rodekohr**  
MSR & Other Accounts  
Receivable Coordinator



**Michael Rotert**  
Lineman



**Chad Schaefer**  
Staking Engineer



**Craig Schuessler**  
Crew Foreman



**Robert Sonnie**  
Lineman



**Terry Steege**  
Senior Technology Engineer



**Kerry Steele**  
Project Coordinator/  
Accountant



**Bret Steger**  
Information Systems  
Technician/Developer



**Timothy Theobald**  
Staking Engineer



**Samuel Trujillo**  
Electrician



**Jeremy Tucker**  
Lineman



**Rachel VanDeMark**  
Mapping Specialist



**Derek Walls**  
Collections/Locator



**Bryan Warden**  
Lineman



**Mark Warden**  
Lineman



**Brandon Wheeler**  
Substation Technician



**Bart Wilshusen**  
Crew Foreman



**Donald Wood**  
Warehouseman



**Karl Zerck**  
Substation Technician



**Amy Zitek**  
MSR & Collections  
Coordinator



**Christopher Zitek**  
Meter/AMI Technician



**Garrett Zwiebel**  
Lineman

**HIGH WEST ENERGY**



## Our Services



Our goal, for more than 80 years, continues to be delivering safe, reliable and affordable electric service to the homes, farms, and businesses of our members. This is your cooperative; we work for you. In addition, we continue to study emerging trends and technology throughout the power industry to see how we can make this cooperative stronger in the future.

### SERVICES:

- High-efficiency water heaters
- Rebates on everyday purchases
- Surge-protection services
- Efficient home heating solutions
- Security lighting
- Professional energy audits



**HIGH WEST**  
DIGITAL SOLUTIONS

A High West Energy Company



Today's technological breakthrough could be tomorrow's faded memory. In an exciting, fast-changing world, you can trust the local experts at High West Digital Solutions to help you identify the right computer, the right software, and the right network for your home, farm, or business.

### SERVICES:

- Computer sales
- Computer troubleshooting & repair
- Software troubleshooting
- Network design
- Network troubleshooting
- Security camera installation
- Computer system administration
- Cloud storage
- Custom database development
- Cybersecurity consulting



Looking for a good, reliable company when you need an electrician? Work with the same trained professionals High West Energy relies on when we need electrician services. The friendly, local electricians at High West Wiring can offer you a free estimate on any project, big or small.

#### **SERVICES:**

- 24/7 Electrician services
- Certified generator installations
- Electric panel maintenance
- Circuit breaker replacements
- Water heater installations
- Electric Vehicle Chargers (*Public & Residential*)
- Generlink ports for portable generators

Save money and time with the peace of mind provided by Mobile Gadget Gurus. Our experts can quickly repair the damaged touchscreen on your phone or tablet, often in less than 24 hours. We can replace your failing phone battery, and we also offer individual and family insurance plans on your devices to save money the next time you need help.

#### **SERVICES:**

- Money-saving insurance plans for phones and tablets
- Replace cracked touchscreens on Apple and Samsung phones
- Replace cracked touchscreens on iPad tablets
- Replace batteries in mobile devices
- Computer repairs



# 2021 Annual Meeting

Thursday, June 17, 2021

Find more information about the meeting  
in Sparks, on our website and  
on social media.



[highwestenergy.coop](http://highwestenergy.coop) | [highwestwiring.com](http://highwestwiring.com) | [hwds.com](http://hwds.com)