

# ENERGYLINES



## COMMUNITY CONNECTION

Grant helps school finance new equipment helping students focus on learning. | **PAGE 5**



## POWER PARTNERSHIPS

Electric utilities across Indiana have formed a new economic development partnership. Find out how this is helping improve co-op communities. | **PAGE 3**





GettyImages.com/Serenethos

## Utility impacts stemming from transactive energy

Understanding transactive energy and its potential impact on utilities and customers is the topic on the latest episode of the Beyond the Electron podcast series from UtilityDive.com.

Dan Bradley, Navigant Managing Director, defines transactive energy as a power system where economic or market-based platforms are used to make decisions involving the generation, distribution and consumption of power.

This two-way grid management system is what provides owners of rooftop solar or electric vehicles with the ability to trade electricity and other energy services. The interconnected assets used in this system utilize blockchain technology to create a network with device-level trust – meaning connected equipment is difficult to duplicate or forge.

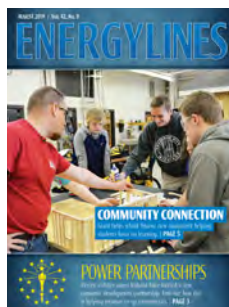
These types of systems and how they can work with the bulk power systems in place today are being tested.

## PG&E blackout plan provides opportunity for rivals

As PG&E plans preemptive blackouts to reduce wildfire risk, alternative energy companies are stepping in to help residents keep their lights on according to a report in the Wall Street Journal (WSJ). The utility says it will turn off power for as long as five days for up to 5.4 million customers. The WSJ report states that this strategy is encouraging home-based battery companies, like Tesla, to increase business in the state while appealing to regulators to increase incentives.

## ON THE COVER

Hoosier Energy and Co-Bank provided a \$10,000 grant to the North Lawrence Career Center to finance new equipment.



## INDUSTRY NEWS

### Nuclear industry transitions to small, advanced reactors

The nuclear industry is in transition and part of the change has to do with reactor size. According to a report at Utility Dive, small, advanced reactors provide reduced capital costs – leading to price competitiveness with gas and renewable resources. Small modular reactors range in size up to 300 megawatts. For more information about small modular reactors, read the full report at UtilityDive.com.

## INDUSTRY NEWS

### U.S. demand for coal continues steady decline

Coal production and consumption continue a steady decline as electric utilities' demand declines according to a report at the Energy Information Administration (EIA). The EIA shows that coal consumption reached a 39-year low of 687 short metric tons in 2018. This number is predicted to fall to 602 short metric tons in 2019.

## ELECTRIC VEHICLE NEWS

### Manufacturers partner on electric, self-driving vehicles

Auto manufactures continue to increase partnerships to develop electric and autonomous vehicles. The latest partnership involves Germany's Volkswagen and the Ford Motor Company. Volkswagen will invest \$2.6 billion in Ford-backed self-driving vehicle startup Argo AI according to a UtilityDive.com report.

The report indicates that, General Motors and Honda have partnered to build a self-driving vehicle while Toyota has partnered with SoftBank – a large tech company based in Japan.



## FIND US ONLINE

To subscribe or to read back issues, visit [HoosierEnergy.com/news/energylines](http://HoosierEnergy.com/news/energylines)

## Eight ways Hoosier Energy works to succeed

These are the strategic priorities that the Hoosier Energy workforce strives to achieve every day.

EMERGING TECHNOLOGIES

MEMBER FOCUS

RISK MANAGEMENT

GOVERNANCE

COMPETITIVE RATES

COST MANAGEMENT AND PERFORMANCE

SUPPLY PORTFOLIO

OPERATIONAL EXCELLENCE

## ECONOMIC DEVELOPMENT



## ONLINEEXTRA

>> The refreshed Economic Development website includes tools that simplify business aspects for our members including: tax abatement, labor force and workers compensation estimators. (HoosierSites.com)

# Building co-op communities

## How economic development efforts help sustain rural quality of life

For electric utilities, economic development efforts center around jobs, investment and load growth. As these areas increase, co-op communities can be positively impacted. During the first half of 2019, the Economic Development team at Hoosier Energy helped bring 445 jobs, \$205 million in investments and 8.5MW of load to members.

“While we work to increase jobs, investments and load, we also work to create community development opportunities to help sustain the load that co-ops provide,” said Economic Development Coordinator Christy Langley.

In conjunction with community growth, work is being done to attract new businesses or facility expansions in member territories. This is accomplished by targeting site selection consultants, corporate executives and local economic development organizations. The hub that connects each of these groups spread across the nation is HoosierSites.com.

The site was recently refreshed and its content provides these groups the information they are searching for in a

single location.

“This site helps paint the picture of what our service territory looks like. We are able to show who our largest employers are, what type of transportation corridors they use and what the workforce looks like,” said Langley.

The value of this data is that it is current and layered. Workforce data on the site shows education levels attained, top occupations and household income in member territory.

Website analytics are helping too. This data helps bridge gaps to pinpoint new business opportunities. Economic Development Coordinator Jeremy Sowders uses this data to drive outreach work. He is able to identify projects that are of interest to site consultants based on their viewing patterns. This window of insight is helping the entire team build lasting partnerships.

“I enjoy working with site consultants to connect the value of doing business in Indiana and our website plays a big part in this. It is where we can show quality of place as we grow communities to attract new businesses,” said Sowders. [\[1\]](#)

MEMBER FOCUS





# Power partnerships

New group is building relationships that last

*Co-ops shown as strong partners for business expansion, growth*



## Electric utilities across Indiana have formed a new economic development partnership to attract jobs and capital investment to co-op communities called the Indiana Power Partners (IPP).

This group formed when the Indiana Economic Development Corporation (IEDC), the state's lead economic development organization, ended a popular outreach program after a decade-long run. As the new program was being built, participants decided to add a unique twist.

Through the IPP's direction, local, regional, and state economic development organizations join utility partners to visit markets where corporate real estate brokers and site location advisors are based. This group is unique but the twist is in their interaction. Through the IPP, Indiana delegations host half-day sessions that connect real estate decision makers with Indiana economic development partners. These in-person interactions are where relationships are being forged.

Session topics include free flowing roundtable discussions and even cooking competitions. Most recently in Atlanta, corporate real estate brokers, economic developers and utility partners were divided into five teams that competed to create the best bruschetta. In a twist, each team was given a mystery ingredient that had to be incorporated in their recipe. Judging was based on presentation, team work, and overall taste. While a fun exercise for all, it also required team members to identify each others' strengths and to work together, but most of all, it lead to a lot of laughter, good food and memories.

"The difference in our approach is that we work toward building relationships that matter. This human element gives us a distinct competitive advantage," said Hoosier Energy's Economic Development Coordinator Jeremy Sowders.

**"We believe our members have a great story to tell and our goal is to share that story and bring businesses to our members."**

### **HAROLD GUTZWILLER**

Manager of Economic Development and Key Accounts


Hoosier Energy continues to build partnerships with corporate real estate brokers and site location advisors because of the role they play in helping businesses decide where to build new facilities or expand existing ones. As businesses grow, they often hire site location advisors to find land or buildings available.

Oftentimes there is little difference between multiple communities being considered on the shortlist for a business expansion project. This is where the human element comes into play. If a corporate real estate broker or site location advisor has a personal relationship with a local economic development official or utility partner it can give them an advantage over the competition. Hoosier Energy has been on the receiving end of many calls like this over the past few years as a direct result of forging relationships with the consultant and broker communities.

Throughout the year, IPP is hosting sessions in Indianapolis, Dallas, New York City, Chicago and Atlanta. Each session provides interaction with up to 30 brokers and consultants. Meeting in-person with these key groups provides opportunities for Hoosier Energy to promote all 18 member systems as well as the overall advantages of the cooperative model.

"This is a long-term approach. It's about building a long-term relationships to have a pipeline of industrial projects to bring to our member co-ops," said Sowders.

Electric cooperatives have more flexibility to offer incentives and to complete projects faster than investor-owned utilities do. Co-ops make this happen by working directly with their board of directors rather than being required to work through the Indiana Utility Regulatory Council for approval.

"We believe our members have a great story to tell and our goal is to share that story and bring businesses to our members," said Hoosier Energy Manager of Economic Development and Key Accounts Harold Gutzwiller. 

# Grant provides new tools to improve training, safety

North Lawrence Career Center receives \$10,000 for new equipment



HE photo

**MEASURE TWICE:** Gavin Scherschel, right, a student at the North Lawrence Career Center works with another student on a project in the Construction Trades class. The career center received new tools from grant funds.

*Bedford, Ind.*

Gavin Scherschel walks a small piece of wood over to a tabletop circular saw and carefully trims it to the perfect length. He is on a team building a model home in the construction trades program at the North Lawrence Career Center.

A year ago, the process of trimming a piece of wood was not so simple. Drills and saws in the classroom were aging and the career center did not

have the resources to purchase new equipment.

Fortunately, things have changed.

Hoosier Energy presented \$5,000 to the Lawrence County Economic Growth Council to help fund enhancements at the North Lawrence Career Center located in Bedford, Ind. CoBank, a national cooperative bank, matched Hoosier Energy's investment with an additional \$5,000 through its Sharing Success Matching Grant program.

Combined, the \$10,000 put the career center on track to finance new equipment.

"This grant has been instrumental in helping us purchase equipment that is helping advance our students through hands-on experiences," said North Lawrence Career Center Director Paul Sanders.

Students see the impact new equipment can make.

"Without the new tools, we wouldn't be able to build what we have this semester. The best thing is that we can work more efficiently," said Scherschel.

The equipment is also helping students work safely. Instructor Matt Olson sees the safety improvements first-hand.

"The new cordless tools we have purchased through the grant help me train students how to be safe with simple hand tools before we move on to advanced tools," said Olson.

From the classroom instruction to the community benefit, this grant helps show Hoosier Energy's commitment to local communities.

"We want to see these programs continue to grow and prosper, thus helping the community become stronger," said Harold Gutzwiller, manager of economic development and key accounts at Hoosier Energy. [EL](#)

## ONLINEEXTRA



>> Visit Hoosier Energy's YouTube channel to view a video highlighting how the grant funds have been put to use.

<https://YouTube.com/MyHoosierEnergy>

# MEMBER-FOCUSED

## ANNUAL MEETINGS PART OF THE COOPERATIVE DIFFERENCE FOR ELECTRIC CONSUMERS

### Orange County REMC's annual meeting focuses on how the co-op connects with the community

Orange County REMC hosted its 82nd annual meeting on June 7 with 363 registered members present and overall attendance of nearly 1,100 at Paoli Junior/Senior High School.

The evening began with a dinner catered by Schnitzelbank restaurant. A variety of exhibit booths were on display.

Orange County REMC General Manager/CEO Matt Deaton spoke about "Connecting our Community" with an emphasis on connecting members to a high-speed fiber optic network. An overview of construction progress was made including the announcement of the second phase of the project – providing opportunity for 3,000 additional members.

Deaton assured members that the primary mission of the co-op remains unchanged: to provide safe, reliable, affordable electricity.



#### ELECTION OF OFFICERS

**District 2** - Randy Roberts  
**District 4** - Rodney Hager  
**District 7** - George Key

#### EVENT DETAILS

Five employees received service awards for their dedication and hard work. Combined, their service at the co-op totals 110 years.

### RushShelby Energy's annual meeting provides a fun time for members to engage with cooperative

RushShelby Energy held its annual meeting July 10, 2019 at its facility in Manilla, Indiana. The event was well attended despite temperatures above 90 degrees, with 724 members present.

RushShelby Energy provided entertainment by New Country Grass, a regional bluegrass band, food, and demonstrations for attendees. Children enjoyed a penguin show, bucket truck rides, basketball pop-a-shot, an inflatable climbing wall, ice cream and other treats.



#### ELECTION OF OFFICERS

**District 2** - Mark Nigh  
**District 5** - Fred Smith  
**District 8** - Dean Bacon



#### EVENT DETAILS

Members enjoyed numerous activities including bucket truck rides and a live line demonstration.



# MEMBER-FOCUSED

## ANNUAL MEETINGS PART OF THE COOPERATIVE DIFFERENCE FOR ELECTRIC CONSUMERS

### JCREMC Annual Meeting boasts strong turnout with 700 registered consumer-members

JCREMC held its 2019 annual meeting April 13 at Franklin Community High School. More than 700 consumer-members registered.

During the business meeting, Chief Executive Officer John Sturm noted that the cooperative offers time-of-use rates and pre-paid billing. He also mentioned that consumer-members can participate in the co-op's My Solar community solar program.

Sturm pointed out that JCREMC had a near-perfect reliability record of 99.99 percent in 2018, up from 99.98 percent the previous year.

Sturm also explained that JCREMC's JCFiber subsidiary is bringing broadband fiber internet service to rural communities. This service saw 2018 revenue exceed \$1 million. The cooperative plans to grow its fiber service for consumer-members.



#### ELECTION OF OFFICERS

**District 5** - Lee Ann Wilbur

**District 6** - Stephen Watson



#### EVENT DETAILS

Members enjoyed breakfast and entertainment by the Cool City Band. They received H2go insulated water bottles, cash prizes and energy-efficient lighting kits.

### Decatur County REMC meeting connects to 'Powering Our Future' for member-consumers

Decatur County REMC's annual meeting took place at the Decatur County 4-H fairgrounds. The theme for the meeting was "Powering Our Future." Member-consumers were informed about the co-op's rights-of-way program. In 2018, \$3 million was spent to clear vegetation from power lines, helping improve reliability.

Members also learned about the Smart Hub app and how it can help them manage their account including daily/hourly use and the ability to make payments.

Members learned about the strategic priorities the co-op has in place based on a strategic planning session including: operational excellence, employee excellence, member engagement, strategic communications and board accountability.



#### ELECTION OF OFFICERS

**District 1** - Suzanne Parmer

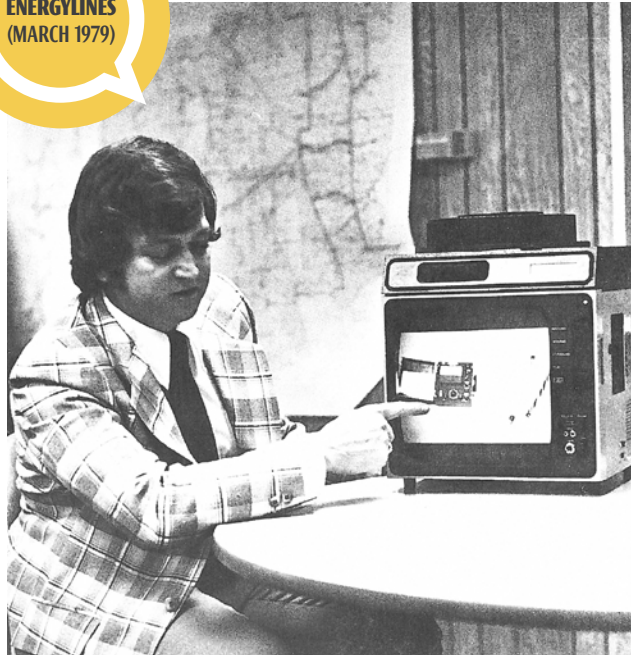
**District 2** - Carl Riedemen

#### EVENT DETAILS

The annual meeting had activities for the family including a bounce-house, and ice cream.



ONLY IN  
ENERGYLINES  
(MARCH 1979)



## Cooperative focused on training

*Historic  
moment.*

In 1979, training for Hoosier Energy employees focused on four areas with the majority of training conducted out-of-house. Today, a significant amount of workforce training takes place through the Hoosier Energy Apprentice Training and Safety program and online through the Hoosier Energy Cooperative Academy.

In the photo, training Instructor Joe Robb demonstrates how to use a slide projector and cassette tapes to train the workforce in 1979. [E](#)



HE photo

**A FAIR DAY:** Clark County REMC connected with its members during the 4-H County Fair. The event provides a fun way to engage with members.

## Cooperative connects with its members during 4-H fair

*Co-op  
value.*

Summer fun often includes cookouts, pool parties and county fairs!

Clark County REMC recently participated in the Clark County 4-H Fair from July 15-19 as part of its commitment to community.

The fair is a great opportunity for member-consumers to interact with both co-op and community members. In each of its three years of participation, Clark County REMC has received positive community feedback.

A crowd pleaser is free bucket truck rides for those under 18 years old.

When you combine the sights, sounds, and smells of a county fair

with a one-of-a-kind view from over 50 feet in the air, it's truly a memorable experience.

Families might also try on linemen gear such as rubber gloves used to work on energized lines – learning what challenges linemen face as they work safely.

“Being part of a community event like this is simply the right thing to do when you’re a co-op,” said David Vince, General Manager/CEO.

“The 4-H fair lets us engage those whom we serve in a fun way. Once you’ve seen the smile on a child’s face who has just taken their first bucket truck ride, you can’t help but want to give everyone the same experience,” said Vince. [EL](#)

## Social session

Clark County REMC’s participation in the 4-H county fair was promoted well on Facebook. Whitewater Valley REMC took to Facebook to share photos from its cooperative youth day. Families were able to make moon rocks and children could take bucket truck rides.







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HE photo

**TOUR FOR THE TECH-SAVVY:** Jim Wilson says that the tour of the Merom Generating Station was one of the best he has taken while a member of the Sciencetech Club of Indianapolis.

# LIFELONG LEARNERS

Science club brings tough questions for knowledgeable employees

**MEROM, Ind.**

A great way to keep your mind active in retirement is to keep learning. That is exactly what the Sciencetech

Club of Indianapolis does for its members of retired educators and practitioners in the fields of science and technology. The club provides a forum for weekly presentations and discussions for the enlightenment of its nearly 100 members.


The Merom Generating Station welcomed 52 club members on June 24, for a facility tour. The curious seniors were eager to learn about the facility and its operations. Following a video presentation about the station, the group headed into a lengthy question and answer session. As most of the audience was filled with curious science and technology gurus, the questions kept coming.

“I’ve never had a group so full of excitement to learn about the plant,” said Ryan Henderson, Production Manager and tour guide.

Four tour groups visited the turbine deck and control room and also viewed environmental equipment in place – each group asking insightful questions as they went along.

“Each time we stopped, the group would ask intriguing questions,” said Bob Forbus, Boiler House Operations Area Coordinator.

The tour went longer than expected, but club members were very pleased with the experience.

“This was one of the best tours we have been on,” said Jim Wilson. “We have been looking forward to this and cannot thank you enough for being so accommodating.” 



# Sheep bring added benefit to solar site

South of Columbus, Ind. along Interstate 65, lies a solar array the size of nine football fields. This one-megawatt site also needs lawn care. That is why up to 30 sheep are on site to help keep things under control.

“Having the sheep on site allows us

to keep the land in use for agricultural production while generating energy,” said Renewable Energy Project Developer Josh Cisney.

The sheep have a co-op connection too. They are owned by the son of Bartholomew County REMC Director Curt Burbrink.

## **ONLINE**EXTRA

>> Visit Hoosier Energy's YouTube channel to view a video about the sheep and their foreman “Sis.”

<https://YouTube.com/MyHoosierEnergy>