



Join us for our Annual Meeting

It's annual meeting time and we're looking forward to seeing our members. A&N Electric Cooperative's Annual Meeting is a special time for co-op members to gather, share experiences, hear from co-op leadership and vote to elect your board members.

We will be celebrating 79 years of commitment to our members and want to show you how we're working to enhance life on the Eastern Shore through our member-driven services.

We encourage you to attend and exercise some of the many rights you have as a member of an electric cooperative.

Come join us Aug. 22 at Nandua High School. Those members electing to vote in person should attend the annual business meeting and arrive prior to 7 p.m. A&N Electric Cooperative staff will be available beginning at 5:30 p.m. to welcome members and to start the process of voter registration. Voter registration ends promptly at 6:55 p.m.

Members electing to vote by mail-in proxy will be entered into a chance to win one of four \$100 credits to count towards an upcoming electric bill. Members who would like to vote by mail-in proxy are encouraged to fill out the form accompanying their July electric bill and return it to A&N Electric Cooperative by no later than Aug. 19, 2019.

A&N Electric Cooperative Board of Directors



Addison W. Nottingham, Jr.
Chairman



Christopher D. Bott
Vice Chairman



Robert L. Nock
Secretary-Treasurer



James N. Belote III



R. Wayne Browning



Ralph W. Dodd



E. Garrison Drummond



Penney P. Holland



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Henry P. Custis, Jr.
Attorney

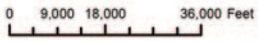
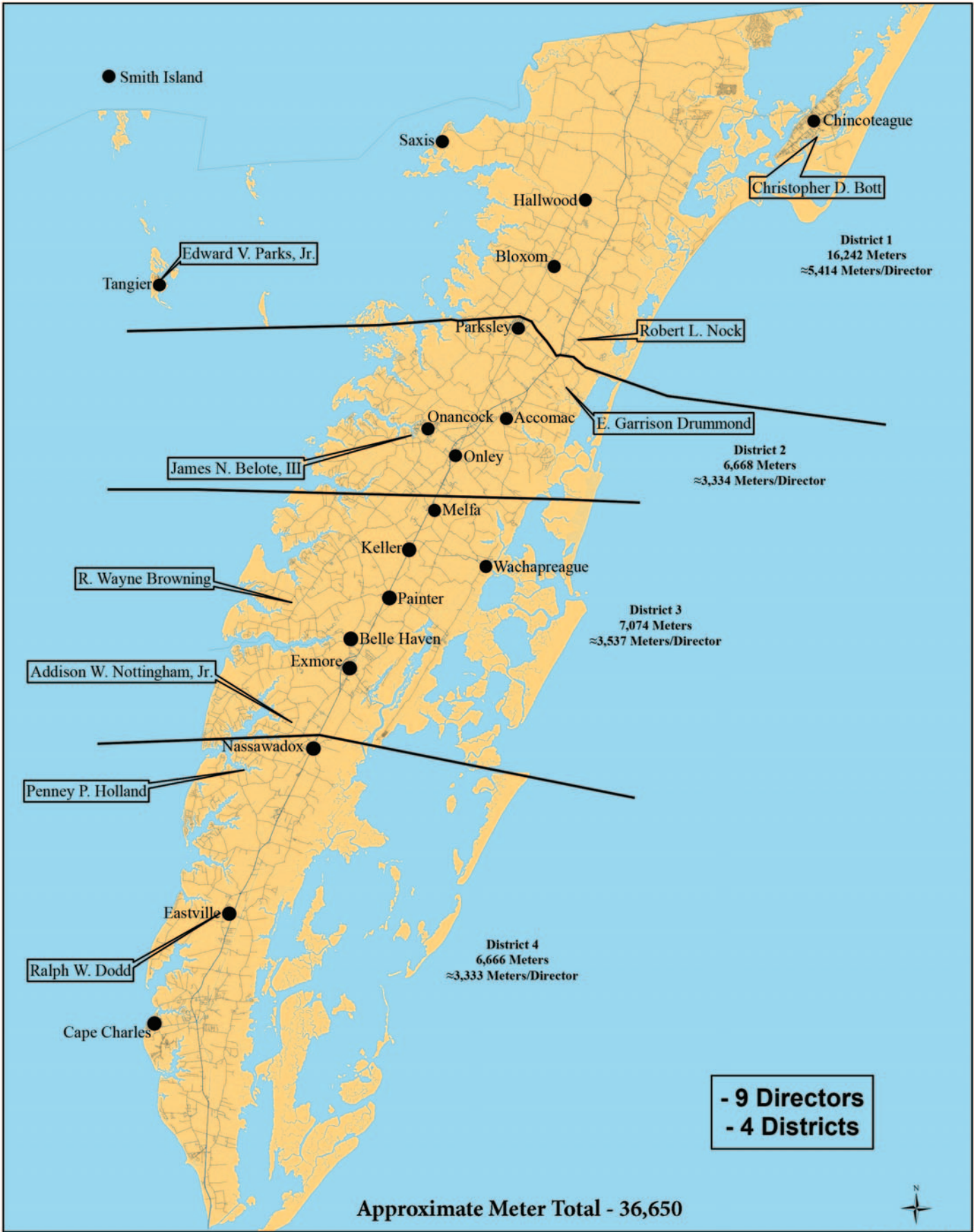
Official Notice of Annual Membership Meeting of A&N Electric Cooperative

The Annual Membership Meeting of A&N Electric Cooperative will be held at Nandua High School on U.S. Route 13 just south of Onley, Virginia, on Thursday, Aug. 22, 2019, at 7 p.m., to take action on the following matters:

- (a) Reports of Officers, Directors, and Committees.
- (b) The election of two (2) Directors of the Cooperative.
- (c) All other business that may properly come before this meeting or any adjournments thereof.



Robert L. Nock, Secretary
July 25, 2019



ANEC Board Districts

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TREASURER'S REPORT AS OF DECEMBER 31, 2018

STATEMENTS OF OPERATIONS

| | Year Ended December 31, | | Increase |
|--|-------------------------|-------------------|------------------|
| | 2018 | 2017 | (Decrease) |
| Operating revenues | 79,267,234 | 69,991,585 | 9,275,649 |
| Operating expenses | | | |
| Cost of power | 53,020,748 | 46,428,355 | 6,592,393 |
| Transmission | 23,100 | 18,746 | 4,354 |
| Distribution - operation | 2,484,312 | 2,180,899 | 303,413 |
| Distribution - maintenance | 4,728,320 | 4,678,530 | 49,790 |
| Consumer accounts | 2,818,680 | 2,238,912 | 579,768 |
| Customer service & information | 51,784 | 54,152 | (2,368) |
| Administrative & general | 3,563,341 | 3,146,349 | 416,992 |
| Depreciation & amortization | 5,696,046 | 5,552,452 | 143,594 |
| Interest on long-term debt | 4,033,880 | 4,040,131 | (6,251) |
| Interest - other | 24,706 | 11,105 | 13,601 |
| Other deductions | 258,739 | 281,075 | (22,336) |
| TOTAL EXPENSES | 76,703,656 | 68,630,706 | 8,072,950 |
| Operating margins before patronage allocations | 2,563,578 | 1,360,879 | 1,202,699 |
| Patronage allocations | | | |
| Generation & transmission | 821,342 | 1,630,439 | (809,097) |
| Other | 132,638 | 117,617 | 15,021 |
| | 953,980 | 1,748,056 | (794,076) |
| NET OPERATING MARGINS | 3,517,558 | 3,108,935 | 408,623 |
| Nonoperating income (expense) | | | |
| Interest income | 1,573,787 | 1,400,214 | 173,573 |
| Other, net | 156,395 | 0 | 156,395 |
| NET MARGINS | 5,247,740 | 4,509,149 | 738,591 |



Robert L. Nock
Secretary-Treasurer

BALANCE SHEETS

| | December 31, 2018 | December 31, 2017 | Increase (Decrease) |
|--|----------------------|----------------------|------------------------|
| ASSETS | | | |
| Electric plant | | | |
| Electric plant in service | 194,261,427 | 189,082,793 | 5,178,634 |
| Less accumulated provision for depreciation & amortization | 67,450,921 | 65,317,958 | 2,132,963 |
| | 126,810,506 | 123,764,835 | 3,045,671 |
| Investments | | | |
| Investments in associated organizations | 20,569,966 | 19,674,833 | 895,133 |
| Special funds | 2,578,191 | 2,340,644 | 237,547 |
| Investments in Economic Development Project | 25,000 | 50,000 | (25,000) |
| | 23,173,157 | 22,065,477 | 1,107,680 |
| Current assets | | | |
| Cash - general | 5,973,804 | 10,334,133 | (4,360,329) |
| Accounts receivable | 6,226,904 | 6,646,641 | (419,737) |
| Materials & supplies | 2,393,576 | 1,204,589 | 1,188,987 |
| Other current assets | 7,154,671 | 6,933,285 | 221,386 |
| | 21,748,955 | 25,118,648 | (3,369,693) |
| Deferred charges | 1,337,547 | 1,374,111 | (36,564) |
| | 173,070,165 | 172,323,071 | 747,094 |
| LIABILITIES | | | |
| Equities | | | |
| Memberships | 137,750 | 137,500 | 250 |
| Patronage capital | 55,465,022 | 54,188,461 | 1,276,561 |
| Other equities | 12,852,737 | 10,887,155 | 1,965,582 |
| | 68,455,509 | 65,213,116 | 3,242,393 |
| Noncurrent liabilities | | | |
| Long-term debt | 89,396,603 | 92,525,168 | (3,128,565) |
| Other | 2,815,620 | 2,694,620 | 121,000 |
| | 92,212,223 | 95,219,788 | (3,007,565) |
| Current liabilities | | | |
| Current maturities of long-term debt | 3,700,379 | 3,626,000 | 74,379 |
| Accounts payable | 5,754,076 | 5,460,910 | 293,166 |
| Consumer deposits | 2,314,244 | 2,257,035 | 57,209 |
| Other current & accrued liabilities | 611,402 | 463,088 | 148,314 |
| | 12,380,101 | 11,807,033 | 573,068 |
| Deferred credits | 22,332 | 83,134 | (60,802) |
| | 173,070,165 | 172,323,071 | 747,094 |

Respectfully submitted,
Robert L. Nock,
Secretary-Treasurer

Cooperative Hosts U.S. Rep. Elaine Luria

A&N Electric Cooperative and Old Dominion Electric Cooperative hosted U.S. Rep. Elaine Luria during her Shore-wide tour in May.

A&N Electric Cooperative board members, CEO Butch Williamson and staff spoke with Luria about the distribution system that serves homes, farms and businesses across a unique region that includes isolated communities along the Chesapeake Bay in Virginia and Maryland.

Old Dominion Electric Cooperative CEO Marcus Harris discussed issues from



JAY DIEM PHOTO

the generation and transmission perspective, and challenges to providing electric generation for co-ops in rural, suburban and urban communities on both sides of the Chesapeake Bay.

U.S. Rep. Elaine Luria speaks with ODEC CEO Marcus Harris, A&N Electric Cooperative CEO Butch Williamson and members of the cooperative's Board of Directors during a visit to the cooperative recently.

Advanced Metering Infrastructure Update

A&N Electric Cooperative has begun full deployment of its Advanced Metering Infrastructure (AMI) system upgrade.

The cooperative began installing the AMI system's network in July and will begin meter deployment this month. Meter exchanges will begin in southern Northampton County and will proceed northward. Members should expect to receive an automated phone call from the cooperative the week of their meter exchange.

The upgraded meter system will enable the cooperative to perform several functions, such as reading meters and assisting with outage restoration, and will support additional value-added services for our members.

For more information, log onto anec.com.

MESSAGES FROM YOUR CO-OP

- ▶ Visit us at [facebook.com/ANElectricCoop](https://www.facebook.com/ANElectricCoop) and "like" us.
- ▶ Visit anec.com to sign up to receive Beat the Peak emails or text-message alerts.
- ▶ The **Touchstone Energy® Co-op Connections® Card is FREE to all ANEC members.** The card offers discounts at participating local and nationwide businesses, including prescription drug discounts.



3-Step HVAC Test

As summer temperatures rise, so do electric bills. Follow these steps to test the efficiency of your HVAC unit.

The outdoor temperature should be above 80 degrees, and you should set your thermostat well below the room temperature to ensure the system runs long enough for this test.

1. Using a digital probe thermometer (about \$12), measure the temperature of the air being pulled into your HVAC filter.
2. Measure the temperature of the air blowing out of your A/C vent.
3. Subtract the A/C vent temperature from the HVAC filter temperature. You should see a difference of about 17 to 20 degrees. If the difference is less than 17 degrees, you may need a licensed technician to check the coolant. If the difference is greater than 20 degrees, your ductwork may need to be inspected for airflow restrictions.



A&N ELECTRIC COOPERATIVE

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Butch Williamson

Local Pages Editor
Jay Diem

A&N Electric Cooperative is an equal opportunity provider and employer.



Meet Robie Marsh, Executive Director of Eastern Shore Chamber of Commerce

by Laura Emery, Field Editor

Robie Marsh's career has truly come full circle. As he reflects on his life's path, he can clearly see how he was being prepared to serve in his current role as executive director of the Eastern Shore Chamber of Commerce (ESCC).

ESCC was established in 1953 to serve, promote and connect the businesses and communities of the Eastern Shore of Virginia. "We advocate for our businesses and members here on the Eastern Shore," 40-year-old Marsh says. "We also market and provide opportunities for our members to meet, network and connect."

It doesn't take long to realize that Marsh has a passion for the Eastern Shore and its businesses.

But as a 22-year-old Hampden-Sydney graduate, Marsh was still determining his career path when he accepted the position of marketing and membership director at ESCC in 2001. "That first job with the ESCC helped pave the way to being in what I now consider my dream job," he says.

It's the interactions with business leaders and businesses that he enjoys the most. "My passion is definitely the Eastern Shore of Virginia and seeing the businesses here succeed," he explains.

Marsh grew up in Melfa and his family roots date from the 1600s on the Eastern Shore of Virginia. His grandfather was a charter boat captain, so Marsh spent seven years helping aboard his charter boat, the

Ro-Jo. "I grew up in the tourist business, I guess you could say. Growing up on the Eastern Shore, I understood what was here to promote, which is why I really enjoyed the work I was doing for the Chamber," he says.

After four years working with the Chamber, his wife's career path led her off the Eastern Shore and Marsh followed. He entered into the banking industry, managing both Suntrust and BB&T branches, and then worked as a financial adviser for Merrill Lynch.

But Marsh always knew he'd ultimately return to the Eastern Shore, which he did in 2012. "It's the place I call home," he says, smiling. His wife, Nicole, is a pediatrician with the Onley Community Health Center. They have two children: a 6-year-old daughter and a 3-year-old son. The Eastern Shore is the perfect place to raise his family. "I love the slower pace of life on the Eastern Shore. I enjoy the salt water, hunting, fishing, boating, the beach. I like the quality of life here," he explains.

There are over 4,000 businesses on the Eastern Shore, according to Marsh, with 430 of them as current ESCC members, including A&N Electric Cooperative (ANEC). Any business located on the Shore and/or doing business on the Shore can apply to be a member of the Chamber. They simply need to fill out an application and submit it for approval from the ESCC's board of directors. ANEC CEO Butch Williamson is a member of the ESCC's board of directors.

"ANEC is one of our charter members and I have nothing but positive things to say about ANEC and their service to our community as a whole. They're very supportive of the community in general, and the company provides great careers for our local citizens. It's a company that — and I can even remember my parents saying this when I was growing up — has always been a top-rated employer to work for," Marsh says.

"Here on the Eastern Shore, there is a merging of agriculture and aquaculture, as well as the seafood industry, with commerce and tourism to complement the quality of life we have here. We, as locals, are able to benefit from more restaurants and more attractions — all while preserving our natural state — and those businesses are able to thrive all year-round because of the tourism we have here on the Eastern Shore," Marsh points out.

Since Marsh came on board in his current role, the ESCC has streamlined and added to the benefits that Chamber members receive by dividing them into three main categories: marketing, networking opportunities and advocacy. "We've focused on adding more value through those three categories. We've also ramped up social media and promoting our members on Facebook and Instagram. One of our other big accomplishments was the creation of a Search ESVA search engine on our website, where we asked each of our members to provide us with 30 key words that their customers would

use to search for them on a national search engine. We wanted to create a way for local residents to easily search for local businesses,” he says.

This is truly Marsh’s dream job. “The good Lord always has a path for you, and every step of the way has developed, trained and molded me for this position I am in now as executive director of the Chamber,” he says. While working in the banking world, he got to understand a business’ needs on a financial front. Through managing branches for both SunTrust and BB&T, he gained management experience. “It all makes sense now,” he says, laughing.

At all points in his career, Marsh never strayed too far from Chamber work. “I stayed involved in Chambers of Commerce no matter where I lived. Even after my wife and I got married and I moved off the Shore, I continued doing volunteer work for the local Chamber in Lexington on their membership committee. In Baltimore, I was involved in the two Chambers out there,” he says. “I’ve been blessed to be involved and learn and see how other Chambers work and see the challenges they face, etc. It all prepared me for the work I do now.”

In more ways than one, his position has come full circle. Marsh explains, “When I got my first job with the Chamber, I wore two hats.” In 2001, the staff of the Chamber was also the staff of the Eastern Shore of Virginia Tourism Commission (ESVTC). It remained that way until 2007 when the ESVTC separated from the Chamber and hired its own staff and executive director.

As of Jan. 1, the Accomack and Northampton County boards of supervisors reconstituted the ESVTC and its makeup to reestablish the bi-county joint resolution on tourism for the Shore.

“The change takes advantage of the existing synergies between the two organizations,” he explains. As a result, Marsh is now the executive director of the Chamber as well as the executive director of the ESVTC.

Everything happens for a reason, and this has certainly held true for Marsh. “I’m where I feel like I’m supposed to be and doing what I really enjoy doing.”



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Energy Efficiency Tip of the Month

Routinely replace or clean your air conditioner’s filter. Replacing a dirty, clogged filter can reduce your air conditioner’s energy consumption by 5 to 15 percent.

Source: energy.gov

