



2022 Fiscal Year

Annual Report

From the President: We Are Not Resting on Our Laurels

The energy industry is on the verge of significant change. The growing interest in electric vehicles. Expanded use of smart household appliances. The push toward a renewable energy tomorrow. The success of all these developments hinges on reliable, affordable electric service.

Fueling this rapid transition are billions in federal money through the Inflation Reduction Act of 2022, the most significant clean energy investment ever made.

Electric cooperatives are vital to the transformative energy and broadband service in rural America envisioned by the Biden administration. But it will take more than a mean green printing machine to battle our current climate crisis. It requires systemic policy changes.

We urge Congress to reform the processes to make permitting and siting of new electric generation and transmission projects more

efficient and timely. We need local, state, and tribal governments to do the same.

We are fortunate and thankful to lawmakers this past session for legislation giving officials the authority to waive easement fees for new infrastructure on state land that can provide broadband internet to unserved and underserved locations throughout New Mexico.

We need lawmakers to consider the same or similar approaches for new electric infrastructure; otherwise, not-for-profit cooperatives like Continental Divide have no choice but to pass on such costs

to you and me as ratepayers, which makes our essential service less affordable.

When the costs and cumbersome permitting become unbearable, they discourage new projects, and the safety and reliability of our existing electric grids and telecommunication networks suffer.

In general, our governing board

continues to take a forward-looking and optimistic approach to be better stewards of the environment and enterprising in incorporating renewable energy opportunities.

But as it stands now, it's still not possible to run a reliable electric grid without firm power resources such as coal, gas and nuclear. Someday it may be, once battery technology has advanced and the country's transmission grids have been upgraded. But these improvements will take significant time to come to fruition.

We continue to work with our power provider Tri-State Generation and Transmission Association to enhance further the 34% renewable energy we deliver to Continental Divide members.

Since December 2019, two local solar facilities have accounted for 56.7 million kilowatt-hours of electricity provided to you through a 20-year renewable power contract between our co-op and the project's developer Lightsource BP.



**Keith Gottlieb
Board President**

President's Report (cont'd)

The amount of solar power generated by our members with net-metered interconnected accounts was 846,976 kilowatt-hours, of which 102,025 kilowatt-hours was excess power that the co-op purchased back.

Not only is the energy industry evolving, but so is Continental Divide. In March, we moved into our new headquarters campus at 1821 Clif Lear Ave., west of the Grants Senior Center.

This facility will enable our co-op to become even more visionary to serve the members of tomorrow. It's an integral part of our planned investments to develop advanced programs and services – like our Red Bolt Broadband internet – that position us to address our changing energy and telecommunications future.

We anticipate holding a formal ribbon-cutting ceremony in the coming months to showcase our new presence at the Cibola Industrial Park. I hope you will attend.

No matter who you are or your views, we all find common ground on the need for safe, reliable and affordable electricity.

On behalf of myself and our entire board of directors, I thank the employees and members of Continental Divide for your support and commitment to make our energy and telecommunications cooperative one we can all be proud of.

Co-op Continues to Give Back Through Rebates, Grants

Cooperaives adhere to seven guiding principles, one of which is "concern for community." At Continental Divide, ways we demonstrate this principle are through rebates and grants.

In 2022, our co-op gave back \$42,588 to members who purchased and installed eligible energy-efficient electric products.

This year, residential accounts can receive rebates for the following:

- Electric dryers
- Induction cooktops
- LED bulb and fixture purchases
- The following electric-powered outdoor equipment:
 - Lawn mowers (push and riding), snow blowers, trimmers, chainsaws, pruners, leaf blowers and power-washers
 - Electric bicycles
 - Additional batteries for the outdoor equipment listed above

Both residential and commercial accounts are eligible for rebates on the following heating and cooling equipment:

- Electric heat pumps, evaporative coolers, split-system air conditioners and smart thermostats

Residential and commercial members also are eligible for rebates on electric-vehicle charging equipment. And commercial accounts can benefit from rebates on new LED lighting, irrigation motors and variable-speed drive retrofits.

In addition to energy-efficiency rebates, the co-op also participates in the annual CoBank "Sharing Success" matching-grant program.

To be considered, an applicant's project must benefit a service-area community in one or more of the following ways:

- Energy Efficiency and/or Renewable Energy
- Education
- Environment
- Economic Development

Full details on the annual grant and this year's rebate offerings can be found on our website and at our Grants and Gallup offices.

2022 IN NUMBERS

8,263 POLES INSPECTED

Along our Laguna North and East circuits and all circuits out of the Grants substation

74 POLES TAGGED FOR REPLACEMENT

To ensure we deliver the safe and reliable electricity you expect from us

846,976 KILOWATT-HOURS

Total amount of renewable energy produced by members with net-metered interconnected accounts

780,200 KILOWATT-HOUR BLOCKS

The amount of renewable energy voluntarily purchased by our members through a Tri-State Generation and Transmission Association program

18,472,406 KILOWATT-HOURS

The amount of energy Continental Divide purchased from Grants and Bluewater solar generating facilities



The Grants Community Pantry received the **2022 "Sharing Success" Grant**. The Pantry received two checks, totaling \$5,000 – \$2,500 from the co-op and \$2,500 from CoBank. The money will assist with the Pantry's effort to build a new community food garden. Holding the check are Community Pantry Executive Director Alice Perez and Continental Divide Member Services Rep. Dominique Thomas. Flanking them from left are the Pantry's Shelly Zortman, Diega Cabrera, Dominic Blaz, Shanise Zortman and Ginger Blaze. Not pictured are the Pantry's April Malone and Continental Divide District 1 Board Member Mike Chambers.

CEO: New Chapter, New Challenges



Robert E. Castillo
Chief Executive Officer

The old English proverb “Good things come to those who wait.” is a fitting description of our co-op’s achievements this past year.

Our most visible accomplishment is the completion of our new headquarters campus, west of the Grants Senior Center. We spent eight years strategically planning and performing due diligence, compared to just over a year to complete construction. That’s because our staff and governing board wanted the new headquarters to accommodate growth, have longevity and act as a beacon to the communities we proudly serve.

It also has taken intense planning and construction to provide future-proof internet and digital phone service to Continental Divide members, more recently

the 2,200 households and businesses on the Zuni Reservation, thanks to a partnership with the Pueblo government and money from the state and federal governments. Such successes have us exploring other potential partnerships, including one with Socorro Electric Cooperative, to bring affordable and reliable Red Bolt Broadband to the far-flung communities on the fringes of our combined service borders.

Closer to home, Continental Divide is planning construction to provide its Red Bolt services to Ramah, Oso Ridge, San Mateo, San Fidel, Seboyeta and Cubero (*Read page 7 for more details.*)

These opportunities wouldn’t be possible were it not for the improvement started in 2017 to modernize our electric distribution network communication to better monitor voltage and power quality in real-time – at the office and remotely. When fully operational, this SCADA (Supervisory Control and Data Acquisition) system will enable our workers to locate line faults more quickly during power outages, further reduce line loss and make power delivery even more reliable.

As a not-for-profit, member-owned cooperative, we aim to provide affordable, reliable service and charge rates based on the actual cost to serve our member owners. As such, Continental Divide needed to increase its revenue by 5% in February to cover the co-op’s costs. For the average residential user (614 kWh, per month), this amounts to \$9.40 monthly.

Unprecedented inflation has driven up our costs. Poles, wires and other necessities to maintain the electrical system have increased dramatically since the COVID pandemic started in 2019. The price of transformers, for example, has doubled and tripled, and it can now take up to two years to receive some of our equipment. And yes, fuel is just as expensive for us as it is for our members.

It’s important to note that revenue from our growing telecommunication services has helped offset electric revenue losses by 50%. Without Red Bolt’s revenue, we would have been forced to seek a 10% rate increase instead of 5%.

We continue to embrace new technology capable of long-term cost-savings, such as our new Outage Management System (OMS) launched earlier this month. This software application now enables us to more efficiently locate and isolate outages, predict their source, prioritize repairs and dispatch crews to provide faster restoration. (*Read page 8 to learn how you can now be notified of outages by text message.*)

These improvements and others are why we continue to earn passing marks from you – our members – on performance issues. In 2022, we scored an 81 on the American Customer Satisfaction Index (ACSI®) Survey.

The polling was conducted by telephone and email last summer. The score is a weighted average (on a zero to 100 scale) of answers to three questions on overall customer satisfaction, meeting consumers’ expectations and comparing one’s own utility to an ideal utility.

We have committed to tracking our annual progress through the yearly survey through 2024 as a way to assess the impact of Continental Divide’s long-term technology plan. The next ACSI survey will be conducted later this year.

On behalf of our staff, I thank you for taking an interest in learning about our ongoing efforts to enhance the vital services we provide to our membership.

About Continental Divide

Headquartered in Grants, N.M., Continental Divide is an energy and telecommunications cooperative.

Incorporated on Sept. 14, 1945, as a not-for-profit electric distribution co-op, Continental Divide has supplied power to its members since energizing in 1946.

In 2017, the co-op became a licensed competitive local exchange carrier (CLEC) to provide telecommunication services such as Red Bolt Broadband.

Continental Divide has been an all-requirements purchaser of electric energy from Tri-State Generation and Transmission Association since 2000 and provides service throughout Cibola and parts of McKinley, Sandoval, Bernalillo and Valencia counties.

The co-op is wholly-owned by the members it serves and is governed by a board of directors from eight districts and an at-large board representative, voted on and elected by member owners.

As of Dec. 31, 2022, Continental Divide employed 84 people at its Grants and Gallup office locations and owned 4,101 miles of primary and secondary distribution and transmission lines powering 23,579 active metered services. About 3,200 households and businesses subscribe to our Red Bolt Broadband internet and digital phone (VoIP) services.

At Continental Divide, our vision of dedicated employees working together to connect communities – by cultivating electrification and digital opportunities – results in accomplishing the co-op’s mission of providing services that enhance the daily lives of rural New Mexicans, including those who otherwise would not be served.

Condensed Balance Sheet

For the Years Ended December 31, 2022 and 2021

ASSETS AND OTHER DEBITS

	2022	2021
Utility Plant (Cost of our system)	\$ 142,917,426	\$ 117,319,353
Accumulated Provision for Depreciation	(40,855,629)	(38,180,393)
Net Utility Plant	<u>\$ 102,061,796</u>	<u>\$ 79,138,960</u>
Equity in Associated Organizations	\$ 29,346,652	\$ 29,280,264
Deferred Compensation Investment	829,254	932,766
Investment in Subsidiary	10,495,050	10,495,050
Other Property, Investments, Funds	-	-
Current and Accrued Assets:		
Cash – General	4,012,587	14,707,876
Consumer Accounts Receivable	8,311,850	6,793,151
Material and Supplies	6,418,197	3,761,392
Other Current and Accrued Assets	190,888	246,371
Total Current and Accrued Assets	<u>\$ 18,933,521</u>	<u>\$ 25,508,790</u>
Deferred Debits	<u>\$ 812,672</u>	<u>\$ 539,844</u>
TOTAL ASSETS AND DEBITS	<u><u>\$ 162,478,946</u></u>	<u><u>\$ 145,895,673</u></u>
LIABILITIES AND OTHER CREDITS		
Total Member and Patron Equities	\$ 70,424,807	\$ 62,155,050
Long-Term Obligations to Lenders:		
Rural Utilities Service (RUS)	56,661,820	42,895,517
Cooperative Finance Corporation (CFC)	435,005	484,891
Finance New Mexico	15,035,000	15,035,000
Accumulated Operating Provisions	9,021,588	15,454,292
Total Current and Accrued Liabilities	<u>10,845,086</u>	<u>10,840,002</u>
Deferred Credits	<u>\$ 55,640</u>	<u>-</u>
TOTAL LIABILITIES AND CREDITS	<u><u>\$ 162,478,946</u></u>	<u><u>\$ 145,895,673</u></u>

2022 Annual Meeting Minutes

The annual meeting of the members of Continental Divide Electric Cooperative, Inc. ("CDEC") was called to order by Board President Keith Gottlieb at 8:30 a.m., Friday, April 29, 2022, at Continental Divide's main office, 200 E. High St., Grants, New Mexico. Member registration and voting was conducted until 4:30 p.m. at the Grants office and at the Gallup office, 2500 NM Highway 602, Gallup, New Mexico. Registration and voting ended at 4:30 p.m., and the meeting was recessed.

At 8 a.m., Saturday, April 30, 2022, President Gottlieb reconvened the meeting at Grants High School, 500 Mountain Road, Grants, New Mexico. Member registration and voting took place until 11 a.m. At 11:15 a.m., President Gottlieb opened the business portion of the meeting, welcomed members and acknowledged the Continental Divide employees who participated in the co-op's July flag-raising event at the Grants Rodeo Grounds.

President Gottlieb then acknowledged guest speakers Harry Garcia, New Mexico State Representative (District 69) and Duane Highley, CEO of Tri-State Generation and Transmission Association.

President Gottlieb opened his report by stressing that Continental Divide's goal – providing essential service where no one else will – now includes broadband.

President Gottlieb noted the co-op is closely monitoring efforts to make New Mexico a hub for hydrogen power development and job creation at the former Escalante Generating Station in Prewitt.

President Gottlieb assured members that the co-op continues to work with federal, state and local lawmakers to ensure its ability to keep electricity reliable and affordable while maintaining expectations for environmental sustainability. He pointed to the Grants and Bluewater solar projects that, so far, have accounted for 38.3 million kilowatt-hours electricity purchased by Continental Divide as part of

Statement of Operations

For the Years Ended December 31, 2022 and 2021

	2022	2021
OPERATING REVENUE		
Residential	\$ 21,331,861	\$ 21,584,330
Small Commercial	5,282,931	5,505,516
Large Commercial	30,734,902	30,416,736
Other	7,418,639	2,459,552
TOTAL OPERATING REVENUE	\$ 64,768,333	\$ 59,966,134
OPERATING EXPENSES		
Purchased Power	\$ 42,120,702	\$ 42,389,634
Operating Expenses	15,578,012	12,635,363
Non-Operating Expenses:		
Depreciation and Amortization Expense	4,268,386	3,214,550
Interest on RUS/CFC Loans	1,671,530	1,254,364
TOTAL OPERATING EXPENSES	\$ 63,638,630	\$ 59,493,911
Operating Margins	\$ 1,129,704	\$ 472,223
Non-Operating Margins (includes interest on investments)	191,002	1,559,617
Capital Credits and Patronage Dividends* (includes Tri-State G&T and other capital credits)	153,095	1,000,723
NET MARGINS	\$ 1,473,801	\$ 3,032,563

*Continental Divide estimates it will be at least 20 years after Tri-State Generation and Transmission Association allocates Patronage Capital that the co-op will receive a partial cash distribution.

a 20-year renewable energy power contract initiated in 2019 between the co-op and the project's owner, Lightsource BP.

President Gottlieb concluded by stating that Continental Divide's present facility – a landmark in Grants since 1958 - no longer meets the needs of the co-op's workforce and its new headquarters should be finished in January 2023. He anticipated that Continental Divide's presence in the Cibola Industrial Park would encourage development along that part of the Interstate 40 corridor.

Continental Divide Chief Executive Officer and General Manager Robert Castillo began by noting that the co-op is now an "energy and telecommunications cooperative." It is among a growing wave of cooperatives across the country that have evolved to provide both services. He noted that the co-op's Red Bolt Broadband now offers internet and digital phone service known as VoIP.

Mr. Castillo added that today's energy business demands that

Continental Divide be innovative, flexible and increasingly aware of, and adopt new forms of energy, such as solar, wind and hydrogen.

Mr. Castillo stated the co-op has created a long-term technology plan that touches all functions and departments. Improvements include deployment of an Outage Management System (OMS), enhanced Geographic Information System (GIS) mapping, full deployment of Advanced Metering Infrastructure (AMI), and maximizing existing software to enhance business processes and workforce management, enhanced cyber security and a trained workforce to maintain advanced technology.

Mr. Castillo added that Continental Divide was operationalizing its SCADA system. When fully implemented, it will enable quicker line fault locating during outages, further reduce line loss and make the delivery of power even more reliable. By year's end, the co-op expects

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Summer Ribbon-Cutting for New Headquarters Planned

In March of this year, Continental Divide moved into its new headquarters campus, west of the Senior Citizens Center in Grants.

The campus sits on approximately 23 acres and is part of the Cibola Industrial Park at 1821 Clif Lear Ave. The co-op purchased the land in 2018. Construction started in December 2021.

At the heart of the campus is a 14,000-square-foot administration building. An equipment warehouse and a fleet maintenance shop flank one side of it. There's plenty of parking, and a drive-thru window with U-shaped entrance makes for easy payments. Building guests are greeted with murals of area landscape monuments, unique wood paneling (salvaged from dead trees killed by bark-beetles) and energy-efficient LED lighting (including some designed as lightning bolts in the breakroom).

A 1,200-square-foot classroom and boardroom boast adequate space for employee training, companywide meetings and public meeting space for community groups to use upon request. A ribbon-cutting is in the works for May or June, 2023.



2022 Annual Meeting Minutes (cont'd)

five substations and two solar farms to be fully SCADA operational.

Mr. Castillo informed members that Red Bolt Broadband services would be extended to Bluewater Village and the Zuni Pueblo. The Zuni expansion would be funded partially by a \$3.23 million grant from the New Mexico Public Regulation Commission.

Mr. Castillo informed members that Continental Divide's cost of power from Tri-State continued to decrease.

In addition, the co-op successfully transferred electric distribution facilities within the jurisdictional boundaries of Acoma to the Pueblo in June 2021, in order to settle claims arising from litigation.

Mr. Castillo echoed President Gottlieb's remarks on the new headquarters facility, stating that it would specifically benefit co-op members by having a drive-thru payment window and a

public meeting space for community groups to use upon request.

Continental Divide Board Secretary/Treasurer Joe Hoskins informed the audience that 544 members were required to have a quorum. Mr. Hoskins did not give a Secretary/Treasurer report because a quorum requirement was not satisfied, as only 473 members registered.

Mr. Nathan Paden, managing partner of Bolinger, Segars, Gilbert & Moss LLP, presented the 2021 Fiscal Year Annual Report and noted it reflected that Continental Divide's financial affairs were clean and contained no exceptions. The total assets and debits for 2021 were \$145.8 million. Total operating revenue was \$59.9 million. Total operating expenses were \$59.4 million. Net margins for 2021 was \$3 million.

Red Bolt Garners New Grant Money, National Publicity

In 2022, the U.S. Department of Agriculture awarded Continental Divide's Red Bolt Broadband a \$3.68 million grant to grow the co-op's telecom services.

The money, made available through the USDA's ReConnect Program, is being used to expand Red Bolt to homes, businesses and schools in the San Mateo, San Fidel and Cubero areas.

Additionally, Cibola County last year dedicated federal funds for Red Bolt service to be built to serve Seboyeta, Bibo and Moquino, as well as San Mateo.

Finally, Continental Divide and Socorro Electric Cooperative are exploring a partnership to bring Red Bolt to households and businesses in the Village of Magdalena with pilot-program money awarded by the New Mexico Office of Broadband Access and Expansion.

"We're excited to continue our mission to connect our service-area communities and surrounding ones with modern, affordable fiber-to-the-home," said Danny Stokes, Continental Divide's telecommunications manager.

In addition to new grant money, Continental Divide received national attention in 2022 for its internet and VoIP (Voice over Internet Protocol) services. Last summer, Red Bolt Broadband was featured in a program called "World's Greatest!..." that aired on Bloomberg TV.

"While broadband internet service is common in most urban and suburban communities in the U.S., rural communities often lack the infrastructure and customer base necessary to entice large companies to invest in the technology. Thanks to not-for-profit electric co-ops like Continental Divide in New Mexico, this problem is becoming a thing of the past," said Kyle Freeman, the show's executive producer.

Later this year, Continental Divide will complete Red Bolt service to some 2,200 Pueblo of Zuni households made possible by federal, state and co-op funding.

The project, a three-year service agreement with the Zuni government, allows the tribe to pay a discounted bulk price for Red Bolt services to Zuni's residents.

Funding from the 2021 American Rescue Plan Act enabled Zuni to partner with Continental Divide. The co-op used a \$3.23 million grant from the New Mexico Public Regulation Commission and funded the balance of the \$4.4 million network buildout.

President Gottlieb announced that the number of members who registered to vote in District 1 was 265. The number of members needed to satisfy the quorum was 99. Mr. Mike Chambers was retained as District 1 Director. The number of members registered in District 3 was 21. The number of members needed to satisfy the quorum was 67. Mr. Claudio Romero was unopposed and retained as District 3 Director. The number of members registered in District 4 was 11. The number of members needed to satisfy the quorum was 8. Mr. Lloyd Ortega was unopposed and retained as District 4 Director.

With no other business to come before the membership, President Gottlieb called for a motion to adjourn immediately after the grand prize drawing. A motion was made, duly seconded and carried by a unanimous vote of the members.



Grants High School juniors Aaron Jimenez and Eryn Legler surf the web as Continental Divide employee Brandon Vallo looks on. At left, a videographer films the group for the TV program "**World's Greatest!** ..."

With a population of about 7,800, the Zuni Reservation, located roughly 40 miles south of Gallup, has had to rely on much slower, less reliable satellite services and copper-based DSL connections for internet access, resulting in slow, unreliable internet service and at a cost that was unaffordable to many.

Red Bolt Broadband is delivering 1 gigabit of symmetrical speed – upload and download – to every household on the network. By comparison, satellite and DSL are typically asymmetrical and deliver uneven upload and download speeds with upload speed being a mere fraction of the download speed.

Continental Divide brought the first fiber-optic connection to Zuni in mid-2020 when the co-op built a communication trunk line that enabled Zuni Public School District facilities to increase, by tenfold, the internet speed it had previously received from a different provider. Red Bolt Broadband's high-speed, fiber-optic internet service is made possible through electric communication upgrades throughout our electric distribution system.

BOARD OF TRUSTEES

Keith Gottlieb • President – At-Large
Claudio Romero • Vice President – District 3
Joe Hoskins • Secretary/Treasurer – District 7

Mike Chambers • District 1
Wes Malcolm • District 2
Lloyd Ortega • District 4
Alfred Saavedra • District 5
Blanche Clawson • District 6
Vacant • District 8

New Scholarship Recipients for 2022-23

Continental Divide's Education Foundation is one of the state's largest cooperative-sponsored scholarship programs. In all, 1,992 students have received over \$4.7 million in scholarships since the Foundation's inception in 1989. Each year, \$4,000 scholarships are awarded to traditional and non-traditional college students who attend a New Mexico school. Scholarship applications are available at the beginning of the year and are due back to the co-op every March 31st.

Aaliegh Albert – Grants
Emily Antonio – Grants
Alexis Atwater – Grants
Luis Armijo – Milan
Christen Begay – Yahtahey
Kolton Bratzel – Grants
Shayton Brown – Gallup
Tahnee Brown – Pinehill
Joshua Canaba – Grants
Rashaundal Comb – Continental Divide
Jacqueline Edaakie – Zuni
Wesley Frank – Thoreau
Erin Ganadonegro – Laguna
Ionna Hansen – Mentmore
Markeisha Henio – Thoreau
Isaiah Hernandez – Grants
Sabrina Holtry – Casa Blanca
Jodie Kallestewa – Zuni

Kari Kallestewa – Zuni
Theryn Kee – Prewitt
Gwyneth King – Prewitt
Leticia Marquez – Seboyeta
Oliyah Murray – Grants
Kameryn Lentz – Zuni
Keyla Lopez – Mentmore
Andy Lu – Grants
Elena Perez – Grants
Kyrin Romero – Seboyeta
Gwen Sanchez – Rehobeth
Kristina Simpson – Grants
Danielle Tena – Milan
Angel Valdez – Grants
Julius Valencia – Grants
Tearza Valencia – Grants
Nylan Yazzie – Zuni

MANAGEMENT

Robert E. Castillo, P.E. • Chief Executive Officer
Rosanne Apodaca • Executive Administrator
Veronica Barela • Chief Financial Officer
Angela Evans • Operations Manager
Danny Stokes • Telecommunications Manager
Lee Maestas • Engineering Services Manager
Victoria Gastonguay • Customer Service Manager
Mac Juarez • Member Services Manager
Donna Venable • Rates and Regulatory Manager

Get Text Alerts on Outages!

Continental Divide's new Outage Management System (OMS) is now operational. It lets us notify you by text message when outages occur and when you can expect power to be restored.

Please take a moment to review and update your contact information through our SmartHub app. Later this year, you'll be able to use SmartHub to report outages, make street light trouble calls and connect with us on other account matters – all from the comfort of your smartphone or computer keypads!

Access SmartHub directly from our website and download the app to your phone or tablet from the Google and Apple sites. Register as a new user by typing in your Continental Divide account number.



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