

January 2, 2019

RE: Fellow cost conscious electrical utilities

Dear Colleagues:




Wright-Hennepin Cooperative Electric Association is a not-for-profit, member-owned electric cooperative located in Rockford, Minnesota. We serve more than 50,000 electric accounts in western Hennepin County and Wright County, Minnesota. As a member-owned cooperative, our goal is to operate as efficiently as possible for our members. We strive to outperform our competitors in all areas including financial management and competitive pricing. One of our strategic consulting partners, Mark Hefner of Power Navigation, assisted us in taking advantage of a valuable resource to help achieve these goals.

Working in cooperation with Power Navigation and one of their advisors, UtilAuditors, we successfully reduced our operating expenses. We were offered a contingency-based review of our telecommunications billing and service agreements. Upon review, we discovered discrepancies in our billing that resulted in a five-figure cash refund and ongoing cost reductions to our telecom billing. Our engagement with UtilAuditors was simple, non-intrusive, and cost-free. Their service would be a valuable asset to any cooperative looking to reduce operating expenses without sacrificing service levels.

We encourage electric cooperatives to take advantage of the suite of services offered by Power Navigation, especially a review of your service contract billing. This is a simple way to lower costs and to ensure competitive electric service for our member-owners.

Sincerely,


Tim Sullivan
President & CEO

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This Cooperative is an equal opportunity provider and employer.