

heartland LINK

A publication of East-Central Iowa Rural Electric Cooperative

ECI REC LINEMAN EARNS CERTIFICATION

page 5

Hyland studies power line design.



SMARTHUB

page 7

Save time and money with an array of free and powerful online tools from ECI REC.

REBATES FOR AG

page 8

Upgrade your ag operations with energy-efficient equipment and earn cash.

ANNUAL RECEPTION

page 10

Cooperatives discuss key legislative issues at January event.



Doing the Right Thing Pays Big

Story on page 3

01/10/2017

\$30,492.00

Thirty Thousand Four Hundred Ninety-Two Dollars

Don D. Marlow

Photo by Lisa Franck



A Touchstone Energy® Cooperative

04 NOMINATING COMMITTEE

Director candidates confirmed

04 PULL THE PLUG

Ditch old appliances to earn cash

04 SCHOLARSHIP

Youth Tour alums eligible

**04 STATEMENT OF
NON-DISCRIMINATION****05 LOCAL SUPPORT**

Cooperative makes donations

05 QUICK CO-OP NEWSNew Operations Center update,
Lineman earns certificate, Youth
Tour alum heads to Iowa capital**06 GRAIN BIN SAFETY**

Electrical code requirement recap

06 RECARE PROGRAM

Support neighbors in need

07 SMARTHUB

Tools to save time and money

07 IOWA ENERGYSign up to support renewable
power facilities**08 REBATES FOR AG**

Energy-efficient upgrades earn cash

08 THANK A LINEMAN

National Lineman Appreciation Day

08 2016 OUTAGE REPORT**09 WATER HEATERS**

The benefits of going electric

09 TREE PLANTING

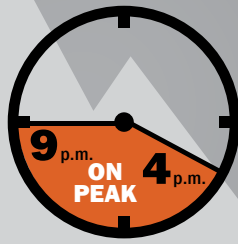
Dig safely this Arbor Day

09 DITCH BURNING TIPS**10 LEGISLATIVE EVENT**ECI REC Directors head to Des
Moines**10 QUESTIONS OR
COMPLAINTS**

NEW!

11 THE VALUE OF ELECTRICITY**11 BOARD OF DIRECTORS****11 CLASSIFIEDS****12 CEO MESSAGE**

Switch your thinking and
TAKE A LOAD OFF THE PEAK



STAY OFF THE PEAK.
Electricity demand peaks from 4:00 p.m. to 9:00 p.m. on weekdays. It's tough to ask members to cut back during this time—you're home from work, starting dinner, watching television, and doing laundry. However, 45% of the ECI REC wholesale power bill is related to the demand you create during this time. ECI REC could pay up to \$15.31 per kilowatt (kW) for the power we draw during peak hours. When you choose to delay using electricity from 4:00 p.m. to 9:00 p.m., you can help your Cooperative save a great deal of money.

take the member challenge

1. **ENERGY WISE:** By upgrading the light fixtures in the production and warehouse areas from less efficient fluorescent fixtures and lamps to LEDs, Frontier will save an average of ____ on its lighting costs.
2. **SAFETY:** Whether you're purchasing new grain bins or remodeling areas with existing bins, proximity to _____ power lines must be considered.
3. **THE COOPERATIVE DIFFERENCE:** SmartHub offers ____ online bill payment as well as links to bill inserts.

Find the answers within the stories, features, and content of this newsletter and you could win a prize. Send your answers to memberchallenge@ecirec.coop. Or, print the word(s) at the top of the back page, cut it out, and send it to: ECI REC, PO Box 248, Urbana, IA 52345. You may mail your entry along with your electric bill payment, but remember there is a deadline! Entries for this issue must be received by April 1. Sixteen names will be drawn from all correct entries. Members will not be allowed to win more than once per calendar year.

challenge winners

last issue's

The following names were drawn from the Jan./Feb. 2017 *Heartland Link* entries. These members will receive a \$10 credit on their account.

Mable Bantz

Robert Becicka

Alice Billingsley

John & Barbara Gilbertson

Robert & Patricia Havlik

Louis Kristjanson

Kevin & Sheri Kuester

Colleen Moroney

Cleveland Morris

Larry & Pam Murley

Alice Nelson

Bernard Schmitz

Melissa Seibert

Maxine Weekly

Charles Werner, Sr.

Joel Wichgers

Calendar Notes

March 12 - Daylight

Saving Time - Spring
ahead!

April 9 - Palm Sunday

April 14 - Good Friday

April 16 - Easter

Contact ECI REC

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(rebates, product sales)

csr@ecirec.coop
(billing, new customers)

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(closed Saturdays,
Sundays, and holidays)



OPERATIONS NEWS
OUTAGE UPDATES

[facebook.com/
eastcentraliowarec](https://facebook.com/eastcentraliowarec)

Doing the Right Thing Pays Big for One Area Business

Lighting upgrades match the mission of Frontier Cooperative

an Energy Wise feature

MEMBER-OWNED SINCE 1976, Frontier Co-op, a wholesaler of natural products headquartered in Norway, Iowa, prides itself on specializing in sustainably sourced and organic ingredients when it comes to its product lines. However, Frontier Co-op does not stop with the products it produces; it aims to carry the same business model throughout its membership, facilities, and day-to-day operations. Nourish people and the planet. Always be fair. These are core to the mission of Frontier Co-op.

Given these values, it's not surprising that Frontier Co-op has been working to upgrade its lighting to more energy-efficient fixtures over the last few years. The project culminated in January when ECI REC's Member Service Director Adam Albertsen presented a rebate check for \$30,492 to Vice President of Operations Jen Olsen, Project Engineer Jason McGriff, and Public Relations Manager Anne Rierson.


Frontier Co-op laid the groundwork for lighting upgrades in the fall of 2015, working with area contractors and ECI REC. The energy-efficient lighting upgrades installed include 117 high-bay fixtures, 32 outdoor fixtures, and 2,486 4-foot LED lamps. The project was completed over the course of five months in 2016, and ECI REC rebate forms were submitted. "With three production shifts, there was a lot of weekend work, but overall the project went really smoothly!" said

McGriff.

There were several factors that lead Frontier to implement such an extensive lighting upgrade. "Sustainability was number one," according to McGriff, who led the project. "Though there is a large upfront cost in doing such an upgrade, the research, projected cost savings, and overall benefits made it evident it was the right thing to do."

By upgrading the light fixtures in the production and warehouse areas from less efficient fluorescent fixtures and lamps to LEDs, Frontier Co-op will save an average of 46% on its lighting costs. "Staying on top of our electric usage is important—running three production shifts, electricity is one of our major expenses," said McGriff. "Energy-efficiency improvements are a responsibility and part of maintaining sustainability."

In addition to cost savings, employee feedback has been very positive. The Frontier Co-op team is enjoying the brighter production area and overall work environment throughout the facility. Another energy efficiency-project on the radar for the Co-op is investigating efficiency opportunities with compressed air equipment.

If your business is looking to implement energy-efficiency upgrades in 2017, feel free to contact ECI REC's Adam Albertsen in the Member Service department at ext. 503, or visit ecirec.coop, for more information. 

Lighting Upgrade Benefits for Frontier Cooperative

- » Longer life span of new lighting and LED products
- » More energy efficiency
- » Less glass in the production area (important for food industry)
- » Reduced inventory and more shelf space
- » Less material handling
- » Reduced maintenance time to replace bulbs
- » More room in breaker panel
- » Better light output
- » Reduced UV output
- » A safer parking lot

Photo by Lisa Franck

Nominating Committee Confirms Candidates for 2017 Board of Directors Election

a Cooperative Difference update

MEMBERS OF THE NOMINATING COMMITTEE, which was responsible for collecting the names of potential 2017 Board of Directors candidates, gathered at a meeting at Urbana headquarters on January 19 to begin the process of choosing ECI REC members from each Director District to be placed on the ballot.


There are two positions up for election from District 1, Benton area, and there is one position up from District 2, Buchanan area. Candidates were confirmed at a February 16 meeting. Voting will take place at the Annual Meeting of the Members in June. Thank you for helping to make one of the benefits of cooperative membership—democratic governance—a reality! 



Photo by Lisa Franck

Left to Right: David Inman, Richard Booth, Tom Sullivan, Brad Jesse, Tony McKinley, Bart McGivern, Robert Hanson, David Peck, and David Derflinger

Members saved
\$9,688 in 2016 by
recycling appliances!

PULL THE PLUG

Outdated appliances are energy hogs, driving up your monthly bill. Wouldn't you rather make money from them? Sign up to have them picked up for recycling via Pull the Plug.

- » REFRIGERATORS, \$35 EACH
- » FREEZERS, \$25 EACH
- » WINDOW AIR CONDITIONERS, \$25 EACH

Complete the form on our website or call 877-850-4343 for more information.



YOUTH TOUR ALUMS: WIN \$10,000 toward your undergrad

- » The Glenn English National Cooperative Leadership Foundation is offering one \$10,000 and four \$1,000 scholarships.
- » Applicants must be students and Youth Tour alumni working on their first undergraduate degree.
- » Apply by April 1 at www.electric.coop/our-organization/youth-programs/scholarships.
- » Contact Beth Knudson at Beth.Knudson-contractor@nreca.coop for more information.


In 2014, ECI REC Youth Tour alum Dustin Toale, a University of Northern Iowa real estate and finance major, received a \$1,000 scholarship.

Statement of Non-Discrimination

East-Central Iowa Rural Electric Cooperative is an equal opportunity provider and employer. If you wish to file a Civil Rights program complaint of discrimination, complete the USDA Program Discrimination Complaint Form, found online at www.ascr.usda.gov/complaint_filing_cust.html, or at any USDA office, or call 866-632-9992 to request the form. You may also write a letter containing all of the information requested in the form. Send your completed complaint form or letter by mail to U.S. Department of Agriculture, Director, Office of Adjudication, 1400 Independence Avenue, S.W., Washington, D.C. 20250-9410, by fax to 202-690-7442, or by email to program.intake@usda.gov

ECI REC's 2016 Donations Support Iowa Communities

a Community Connected update

IN 2016, ECI REC gave more than \$39,800 to 42 community organizations, including 12 scholarships. Some of the donations came from the Cooperative's general funds, but much of the money came from our Community Reinvestment Fund, into which unclaimed patronage dividends are deposited. Concern for community is one of the seven cooperative principles by which all cooperatives are expected to operate, and commitment to community is also one of East-Central Iowa REC's core values. 

WHERE OUR DONATIONS WENT

Local/county economic development: \$7,500

Health/safety organizations: \$7,390

Community organizations: \$12,210

School functions: \$700

Scholarships: \$12,000

QUICK CO-OP NEWS

Down With the Old, Up With the New: Independence Operations Center Progress

The foundation and steel frame structure for the new Independence Operations Center (top photo) started to take shape at the start of 2017 as the construction crew continued work. Garages and an office space from the old structure temporarily remained for work space (bottom).

FEBRUARY



Photo by Dave Henkes

JANUARY



Check out www.facebook.com/eastcentraliowarec for construction updates!

Photo by Jennifer Schmitz



Photo by Teresa Schremser

Vinton Engineering Design Technician Earns UTS Certification Diploma

This winter, Engineering Design Technician Pat Hyland completed the Utility Training Services, Inc. (UTS) Power Line Design and Staking Certification program. While completing this four-step program,

Pat studied engineering concepts and formulas specific to power line design.

Pat works out of the Vinton Operations Center and will reach 27 years of service with the Cooperative this May. CEO Steve Marlow presented Pat his certification diploma at a January safety meeting. Congratulations, Pat!



Photo by Indee Ag Eds

Youth Tour Alum Heads to the Hill With FFA

On January 31, Kirstie Martin (third from right), an alumna of ECI REC's 2016 Youth Tour, traveled to the state capitol with six fellow FFA members from the Independence area for the annual Legislative Symposium. The symposium gives students the opportunity to learn about the legislative process, discuss agricultural issues, and advocate for agricultural education and FFA. This event is designed to build character and promote citizenship, volunteerism, and patriotism. At this year's symposium, the group from Independence had the opportunity to meet with Representative Bruce Bearinger and Senator Craig Johnson. Way to go, Kirstie!

Grain Bins: Farming Safely

a Safety feature

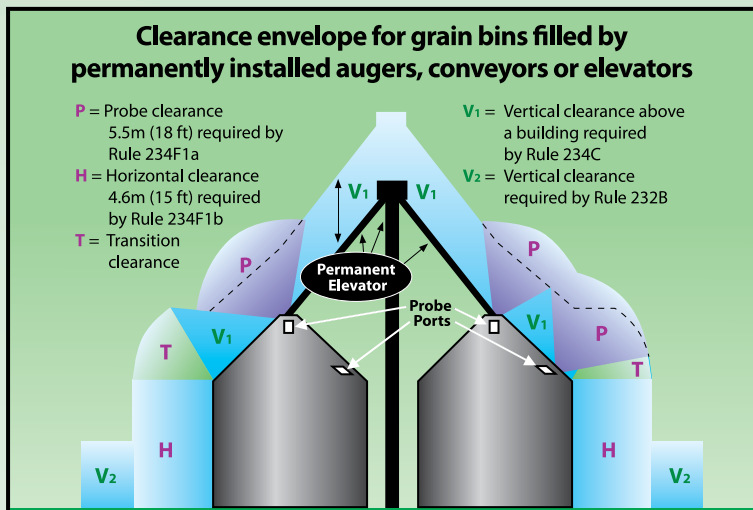
AS REWARDING AS IT MAY BE, farming is an extremely difficult job—and it ranks among the top 10 most dangerous professions in the United States. At ECI REC, safety is top priority for both our employees and our members. That's why our Cooperative provides assistance in planning a safe environment for everyone working and living around grain bins.

Grain bins play an integral role in the efficiency and profitability of farm and ranch operations, and safety regulations should always be considered when working around these structures. Whether you're purchasing new grain bins or remodeling areas with existing bins, proximity to overhead power lines must be considered.

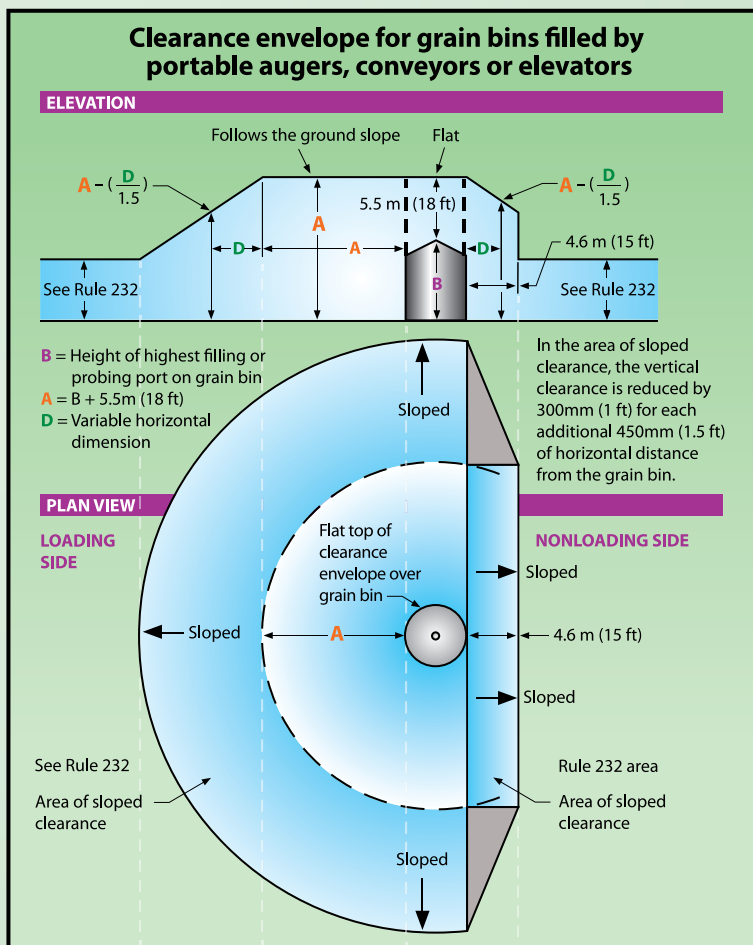
The State of Iowa requires specific clearances for electric lines around grain bins, with different standards for those filled by portable and permanent augers, conveyors, and elevators. The drawings accompanying this article show the specific clearances required for both scenarios. If you have any questions concerning the drawings, please contact your electric cooperative.

According to the Iowa Electric Safety Code found in Iowa Administrative Code Chapter 199 -- 25.2(3) b, an electric utility may refuse to provide electric service to any grain bin built near an existing electric line which does not provide the clearances required by the American National Standards Institute (ANSI)C2-2012 "National Electrical Safety Code," Rule 234F. This paragraph "b" shall apply only to grain bins loaded by portable augers, conveyors, or elevators built after September 9, 1992, or to grain bins loaded by permanently installed augers, conveyors, or elevator systems installed after December 24, 1997. (As adopted by the Iowa Utilities Board.)

The Cooperative is required by the Iowa Utilities Board to provide this annual notice to farmers, farm lenders, grain bin merchants, and city and county zoning officials. If you have any questions concerning clearance regulations, please call your local electric cooperative.



From IEEE Std. C2-2012, "National Electrical Safety Code."



From IEEE Std. C2-2012, "Errata to 2012 Edition National Electrical Safety Code." ©Copyright 2013 by IEEE. All rights reserved. The IEEE disclaims any responsibility or liability resulting from the placement and use in the described manner.

We Care Through RECare

In 2016, 75 members donated \$5,444 to RECare.

» WHAT IS RECare?

RECare is a voluntary program that distributes funds to community action agencies to help low-income members pay heating bills or cover the cost of winterizing their homes.

» WHERE WILL MY MONEY GO?

Your contribution stays in your community. The Hawkeye Area Community Action Program distributes to our southern district and Operation Threshold distributes to our northern district.

» HOW DO I HELP?

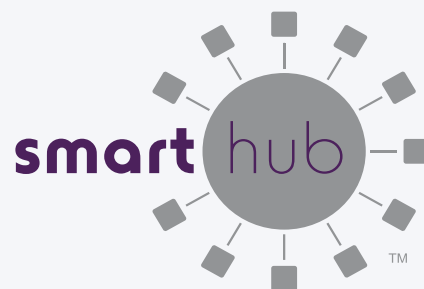
Fill out the participation form at ecirec.coop.
Your Electric Bill > Member Programs > RECare.

QUICK - GREEN - FREE

SmartHub Offers Powerful Tools

a Cooperative Difference feature


SmartHub is ECI REC's online program that allows members to access their account information from a computer or smartphone. You can access the tools below by registering with SmartHub. After registering, you will be able to download the SmartHub app on your smartphone so this information will be available at your fingertips 24/7.



» SmartHub offers **free online bill payment** as well as links to **bill inserts**. You can also sign up for Budget Billing.

» An **ECI REC Outage Map** offers near real-time information to members during an outage.

» In the dynamic **My Usage** section, find many tools to analyze your past and current energy usage, as well as plan and conserve in the future. Compare your energy use and costs. Set markers to monitor changes in your usage from the Analyze Your Usage tab. Get energy-saving tips from the **Explore Usage Management** tab.

» One of the most useful features is the **HomeEnergyCalculator**, which allows you to perform a free self-energy audit: go to **My Usage**, click on **Usage Management**, then click on the blue "Get Started" arrow and your actual ECI REC energy usage will automatically upload so you can complete an analysis of your home's energy usage. 



SUPPORT RENEWABLES IN IOWA > You can volunteer to support the development of renewable energy production facilities in Iowa via your monthly bill. In 2016, an average of 93 ECI REC members contributed an average of about \$4/month each to support the production of renewable energy in Iowa. Member support for the year totaled \$4,462.50.

- Cost is \$2.10 for each 100 kWh. Purchase only 100 kWh or any multiple of 100 kWh.
- All voluntary contributions from members to this fund will be used for the development of alternative energy production facilities in Iowa. Alternative energy production facilities may include wind energy, biomass, solar, and other nontraditional generation technologies.
- Once you have signed up, your participation continues until you notify us that you wish to make a change.

IOWA RENEWABLE CONTRIBUTION PROGRAM

Name: _____

ECI REC Account #: _____

Email: _____

Daytime phone #: _____

Signature: _____

Date: _____

I wish to support the purchase of:

- ☐ 100 kWh for an extra \$2.10 per month
- ☐ 200 kWh for an extra \$4.20 per month
- ☐ 300 kWh for an extra \$6.30 per month
- _____ kWh at \$2.10 per 100 kWh per month

Please return to: East-Central Iowa REC
PO Box 248 | Urbana, Iowa 52345

AG MEMBERS: Energy-Efficient Upgrades Earn YOU Cash!

In honor of National Ag Month in March, ECI REC would like to remind our producers to take advantage of our ag energy-efficiency incentives. You can find even more lighting incentives at ecirec.coop!

LIVESTOCK/DAIRY EQUIPMENT

- » Ventilation fans (BESS lab rated): \$3/in. (fan blade diameter)
- » Ventilation thermostat controller with humidistat: \$25 each
- » Circulation fans (BESS lab rated): \$1/in. (fan blade diameter)
- » High-volume low-speed fans (minimum 10' diameter): \$35/ft. (fan blade diameter)
- » Dairy heat reclaimers: \$5 per milking cow
- » Dairy milk pre-coolers: \$4 per milking cow
- » VSD vacuum pumps: \$40/horsepower
- » Scroll compressors: \$250 each (must replace reciprocating compressor)
- » Electric heated livestock waterers: \$50 each (≤ 175W per trough opening)
- » Heat lamps: \$3/lamp (≤ 175W)
- » Single-crate heating pads: \$25/single pad (≤ 85W)
- » Double-crate heating pads: \$50/double pad (≤ 170W)
- » Heat lamp or pad controller: \$50/controller

LIGHTING - EXISTING BUILDINGS

- » LED tubes - Replacing T12/T8: \$3/lamp (must be DesignLights Consortium® qualified)
- » High bay fluorescent fixtures (4' T8/T5, 15' mount height)
 - Replacement of HID fixtures: \$12/lamp
 - Replacement of non-HID fixtures: \$6/lamp

INDOOR LIGHTING - ALL BUILDINGS

- » LED lamps screw-based: ≥ 8W \$4/lamp
- » LED fixtures (non-troffer type): 8-49W \$15/fixture; 50-99W \$25/fixture; ≥ 100W \$40/fixture (lamps & fixtures must be ENERGY STAR or DesignLights Consortium® qualified)

OUTDOOR SECURITY LIGHTING - ALL BUILDINGS

- » LED fixtures: 20-34W \$15/fixture; 35-49W \$20/fixture; 50-74W \$40/fixture; 75-124W \$50/fixture; ≥ 125W \$60/fixture (lamps & fixtures must be ENERGY STAR or DesignLights Consortium® qualified)

INDOOR LIGHTING - NEW BUILDINGS OR ADDITIONS

- » High bay fluorescent fixtures: \$6/lamp (4' T8/T5, 15' mount height)

Some conditions apply.
For equipment qualifications and detailed requirements for these rebates, log on to www.ecirec.coop or contact us toll-free at 877-850-4343.

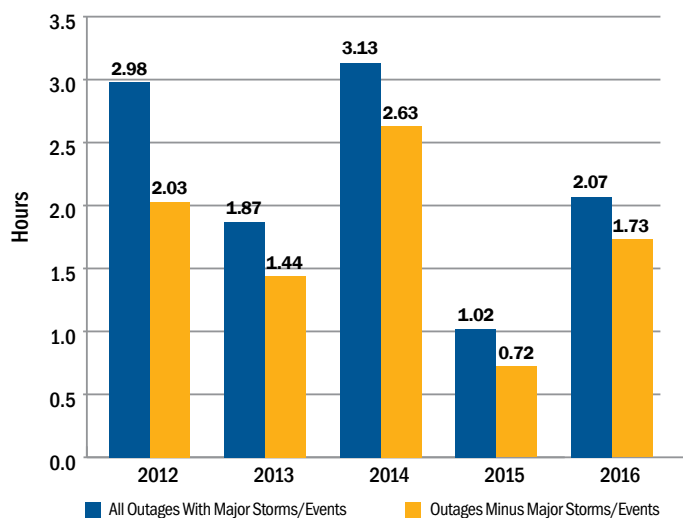


2016 Outage Reports Released

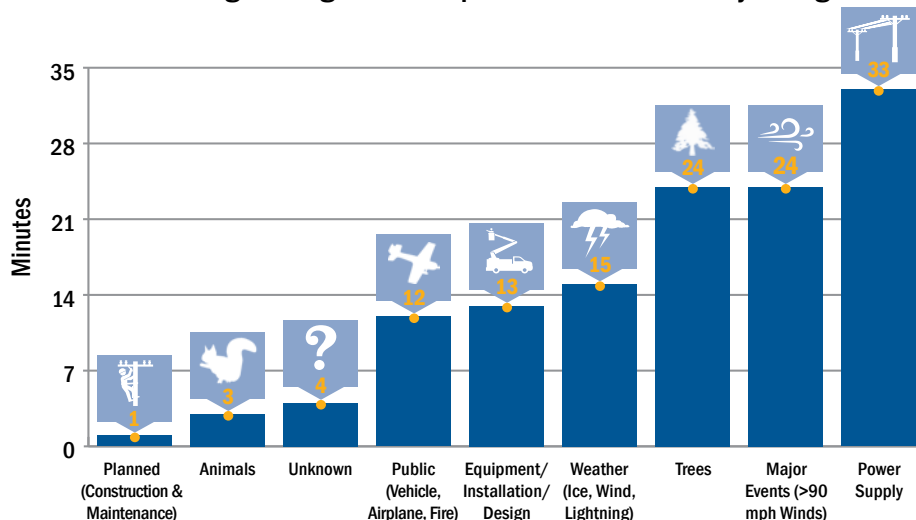
a Keeping the Lights On feature

Although we'd like to, ECI REC cannot prevent all outages. Some are caused by damages incurred from major storms and floods; some are the result of an equipment failure at our power supplier. These graphs show the average hours without power per member account (right) and the outages by cause for 2016 (below).

Past Five Years of Outage Hours per Member Account



2016 Average Outage Minutes per Member Account by Outage Cause





Electric Water Heaters Offer Many Benefits

an Energy Wise feature

ARE YOU IN THE MARKET FOR A NEW WATER HEATER?

If you already have an electric unit, you know the benefits; but if you have a propane (gas) water heater, or are

contemplating one, here are a few points to ponder.

Safety – An electric water heater requires no venting, no gas line, and offers no CO₂ concerns.


Space – The water heater space allotment in your home often determines what will work best. An electric water heater installation requires zero clearance.

Maintenance – Electric water heaters are very low maintenance; there are no moving parts and no pilot lights to be concerned with.

Price – An energy-efficient (rating .95 and above) 50-gallon electric water heater will cost a family of four about \$40 per month to operate. Electric rates are considerably more stable than gas. For example, East-Central Iowa Rural Electric Cooperative's price per kilowatt-hour has increased 4.6% (less than a half a cent) over the past 10 years. Installation costs are also considerably less with an electric water heater.

Energy Efficiency – Consider the ultimate in electric water heating with an air source heat pump water heater. With an efficiency rating of at least 2.4 (240%), they are the most efficient water heaters on the market today.

Incentives – Buy a new, energy-efficient electric water heater and receive a \$50 rebate. Receive a \$650 rebate for the purchase of an air source heat pump water heater.

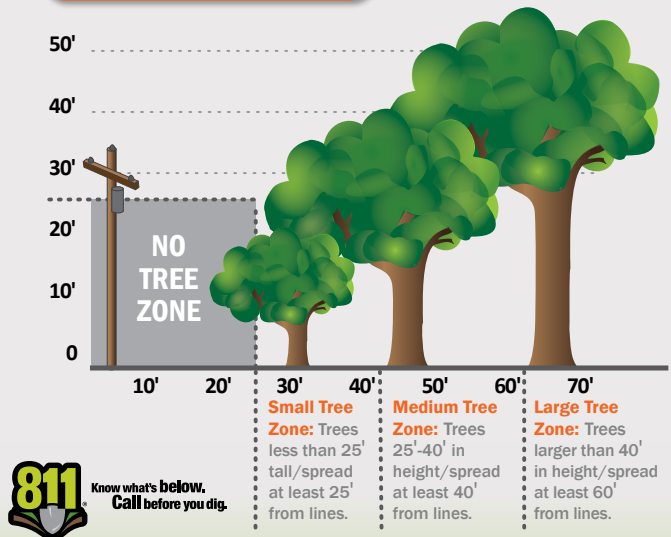
Still can't decide? Give us a call and let us help. As a member-owned cooperative, we work for you, offering friendly, local, reliable, no-cost help with all your energy-efficient household decisions. 

Iowa celebrates Arbor Day on Friday, April 28! Visit www.arborday.org.

If you're planning to plant trees this spring, help ensure your tree doesn't get an unwanted haircut down the road:

- » Choose the spot based on the tree's full-grown height and spread.
- » Obey the no-tree zone: Don't plant trees within 25 feet of power lines.

Tree Planting Guide



APRIL IS SAFE DIGGING MONTH!

Spring is near, and you may be planning outdoor projects. Whether it's a deck addition, planting a tree, trenching in fields, or a landscaping masterpiece, remember to call Iowa One Call by dialing 8-1-1 before you dig. Although light gardening typically doesn't call for deep digging, other seemingly simple tasks like planting shrubs or installing a new mailbox post can damage utility lines. A severed line can disrupt service to an entire neighborhood, harm the person digging, and potentially result in fines and repair costs.



ATTENTION MEMBERS: Use Caution When Burning Ditches This Spring

Burning helps clean things up, but it can also cause extensive damage to Cooperative property, resulting in electric service problems. Members involved in such fires may be invoiced for damage they cause to Cooperative property.

TWO TIPS FOR SAFE BURNING

- 1** Green, or newer, poles are more susceptible to burning—use extra caution.
- 2** Always be aware of the locations of poles, anchor guy assemblies, underground cabinets, and other important Cooperative equipment when burning.

Electric Cooperatives Discuss Key Legislative Issues at Annual Reception

a Looking Out for You feature



Photo by LAEC


ECI REC Directors Burt Byers, Gary McKenna, Jeff Elliott, Chris Sackett, Assistant Secretary/Treasurer Ryan Kress, and President Steve Rau meet with Senator Tim Kapucian at the annual Welcome Back Legislative Reception.

AT THE ANNUAL Welcome Back Legislative Reception on January 10, over 150 directors, managers, and staff members from Iowa's rural electric cooperatives discussed important issues for the upcoming session with 100 state legislators. Other guests of honor included Lieutenant Governor Kim Reynolds, Secretary of Agriculture Bill Northey, Secretary of State Paul Pate, Iowa Utilities Board Member Nick Wagner, and Iowa Department of Economic Development Director Debi Durham. The Iowa Association of Electric Cooperatives hosted the annual reception at the State Historical Building in downtown Des Moines in conjunction with the Iowa Biotechnology Association, the Iowa Institute for Cooperatives, the Iowa Communications Alliance, and the Petroleum Marketers and Convenience Stores of Iowa.

During this session, priorities for rural electric cooperatives include:

- » Line personnel safety
- » State programs that complement federal rural economic development programs
- » Geothermal property tax exemptions
- » Machinery and equipment tax exemptions for the Duane Arnold Energy Center, a nuclear power plant
- » Review and revision of energy programs

In the coming months, the Iowa General Assembly will address a multitude of issues, including energy-related items central to Iowa's rural economy. Cooperative directors, managers, and staff members will again play an important role as advocates for a balanced approach to energy issues that allows Iowa's member-owned rural electric cooperatives to continue providing affordable, reliable, safe, and environmentally responsible power to more than 650,000 Iowans.

Electric cooperative representatives from all parts of the state will come to the capitol in the next couple of months, where they will be able to visit legislators once again. The annual REC Day on the Hill will be held on March 22, 2017, at the capitol. 

Advocating for safe, affordable, reliable electricity delivered in an environmentally responsible manner. Sign up for Rural Power updates from your electric cooperative at www.iaruralpower.org. Follow them on Facebook at www.facebook.com/iaruralpower.



Questions or Complaints

ECI REC strives to provide you with the best service at the lowest possible cost. But sometimes you have questions regarding your electrical service or billing, or possibly a complaint. We would like to know. Please contact us! Our office hours are from 8:00 a.m. to 4:30 p.m., Monday through Friday.

Local phone: 319-443-4343
Toll free: 877-850-4343
Fax: 319-443-4359
Email: ecirec@ecirec.coop
Mail: 2400 Bing Miller Lane, PO Box 248, Urbana, IA 52345

If you have a complaint related to East-Central Iowa REC's service, rather than its rates, and the complaint is not resolved, you may request assistance from the Iowa Utilities Board.

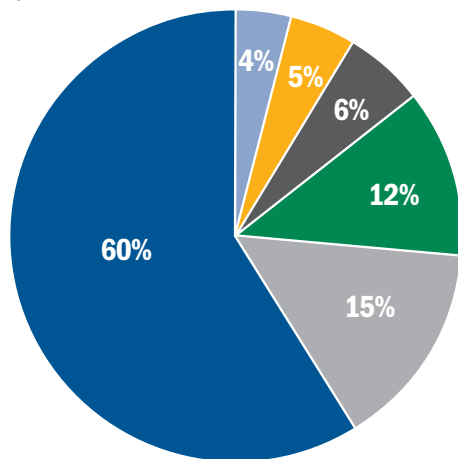
Toll free: 877-565-4450
Fax: 515-725-7399
Email: customer@iub.iowa.gov
(in subject area, note customer service)

Mail: Customer Service, Iowa Utilities Board, 1375 Court Avenue, Room 69, Des Moines, IA 50319-0069

As always, keeping your lights on at an affordable rate is our top priority. We are providing a breakdown of the 2017 budget so you may see where your dollars are invested. The budget includes approximately \$2 million for a new operating facility in Independence and \$4.2 million in system improvements. Some of the improvements include:

- » New services construction – \$103,421
- » Line replacement – \$3.1 million
- » Substation upgrades – \$56,100
- » New transformers, meters, and special equipment – \$321,750
- » Member services upgrades – \$98,000
- » Sectionalizing equipment – \$20,000
- » Pole replacement – \$84,000

These system upgrades are part of our 2017-2020 Construction

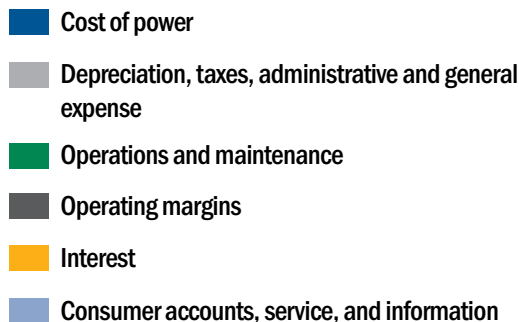


Work Plan, and they make it possible to accommodate new growth and improve the reliability of your electric service.

The budget includes \$272,500 in preventative and ongoing line maintenance programs, including pole testing, meter testing, tree trimming, transformer and breaker maintenance, and many other items.

The graph above provides a brief summary of the 2016 budget now that the year has concluded. 📊

How Your REC Dollars Were Spent in 2016



YOUR BOARD



Board District 11 - Jeff Elliott

Board District 12 - Chris Sackett

Board District 13 - Allen Albers

Board District 15 - Gary McKenna

Board District 17 - Burt S. Byers
(2016/2017 Vice President)

Board District 21 - Don Shonka

Board District 23 - Jim V. Alberts
(2016/2017 Secretary/Treasurer)

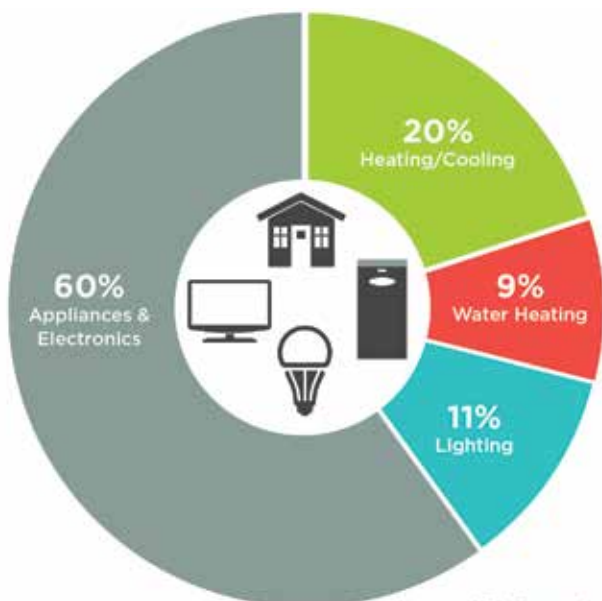
Board District 24 - Jim Barz

Board District 26 - Steve Rau
(2016/2017 President)

Board District 27 - Ryan Kress
(2016/2017 Asst. Secretary/Treasurer)

How Americans Use Electricity

The latest data from the U.S. Energy Information Administration shows that appliances and electronics account for the largest amount of electricity consumption in American homes.



Source: U.S. Energy Information Administration, 2015 Annual Energy Outlook. *U.S. residential sector electricity by major end uses.

CLASSIFIEDS: Free to members only

FOR SALE: John Deere Model 45 Loader and home make snow bucket for two-cylinder tractors with manual trip. Cylinders and hoses are good. Some weld, but solid. Asking \$200 with mounts. Fairbank area. Ph: 563-608-1239

FOR SALE: Two new rear tractor tires, 12.4" x 42", never mounted. Ph: 319-350-0407

FOR SALE: 1988 F-150 XLT six-cylinder, good condition. 187,000 mls, ps, pw, cruise, new tires, bed liner, and running boards. \$2,900. Ph: 319-350-5901

Please email your ad to classifieds@ecirec.coop. Ads for the May/June Heartland Link must be received by April 1, 2017.

East-Central Iowa REC will publish non-commercial advertisements as a service to our members. All ads are free. They may be submitted by any member or employee of East-Central Iowa REC. Ads should contain a phone number, name (if desired), a brief description of items with price if applicable. Each ad is limited to maximum of 50 words; please type or print clearly. Editor reserves the right to edit or reject any ad. No ads will be taken over the telephone—please email, mail, or bring your ad to the office.

See page 2 for the Member Challenge questions.

Answers: 1. _____ 2. _____ 3. _____

Please note: NO ANSWERS will be taken over the phone.

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Message From the CEO

Board of Directors Approves 2017 Budget

YOUR BOARD OF DIRECTORS is happy to report that while 2016 ended in lower kilowatt-hour sales, we were still able to achieve all of our financial goals.

The kilowatt-hour sales for 2016 were 1.3% below budget and 2.2% greater than sales in 2015. However, margins for the year were \$2.4 million, which is \$1 million over the budgeted amount of \$1.4 million. Margins from electricity sales were \$1.2 million. The remaining \$1.2 million came from non-operating sources, such as patronage from Central Iowa Power Cooperative (CIPCO), our generation and transmission cooperative, and other non-profit cooperatives.

The management team worked hard to propose a 2017 budget with expenses comparable to 2016. Our goal is to use technology and reduce costs without compromising service or reliability.