85 YEARS OF THE COOPERATIVE ADVANTAGE.
Letter to the membership
From the Board Chair and President & CEO

85 Years of the Cooperative Advantage

Congratulations Wright-Hennepin (WH) members, on your co-op’s 85th anniversary!

Yes, it was in 1937 when a few brave members in Wright and Hennepin Counties secured a loan from the Rural Electrification Administration (REA) to erect the first poles and string the first wires that brought the miracle of electricity to rural homes, farms and businesses. And consider what that single bold act has wrought since! It literally transformed life overnight and redefined what it meant to live in modern America.

It’s noteworthy when any organization reaches its 85th birthday, and we’ve summed up that achievement in our theme of “85 Years of the Cooperative Advantage.” Think about that. WH has navigated successfully through almost nine decades of challenge, adversity, development and change. And the only way to have done that successfully is to have remained important, even essential, to those we serve.

In fact, while our commitment to delivering on the Cooperative Advantage started 85 years ago, it continues to this day. What does this advantage look like? What are its qualities, benefits and attributes? Well, please consider the following:

THE RELIABILITY ADVANTAGE
The Cooperative Advantage all starts with reliable power. This means:

• In 2021, our members were without power about a half-hour (35 minutes) on average. When members did experience an outage, they were without power, on average, less than 72 minutes. When compared to more than 800 electric co-op distribution systems nationwide, these results put WH in the top 10% for reliability.

• WH has now deployed more than 15,500 Advanced Meter Infrastructure (AMI) meters, which allow us to read meters not just daily but hourly. By the end of next year, our entire system will be upgraded. These new meters will increase energy information to members and allow WH to operate our grid more efficiently.

• In the past five years alone, WH has added almost 5,300 new services, installed 253 miles of line and added more than $20 million to our net utility plant to keep our system modern and reliable.

• Members who also use WH Security to protect their home or business enjoy the reliability of round-the-clock alarm monitoring. Similarly, in 2021, more than 1,000 members enjoyed the peace of mind that comes from limiting exposure to expensive repair bills through WH Appliance Repair.

THE COMPETITIVE PRICING AND CAPITAL CREDIT REFUNDS ADVANTAGE
The Cooperative Advantage also means delivering competitively priced power and providing the rewards of member-ownership. Consider:

• In 2021, the typical monthly residential bill for a WH member was 9.4% less than Xcel. When you consider the impact of our Energy-Saving Programs, the WH advantage swells to more than 13%. And when the 2021 capital credit refund is added, the difference between WH and Xcel balloons to more than 17%.

• And speaking of capital credits, WH continues to speed up its capital credit refunds to members. In just six years, WH has reduced the period we borrow money from members from 27 years to less than 21. In fact, in December 2021, WH gave back $3.75 million with an average check (or bill credit) totaling $85.61!

THE COMMUNITY ADVANTAGE
And the Cooperative Advantage also means supporting the local communities we serve:

• In 2021, through Wright-Hennepin Electric Trust (Operation Round Up), WH members contributed more than $200,000 to 40 charities, non-profits and local community groups. Operation Round Up is funded by our members, who voluntarily round up their bills each month to give back to those in need around them.

• In 2021, WH also participated in four area parades, sponsored the Wright County Fair and a special Electric Vehicle Ride and Drive Event, organized a Fall Festival and community lunch and conducted a holiday coloring contest. Our Annual Meeting was broadcast via livestream and was restructured to limit attendance to protect health and safety.

The world has profoundly changed in 85 years. But the tie that binds those first brave members who helped string wire in 1937 to the modern member who charges their phone and car with our power, is their common experience with the Cooperative Advantage. I know you join us in celebrating this important milestone and to the many years of service and support that made it possible. As always, thank you for your business!

Erick Heinz, Board Chair
Tim Sullivan, President & CEO
WH is celebrating 85 years of the Cooperative Advantage. Your co-op is proud to deliver best-in-class performance and valuable products and services for you, our member-owners. The Cooperative Advantage is demonstrated through returned capital credits, high member satisfaction scores and excellent reliability. Learn more about WH’s commitment to you at whe.org.

Here is how the Cooperative Advantage is put into action:

**Service performance**

WH uses the American Customer Satisfaction Index (ACSI) survey questions to collect your feedback.

87
WH’s 2021 ACSI Score

*Data from 2021 ACSI Industry Reports

87
WH’s 2021 ACSI Score

Investor-owned utilities 72*
Search engines 76*
Social media 70*
Co-op utilities 73*

WH’s Board of Directors

Wright-Hennepin’s Board of Directors. Back, from left to right: Duane “Butch” Lindenfelser, District 2; John Reynolds, District 4; Erick Heinz, District 9; Mike Tieva, District 6; Tim Young, District 1. Front, from left to right: David Silver, District 8; Chris Lantto, District 5; Pat Bakeberg, District 3; Kenneth Hiebel, District 7.

Two ways to save on electric vehicle charging

**Storage Charge:** Allows charging for eight hours a day at a discounted rate.

**Time-of-Use:** Allows charging any time of day with a varied rate based on time.

**Reduce your carbon footprint with Solar and Renewable Choices**

**Solar Choice:** Offsets an amount of your electric bill with a fixed solar rate.

**Renewable Choice:** Allows WH to match 100% of your energy consumption with Renewable Energy Credits generated by renewable resources.

IN 2021, WH RETURNED $3.75 million IN CAPITAL CREDITS TO MEMBERS!

Capital credits are remaining margins returned to members after WH uses the capital to offset the cost of providing services. In the last 6 years, WH has returned more than $23 million in capital credits!

IN 2021, WH INVESTED $10.3 million TO IMPROVE GRID RELIABILITY including upgrading poles, wires, transformers and more.

IN 2021, WH RECEIVED 83,575 INCOMING CALLS ANSWERED

WH received 83,575 calls in 2021 and helped address members’ questions and concerns. We helped set up 1,243 new accounts last year.
LOW OPERATING COSTS MEAN YOU SAVE BIG
WH continues to keep operating costs below state and national benchmarks by implementing technology and process improvements which allow us to pass the savings on to you, the member-owners of the cooperative.

WH wholesale power and operating costs

Keeping operating costs low

WH PROVED RELIABLE AGAIN IN 2021
As many of us continue to go to school or work from home, reliable power is essential. In 2021, WH’s electric service once again proved reliable. Power was on for all members across our service territory for more than 99.99% of the year. We continue to improve our distribution system in order to achieve top 10% performance in reliability among cooperatives.

Members averaged <1 outage over two years

SAFETY PERFORMANCE

SAFETY TRAINING
GOAL: Employee attendance of 4 required safety trainings
GOAL SURPASSED AT 91%

INSURANCE PREMIUMS
GOAL: Current year claims are less than 50% of premiums
GOAL: 10%

2021 RESIDENTIAL RATES REMAINED COMPETITIVE
Part of the cooperative advantage is keeping rates competitive. WH takes this mission seriously, as the graph below demonstrates. When compared with other electric utilities and cooperatives, WH keeps rates low. Members can save even more on power with WH’s Energy-Saving Programs (ESP). The graph below shows how WH compares to state and national averages.

WH PROVED RELIABLE AGAIN IN 2021
As many of us continue to go to school or work from home, reliable power is essential. In 2021, WH’s electric service once again proved reliable. Power was on for all members across our service territory for more than 99.99% of the year. We continue to improve our distribution system in order to achieve top 10% performance in reliability among cooperatives.
WH Holding products and services

WH owns multiple subsidiary businesses, which are separate from the electric operation. These businesses keep costs down by generating profits and eating costs that offset the retail price of electricity for WH members. WH Holding is the legal umbrella under which these businesses reside, protecting the electric cooperative's not-for-profit status.

In 2021, WH Holding absorbed almost $1.3 million in cost allocations, which equals about $27 a year in savings for each WH member.

WH Appliance Repair supplies service technicians to fix major appliances when needed and helps provide protection from large, unexpected appliance repair bills.

WH Tree Services provides tree trimming, shaping and removal and emerald ash borer treatments.

WH International Response Center (WHIRC) provides around-the-clock wholesale home security monitoring services to customers across the United States.

WH Security provides retail security alarm systems and monitoring services to thousands of homes and businesses in Minnesota and Wisconsin, including 3,505 WH members.

WH Generation offers turn-key installation of on-site electric generators for commercial members.

WH Holding is the legal umbrella under which these businesses reside, protecting the electric cooperative’s not-for-profit status.
Save money on charging with WH!

Do you have an electric vehicle (EV) or are you thinking about getting one soon?

EVs are a great opportunity to save money and improve the environment – and they are fun to drive, too! When you purchase a ZEFNET charging station from WH, which is compatible with all plug-in vehicles, you can get up to $1,000 in rebates! Sign up for WH’s EV Storage Charging Program and take advantage of low energy rates and rebates. Call (763) 477-3000 to learn how to save.

ANSWERS TO COMMON EV QUESTIONS:

- **AVERAGE RANGE**: 250 MILES
  
- **AVERAGE COST TO FUEL**: $3.50 FOR A FULL CHARGE
  
- **AVERAGE CHARGE TIME**: 1 HOUR FOR 10 – 20 MILES

WH to enact special capital credit retirement of $3.5 million in April!

A special capital credit retirement of $3.5 million will be returned to WH members in mid-April as the result of margins being more favorable than budget from 2021 electric operations. Most WH members who purchased electricity last year will receive a portion of this special retirement based on their 2021 electric usage. On average, residential checks or bill credits will be approximately $80 per household.

Several factors combined to produce the favorable margins. First, WH experienced record sales in 2021. Second, WH’s power costs were significantly lower than projected due to special credits from wholesale power suppliers. Third, WH spent less on operations than was budgeted. “Thanks to strong operating performances, effective cost control and better than anticipated sales, WH closed out 2021 fiscally strong,” said Board Chair Erick Heinz. “As a result, your board of directors voted to return this additional margin to the members right away instead of following the capital credit retirement schedule.”

This is the fourth special capital credit retirement approved by the board of directors. The first was for business in 2008, the second for 2012 business, and the third for business in 2018.

The Board has determined the special retirement will be distributed as an additional capital credit retirement outside of the general retirement, which normally occurs in December. As such, members will receive a check in the mail if their refund is $10.00 or more unless they have opted to receive a bill credit. Members whose refund is between $1.00 and $9.99 will automatically receive a bill credit. This is an additional retirement on top of the $3.75 million general capital credit refund provided to WH members in December 2021.

Capital credit refunds are a unique advantage of the cooperative business model. WH members share in the success of the cooperative, which operates as a not-for-profit, member-owned business.
### Financial report
for the years ended December 31, 2021 and 2020

#### Consolidated balance sheet

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Plant assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Utility plant</td>
<td>$220,133,133</td>
<td>$211,629,962</td>
</tr>
<tr>
<td>2 Construction work in progress</td>
<td>1,341,902</td>
<td>224,910</td>
</tr>
<tr>
<td>3 Total utility plant</td>
<td><strong>221,475,035</strong></td>
<td><strong>211,854,872</strong></td>
</tr>
<tr>
<td>4 Less accumulated depreciation</td>
<td>83,618,521</td>
<td>79,285,392</td>
</tr>
<tr>
<td>5 Net utility plant</td>
<td><strong>137,856,514</strong></td>
<td><strong>132,569,480</strong></td>
</tr>
<tr>
<td><strong>Other property and investments</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6 Investments in associated organizations</td>
<td>$54,696,924</td>
<td>$54,654,744</td>
</tr>
<tr>
<td>7 Non-utility property-net</td>
<td>2,409,605</td>
<td>1,799,481</td>
</tr>
<tr>
<td>8 Notes receivable</td>
<td>23,812</td>
<td>13,087</td>
</tr>
<tr>
<td>9 Other investments</td>
<td>1,718,277</td>
<td>1,558,403</td>
</tr>
<tr>
<td>10 Total other property and investments</td>
<td><strong>58,848,618</strong></td>
<td><strong>58,025,715</strong></td>
</tr>
<tr>
<td><strong>Current and other assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11 Cash and cash equivalents</td>
<td>$19,580,952</td>
<td>$17,963,359</td>
</tr>
<tr>
<td>12 Accounts receivable</td>
<td>5,403,905</td>
<td>5,493,526</td>
</tr>
<tr>
<td>13 Other accounts receivable</td>
<td>998,694</td>
<td>1,399,481</td>
</tr>
<tr>
<td>14 Accrued unbillable revenue</td>
<td>6,602,523</td>
<td>6,410,217</td>
</tr>
<tr>
<td>15 Contract assets</td>
<td>230,389</td>
<td>123,337</td>
</tr>
<tr>
<td>16 Materials and supplies inventory</td>
<td>2,820,084</td>
<td>2,086,199</td>
</tr>
<tr>
<td>17 Other current and accrued assets</td>
<td>512,476</td>
<td>446,950</td>
</tr>
<tr>
<td>18 Total current and other assets</td>
<td><strong>36,149,023</strong></td>
<td><strong>33,914,565</strong></td>
</tr>
<tr>
<td>19 Deferred debits</td>
<td>1,663,642</td>
<td>1,901,382</td>
</tr>
<tr>
<td>20 Total assets</td>
<td><strong>234,517,797</strong></td>
<td><strong>226,411,142</strong></td>
</tr>
</tbody>
</table>

#### Statement of operations

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating revenues</strong></td>
<td>108,871,315</td>
<td>107,239,326</td>
</tr>
<tr>
<td><strong>Deferred revenues</strong></td>
<td>95,971</td>
<td>(5,640,711)</td>
</tr>
<tr>
<td><strong>Cost of power</strong></td>
<td>70,384,769</td>
<td>67,675,604</td>
</tr>
<tr>
<td><strong>Local operating expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>54 Distribution (operations and maintenance)</td>
<td>$8,930,237</td>
<td>$8,732,148</td>
</tr>
<tr>
<td>55 Member accounts and service</td>
<td>3,669,096</td>
<td>4,254,880</td>
</tr>
<tr>
<td>56 Administrative and general</td>
<td>4,628,596</td>
<td>4,135,646</td>
</tr>
<tr>
<td>57 Total local operating expenses</td>
<td><strong>17,227,929</strong></td>
<td><strong>17,122,674</strong></td>
</tr>
<tr>
<td><strong>Fixed charges</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>58 Property tax</td>
<td>$2,664,687</td>
<td>$2,424,468</td>
</tr>
<tr>
<td>59 Depreciation and amortization</td>
<td>6,726,880</td>
<td>6,473,167</td>
</tr>
<tr>
<td>60 Interest on long-term debt</td>
<td>2,986,012</td>
<td>3,356,111</td>
</tr>
<tr>
<td>61 Total fixed charges</td>
<td><strong>12,377,579</strong></td>
<td><strong>12,253,746</strong></td>
</tr>
<tr>
<td><strong>Net Operating Margins</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>62 Extraordinary items</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>63 Net Operating Margins</td>
<td><strong>8,977,009</strong></td>
<td><strong>4,546,591</strong></td>
</tr>
<tr>
<td><strong>Conservation improvement program</strong></td>
<td>(573,795)</td>
<td>(456,347)</td>
</tr>
<tr>
<td>65 Total non-operating margins</td>
<td>1,663,642</td>
<td>642,180</td>
</tr>
<tr>
<td>66 Net operating and non-operating margins</td>
<td><strong>10,067,116</strong></td>
<td><strong>4,732,424</strong></td>
</tr>
<tr>
<td>67 Generation and transmission and other capital credits</td>
<td>2,326,528</td>
<td>2,826,792</td>
</tr>
<tr>
<td>68 Net margins</td>
<td><strong>12,393,644</strong></td>
<td><strong>7,559,216</strong></td>
</tr>
</tbody>
</table>

#### EQUITY

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Members' equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>21 Patronage capital</td>
<td>85,662,716</td>
<td>$81,024,627</td>
</tr>
<tr>
<td>22 Other equities</td>
<td>12,777,316</td>
<td>11,334,578</td>
</tr>
<tr>
<td>23 Total members' equity</td>
<td><strong>98,440,032</strong></td>
<td><strong>92,359,205</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Long-term debt (less current maturities)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>24 RUS notes</td>
<td>$53,151,621</td>
<td>$57,761,255</td>
</tr>
<tr>
<td>25 Nat. Rural Utilities Co-op Finance Corp</td>
<td>10,083,308</td>
<td>11,241,212</td>
</tr>
<tr>
<td>26 CoBank notes</td>
<td>22,987,159</td>
<td>24,828,696</td>
</tr>
<tr>
<td>27 Total long-term debt</td>
<td><strong>96,222,088</strong></td>
<td><strong>93,831,163</strong></td>
</tr>
<tr>
<td><strong>Current and other liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>28 Current maturities of long-term debt</td>
<td>5,530,584</td>
<td>$4,735,000</td>
</tr>
<tr>
<td>29 Accounts payable</td>
<td>1,973,076</td>
<td>2,121,460</td>
</tr>
<tr>
<td>30 Accounts payable-purchased power</td>
<td>7,624,295</td>
<td>9,679,089</td>
</tr>
<tr>
<td>31 Consumer deposits</td>
<td>1,903,702</td>
<td>1,942,252</td>
</tr>
<tr>
<td>32 Other current and accrued liabilities</td>
<td>8,763,022</td>
<td>8,051,515</td>
</tr>
<tr>
<td>33 Total current and other liabilities</td>
<td><strong>25,794,679</strong></td>
<td><strong>26,529,316</strong></td>
</tr>
<tr>
<td>34 Deferred credits</td>
<td>14,060,698</td>
<td>13,691,458</td>
</tr>
<tr>
<td>35 Total members' equity and liabilities</td>
<td><strong>234,517,797</strong></td>
<td><strong>226,411,142</strong></td>
</tr>
</tbody>
</table>

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**Letter to the members of Wright-Hennepin Cooperative Electric Association, Rockford, Minn.**

Eide Bailly LLP, an independent certified public accounting firm, has audited Wright-Hennepin Cooperative Electric Association’s financial statements for the year ended December 31, 2021. The audit firm has issued their unmodified opinion dated March 10, 2022, on the financial statements. Copies of the audited financial statements are on file at the cooperative’s office for inspection.
Hotline Update
MARCH 2022 ANNUAL REPORT FOR WRIGHT-HENNEPIN MEMBERS

Commitment to community

$4,632,068
Donated to LOCAL CHARITIES AND ORGANIZATIONS through Operation Round Up since 1994.

$771,850
SCHOLARSHIPS awarded to students by WH since 1988.

Community events
WH hosted or participated in 18 community events and activities in 2021.

USB and night lights
WH donated more than 6,200 USB plugs and night lights to local elementary students in 2021.

Check out our updated logo!
We recently updated our logo to include a smooth lightning bolt between the W and H.

2022 Annual Meeting
Celebrating 85 years of the Cooperative Advantage!

THURSDAY, APRIL 21, 2022
6:30 – 7 P.M.

The meeting will include director elections for districts 4, 6 and 8, a financial report and reports from WH and WH Holding leadership.

Celebrate WH’s 85th Anniversary!
Pick up your butter and anniversary gift during the month of April!

Bring this coupon to WH’s office in Rockford during the month of April to pick up your free pound of butter* and special 85th Anniversary tote bag*.

*Limit one per household, while supplies last.

2022 Annual Meeting
ONLINE

Join us online for our Annual Meeting livestream and be entered to win one of four $85 bill credits! Details on how to enter will be provided during the meeting.

HOW TO WATCH
» https://vimeo.com/event/1740303
» Check whe.org or social media for the link
» Hover over the QR code with your phone or tablet camera

IN PERSON

In-person registration is currently full. To be put on a waiting list call (763) 477-3000.
Mike Tieva, Maple Grove, is the incumbent director in District 6. Mike and his wife, Jennifer, have been WH members for 17 years. Mike is the president and owner of Northland Mechanical Contractors, Inc. located in New Hope, Minnesota, and has been with the company for 34 years. He has served as a management trustee on three boards for the past 13 years: Pipe Trade Services MN Welfare Fund, Pipe Trades Services MN Retiree Health Fund and PTSMN Health Care Services, Inc. Mike is also a director with Heartland Group Insurance Captive. Mike earned his Credentialed Cooperative Director Certificate within a year of being elected to the WH Board in 2016. He is the vice-chair of WH Holding Company and the secretary/treasurer of WH. He holds a bachelor’s degree from Minnesota State University, Mankato, in business administration, and is a graduate of the Minneapolis Pipefitters Joint Apprenticeship Training Program. Mike’s favorite pastime is coaching his children in the Osseo Maple Grove Hockey Association (OMGHA) program.

“As a WH Director, my primary responsibility is to look out for the interests of the members. I strive to provide increasingly clean, safe, reliable and affordable electricity and competitive services to the members that Wright-Hennepin Cooperative serves.”

John Reynolds, Buffalo, is the incumbent director in District 4. John and his wife, Stacie, have been WH members for over 20 years. They have three daughters together. Reynolds attended St. John’s University in Collegeville with an Army ROTC scholarship and received his bachelor’s degree in mathematics. After graduating, he entered active-duty service for four years, where he earned the rank of captain. Shortly after, he moved back to Minnesota and entered the manufacturing field as a Division Manager for New Flyer Industries. Reynolds has spent his career holding executive-level positions in manufacturing, such as Vice President of Operations for Neoplan USA, where he led a business turnaround effort for plants in CO, TX, and PA. He recently worked as Chief Operating Officer for Standard Iron and Wire Works in Monticello. In this position, Reynolds was responsible for the company wide operations including 5 plants in the USA and Mexico. Currently, Reynolds is the Vice President of Operations for Stratasys in Eden Prairie, a key position on the Global Operations team. He is responsible for U.S.-based manufacturing, quality, supply chain and engineering functions.

“I hope to maintain the high level of service and good value of the co-op, in light of many challenges.”
NOTICE OF ANNUAL MEETING OF THE WRIGHT-HENNEPIN COOPERATIVE ELECTRIC ASSOCIATION

TO ALL MEMBERS:

Please take notice that the Annual Meeting of the members of the above Cooperative will be held at its headquarters in Rockford, Minnesota, at 6:30 p.m. on Thursday, April 21, 2022, to take action on the following matters:

I. The reports of officers, directors, and committees.

II. The election of three directors, one from District 4, one from District 6, and one from District 8. In connection with the election scheduled for this meeting, candidates have been nominated pursuant to the Bylaws.

III. Any other business that may come before the meeting or any other adjournments thereof.

Due to challenges associated with COVID, in-person ballots will not be accepted at the Annual Meeting. Ballots properly submitted by mail or electronically will be counted. In the event the Annual Meeting is postponed or canceled, the election of directors shall continue. Once certified, director election results will be made available on the Cooperative website and communicated to the membership via email from the Cooperative.

If the meeting is canceled due to inclement weather or for any other reason, the meeting will be rescheduled for Thursday, May 5, 2022.

Erick Heinz, Board Chair

Four candidates for District 8

Steve Draeger
DISTRICT 8

Steve Draeger is running for director in District 8. Steve and his wife, Sue, have two adult children and three grandchildren. They live in Maple Grove, MN, and have been members of WH for 22 years. Draeger is a problem-solver who utilizes process thinking and thrives in fix-it situations. As a leader, he builds an organizational culture that establishes challenging goals and sets clear objectives. Before retiring in 2019, he worked for 21 years at United Hardware Distributing Co., a member-owned hardware distribution cooperative in Plymouth, first as COO and then as president and CEO. There, he created and implemented the company vision and mission. Draeger was Chair of the Risk Committee at Elite Distributors Insurance Company and Director of Distribution America. He graduated top of his class from the Hardware Management Program and later attended the University of Chicago Graduate School of Business Executive Education Programs. Draeger and his wife attend Grace Free Lutheran Church in Maple Grove where he serves on the Board of Trustees for the church.

“I would be honored to serve you as Director of District 8. I’m confident my past experience will enable me to serve the interests of the cooperative’s members while providing both support and guidance to management.”

David Silver
DISTRICT 8

David Silver, Maple Grove, is the incumbent director in District 8. David and his wife, Gail, have been members of WH for 29 years. Silver was a 40-year member of the Local Union 160, IBEW and completed his construction apprenticeship to earn his Journeyman Lineman’s license. He continued working in construction before being hired by Northern States Power, which merged to become Xcel Energy Inc. in 2000. He was hired as a substation electrician and worked his way up through positions including Foreman, Lead and General Foreman. He was challenged to meet and surpass safety goals, improve customer satisfaction and cultivate an efficient cost-effective workforce. He also worked to prepare non-benefit employees for potential company benefit positions. He retired from the company in October 2013 after 28 years. While at Xcel, Silver worked on distribution line upgrades, underground distribution installation, storm restoration and PCB hazardous waste disposal projects. Silver served in the U.S. Army as a Military Policeman. David and Gail have a son, Jarrod. They attend Wayzata Evangelical Free Church in Plymouth. He is a member of Shamrock Golf Course and is a volunteer at Cross Food Shelf in Rogers.

“I would be honored to share my experience and knowledge in support of our cooperative.”

Steve Draeger
DISTRICT 8

Steve Draeger is running for director in District 8. Steve and his wife, Sue, have two adult children and three grandchildren. They live in Maple Grove, MN, and have been members of WH for 22 years. Draeger is a problem-solver who utilizes process thinking and thrives in fix-it situations. As a leader, he builds an organizational culture that establishes challenging goals and sets clear objectives. Before retiring in 2019, he worked for 21 years at United Hardware Distributing Co., a member-owned hardware distribution cooperative in Plymouth, first as COO and then as president and CEO. There, he created and implemented the company vision and mission. Draeger was Chair of the Risk Committee at Elite Distributors Insurance Company and Director of Distribution America. He graduated top of his class from the Hardware Management Program and later attended the University of Chicago Graduate School of Business Executive Education Programs. Draeger and his wife attend Grace Free Lutheran Church in Maple Grove where he serves on the Board of Trustees for the church.

“I would be honored to serve you as Director of District 8. I’m confident my past experience will enable me to serve the interests of the cooperative’s members while providing both support and guidance to management.”

Andrew Schroepfer
DISTRICT 8

Andrew Schroepfer is running for director in District 8. Andrew and his wife, Jill, have two children. They live in Plymouth, Minn., and have been members of WH for 8 years. Schroepfer is CEO/Founder of IfIWere.XYZ, an investment firm and ideation agency. He researches, invests in and publishes content on growth ideas best understood as new revenue opportunities for firms embracing innovation with minimized risk and maximized potential. His app allows growth seeking leaders to view ideas and vote for their favorites. His career in technology began in finance at Piper Jaffray, Goldman Sachs, and Tier1 Research – a firm he built and sold - now owned by S&P Global. Andrew successfully managed a hedge fund before taking strategy leadership roles with cloud firms Hosting and Rackspace. Schroepfer holds a bachelor’s degree in accounting and economics from St. John’s University. He is a member of a Metropolitan Breakfast Club and Wayzata Country Club. Andrew has three published books relating to career advice, investments and digital innovation.

“It will be an honor to contribute my knowledge in technology and finance as a WH Director ensuring all members have access to energy innovations. If elected, expect a disciplined fiduciary who wants the same as you – reliable power at competitive rates.”

Mark Skinner
DISTRICT 8

Mark Skinner is running for director in District 8. Mark and his wife, Martha, live in Maple Grove and have been members of WH for 32 years. They have three children and six grandchildren. He received his bachelor’s degree in electrical engineering from the University of Wisconsin. Mark earned his Registered Professional Engineer certification through the State of Minnesota and was a Certified Electrical Professional through the National Association of Electrical Distributors. Mark’s professional career has focused on power and control systems, through which he has developed strong fiscal, technical and leadership skills. Currently, he is a technical manager for Asyril U.S. in Eden. His prior experience includes time as an Account Manager with Border States Electric. He also held positions with the Lakeland Group of Companies for 23 years, first as a design engineer and then working his way up to President of Control Assemblies Company. While there, he focused on world class automation projects for the clients. Mark enjoys cross country skiing and riding his electric bike.

“I would like to apply my personal and professional experience and lead WH into the future. A future where the planet is respected and all members receive great value and a life enhanced by electricity.”