

Eastern Illini

Electric News • Electric News • Electric News 217-379-2131 or 800-824-5102

Cooperatives—building the future together

Farmers, independent businesses, and other rural Americans face many challenges today. These include increasing costs, intense competition, and technology which changes so rapidly it is hard to keep up. Communication, entertainment, and electricity delivery systems are not nearly as cost effective in rural areas because the user base is not as concentrated as in urban areas. Large capital investments and advanced training are necessary to implement precision farming systems. Sophisticated grain

marketing strategies and effective access to major credit markets require special expertise. As we move into the future, change will continue to accelerate and the gap between the "haves" and the "have-nots" will widen. **Or will it?**

Cooperatives bring advantages to people in rural areas. They are owned and controlled by their user-members to benefit the user-members. This differs from other businesses which are focused on profits for investors. Instead of concentrating on bottom-line net income,

cooperatives can focus on providing the technology and services their patrons want and need, both today and tomorrow. In fact, co-op directors and managers spend significant time and effort positioning their cooperatives for the future. Cooperatives combine the resources and efforts of their members to give economy-of-scale to all members. Both large and small users benefit from the operation of the co-op. Working through their cooperatives, people are **building the future together**.

Remember this slogan!

We will be making random calls during January to see if you know this slogan as part of our continuing cooperative promotion.

You will receive a \$20 credit on your next bill if you answer correctly. Keep it by your phone — you may be one of the lucky members we call.

COOPERATIVES

*Building
the
Future
Together*



Mark your calendar now!

Eastern Illini Electric Cooperative Annual Meeting
Saturday, March 8, 1997
Paxton-Buckley-Loda High School
Paxton, Illinois

MARCH

8

- Pick up your EIEC letter opener
- Register for an 18-inch Digital Satellite System (DSS®), door prizes and \$25 bill credits
- Take advantage of health-screening services
- Enjoy a lunch of chicken, beef, ham, mashed potatoes and gravy, cole slaw, noodles and cobbler.
- Elect five directors
- Be entertained by "A Natural High," a 20-member chorus from Iroquois County



▲ Merrell and Linda Mahan pause on the porch of their church-turned-antique mall, located just west of Tuscola.

A haven for antiques

Linda and Merrell Mahan are in a situation many people might envy: They enjoy traveling, but their business is doing so well that they feel tied down.

The EIEC members, who operate the Prairie Church Antique Mall, opened for business in early April last year. The place is in the old Cartright Methodist Church.

"Merrell had retired from Pittsburg Plate Glass, Mt. Zion, and I had retired from the Visiting Nurses Association of Mason County, and right after that we'd done a lot of traveling, Linda says. "We finally thought we were done with that, so we set out to find something we could

do together. Since we're both interested in antiques, we thought an antique shop would be a good idea."

With that in mind, they set out to find a place that would work well, with a lot of wide open space being one of the main criteria. Price and location were factors, too.

"This building came on the market in June 1994, and it looked almost ideal to us," Merrell says. "It's located on the north side of Route 36, about four miles west of Tuscola. There's a lot of traffic and it's just west of Bache Chapel, which is a good landmark. And there's another antique mall just down



◀ In the photo at left, EIEC Manager Wm. David Champion, Jr. buys a cooler from Linda; he notes that his family used one just like it when working in the fields. The lower photos show a sampling of the wares in a couple of booths.



the road. We bought it in November 1994. Incidentally, it was built in 1903."

"The building is 31 feet x 60 feet, and has a good basement, which we thought we could use, and there was room in the back for a nice apartment for us," Linda adds. "We just built booths, put in lights, and we were about ready to go."

The Mahans note that they aren't strictly in the antique business as such, but are in the booth-rental business. "We built 10 booths, and we rent them out," Merrell says. "We don't do consignment sales, either. A lot of the stuff here is ours because we enjoy antiques so much."

They note that their busi-

ness is almost ideal for them. "We're both antique enthusiasts from the word go, and we see an awful lot of very nice pieces," Linda says. "We buy a lot of antiques right in our parking lot."

Merrell adds, "We'd thought we might need to go out to auctions and farm sales and the like, but we do very little of that. We can find all we need right here."

While they've been enthusiasts for years, the Mahans note that they have made an occasional bad buy, as many do who are new to the business. "But you learn fast in a situation like that," Merrell says.

They remark that being around all those antiques is a

real pleasure, but add that meeting people is another benefit of their business. "We've had a lot of people here from Indiana, and there are quite a few who came from the St. Louis area," Linda says. "We had a correspondent from Thailand here who was brought in by friends. And we've had visitors from Sweden and Germany, too."

The Mahans, bitten again by the travel bug, will be traveling in January and February, so the business will be closed. To free up more time, they've decided to put the business up for sale.

If you want to contact them, you can phone them at (217)253-3960.

Donald Conn wins \$50

Dale Kuhn, EIEC manager of marketing services and economic development, presents Donald Conn of Thawville with a \$50 check from Soyland Power Cooperative. Conn completed a Soyland geothermal survey and his name was drawn for the \$50 prize.

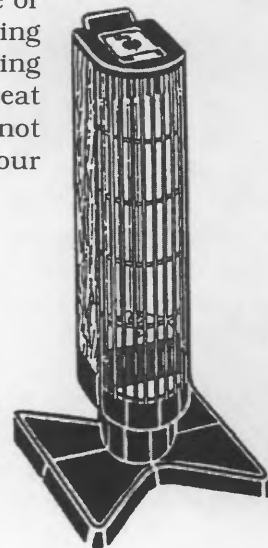


Quartz heaters available from EIEC

You can purchase an electric quartz heater from EIEC for only \$30. The marketing services department has a limited supply of 1,500-watt portable electric quartz heaters available. Portable electric heaters are a **clean** and **safe** alternative to messy kerosene or unvented gas units. They can be used to supplement your central heating system in a drafty room or they can be used in lieu of your central heating system when temperatures are mild or you don't necessarily need to heat your entire home. Quartz heaters are radiant heaters (they heat objects, not air), so you will not only save money by lowering the thermostat on your central system, but you will be **super-comfortable**.

Features:

- Saves energy
- Automatic thermostat
- Tip-over safety switch
- Overheat safety feature with manual reset button
- UL approved
- Convenient carrying handle
- All controls mounted on top



Geothermal — The solution to your heating, cooling and water heating needs

Harold and Nancy Loy and their three children, Brock, Mitchell and Haley live on a farm near Beaverville in a charming 1,975-square-foot home. Harold has served as an EIEC director since March 1992 and Nancy is a secretary and bookkeeper at the Donovan Farmers Co-op Elevator. The Loy's heating-and-cooling system needed to be replaced, so they had EIEC representatives perform an energy analysis to determine what their costs would be if they installed a geothermal system. The analysis showed their costs could be dramatically reduced. In 1993, they took out a 5 percent EIEC loan and had the payments added to their monthly bill. Boyce Electric in Cissna Park installed the system and they purchased an 80-gallon Sepco water heater from EIEC. From Soyland Power Cooperative, they received a \$500 rebate for installing the system and they also receive demand-side energy credits. In addition to the efficiencies of the system, they were pleased that they could get rid of the gas tank and other outside equipment.



Harold and Nancy Loy, seated, are pictured with their children. Haley is kneeling in front, while Brock and Mitch are standing.

Dale and Joyce Meyer live near Paxton in a lovely 2,100-square-foot home. Dale is executive vice president of the Farmers-Merchants Bank at Paxton and Joyce owns and operates Classic Travel Inc. out of their home. The Meyers have three children: Julie Meyer of Champaign, Susan Rasmus of Carol Stream, and Steven of Coeur D-Alene, Idaho. Because of high energy costs, the Meyers contacted EIEC to learn more about the geothermal system they had read about in the co-op magazine. Delighted with the results of an energy audit, they took out a 5-percent EIEC loan and had Boyce Electric of Cissna Park install a geothermal system. They also purchased an 80-gallon Sepco water heater from the cooperative. For installing the system, they received a \$500 Soyland rebate and also receive demand side energy credits. Their energy bills have been cut in half. They also like the comfort and cleanliness. Furthermore, Dale and Joyce are enjoying the DSS system they purchased from SkyQuest.



Dale and Joyce Meyer

Eastern Illini announces enhancements to the 5% loan program

**Qualifying members can finance electric heat,
a stand-by generator or a service entrance upgrade**

You can save on the 4¢ electric heat rate or the 5¢ interruptible rate

Apply for an EIEC loan and borrow up to the following amounts:

- **\$10,000 for a geothermal system**
 - **\$5,000 for an all-electric heat installation**
 - **\$3,000 for an add-on heat pump**
 - **\$10,000 for a stand-by generator***
 - **\$600/\$1,200 for a service entrance upgrade****
- * Account must be on Rate 18 or Rate 24**
**** Must accompany electric heat or water heater installation**

If you qualify, you can borrow the money at an interest rate of 5% and have the payments added to your monthly electric bills.

Contact the marketing services department for more information.

Need a new water heater?

**EIEC will give you a \$150 rebate for converting
your fossil fuel water heater to electric.**

***Remember—there's no flame, fumes
or carbon monoxide with electricity***

**EIEC's product line of high quality and energy efficient electric
water heaters includes:**

52 gal. Freedom \$25 + tax
30 gal. Sepco \$125 + tax
50 gal. Sepco \$125 + tax
80 gal. Sepco \$150 + tax

If you purchase a water heater from EIEC, you must participate in the water heater control program. You will also be eligible for a \$6 per month demand side energy credit if your monthly kilowatt-hour use exceeds 500 kilowatt-hours.

No insurance sales, endorsements

EIEC has learned that many of its members have received letters or "surveys" from an insurance company addressing its pitch to "Rural Co-operative Members," which implies that the company is somehow endorsed by, or affiliated

with, EIEC. **It is not.** We do not endorse this insurance company or its products, nor do we provide member mailing lists to them or any other insurance company.



and counting.

Over 2 million highly satisfied subscribers already know why DIRECTV® is satellite TV at its best. Anyway, it's the fastest growing consumer electronics product in history because we give those 2 million households over 175 channels. You get up to 55 pay-per-view movies a night plus revolutionary sports packages like NFL Sunday Ticket™. All are delivered through the 18-inch DSS® dish. DIRECTV® is at its best price ever. So call us today and join the crowd — you'll be in very good company. Call SkyQuest® at 1-800-236-9263.



**119 S. Market
Paxton, IL 60957**



Board meeting report



On November 26, the Eastern Illini Electric Cooperative board of directors held its regular board meeting at the cooperative's headquarters in Paxton.

Minutes of the Oct. 29, 1996, board meeting were approved.

The statement of revenues and expenses for the month ending October 31, 1996, including the following information was approved: total operating revenues \$1,603,355, total operating expenses \$1,914,900, total cost of electric service \$2,184,408, operating margins (\$581,053), total margins (\$520,027) and year-to-date margins \$207,091.

During October, 93 members joined the cooperative and 96 terminated their memberships.

Director Day, chairman of the Land Use and Facilities Committee, indicated the committee met Nov. 14 to review the 1997 capital budget. After discussion, the report and 1997 capital budget were approved.

The board went into executive session.

Continuing the open session, a report of the Nov. 8 Policy and Regulation Committee was given by Chairman Byers. He indicated the committee is continuing its review of the cooperative's policies and regulations and will meet again Jan. 10.

President Chesnut announced the Audit and Finance Committee will meet Dec. 3 and the Annual Meeting Planning Committee will meet Dec. 23 prior to the board meeting.

Manager Champion indicated the Nominating Committee met Nov. 1 to select candidates for the Dec. 2, 1996, Nominating Committee election and the March 8, 1997, director election. In addition, the board appointed tellers in Directorate Districts 1, 5, 10 and 12 to open and tally ballots for the Nominating Committee election on Dec. 19 at cooperative headquarters.

Furthermore, Manager Champion provided the board with the following information: an update on franchise negotiations with several com-

munities, the objectives of the 1995 strategic plan have been met, and the buyout of RUS loans is being investigated.

The board discussed the CFC Key Ratio Trend Analysis for 1995, the RUS Borrower Statistical Profile, and the process for the 1997 strategic planning session.

In other action, the board adopted Rate 3 and approved revisions to Rider 5 and Regulation 21. The board also approved RUS Form 268, Report of Compliance and Participation and presenting a bylaw change to the membership for consideration at the March 8 annual meeting.

An outline of the October 30 all-employee meeting and safety meeting was given by Director Thompson who represented the board. Manager Champion provided an in-depth November job training and safety activities report.

President Chesnut indicated he had attended NRECA Course 520.2, "The Effective Board Meeting" Nov. 6-7 in Springfield, and Director Knox reported on the "Director Basics" seminar he attended in Princeton on Nov. 22.

A report of the Nov. 21 Association of Illinois Electric Cooperative board meeting was given by Director Chesnut. The AIEC board approved the audit report for fiscal year ending June 30, 1996. Financial, regulatory, legal and engineering reports were received.

Manager Champion, the Soyland Power Cooperative Chairman of the Board, and alternate director Ludwig summarized the Nov. 20 SPC board meeting. Power Supply, Finance Committee and Marketing Committee reports were given.

Utili-soft Manager Jeff Tankersley reviewed marketing activities. SkyQuest Manager Dave Lithgow indicated SkyQuest has around 5,200 DIRECTV subscribers and previously owned DSS equipment is now available at \$149.

The EIEC board will conduct its next meeting on Dec. 23.

There being no further business to come before the board, the meeting was adjourned.

**If you are building a new home,
you can purchase
an EIEC water heater
for just \$1**

Eastern Illini

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EASTERN ILLINI ELECTRIC COOPERATIVE ANNUAL MEETING

Saturday, March 8, 1997
Paxton-Buckley-Loda High School
Paxton, Illinois

PRIZES • PRIZES • PRIZES

- Two 18-inch DSS® systems
- Two SEPCO 80-gallon water heaters
- 50 door prizes including \$25 bill credits
- All members will receive an EIEC letter opener

Lunch will be served from 11 a.m. until 12:30 p.m.
(chicken, beef, ham, mashed potatoes and gravy, cole slaw, noodles, and cobbler)

A 20-member chorus from Iroquois County, A NATURAL HIGH, will entertain

- Members will elect five directors
- Free blood pressure checks
- \$5 diabetes screening
- \$5 cholesterol checks
- Children's I.D. program
- Child care

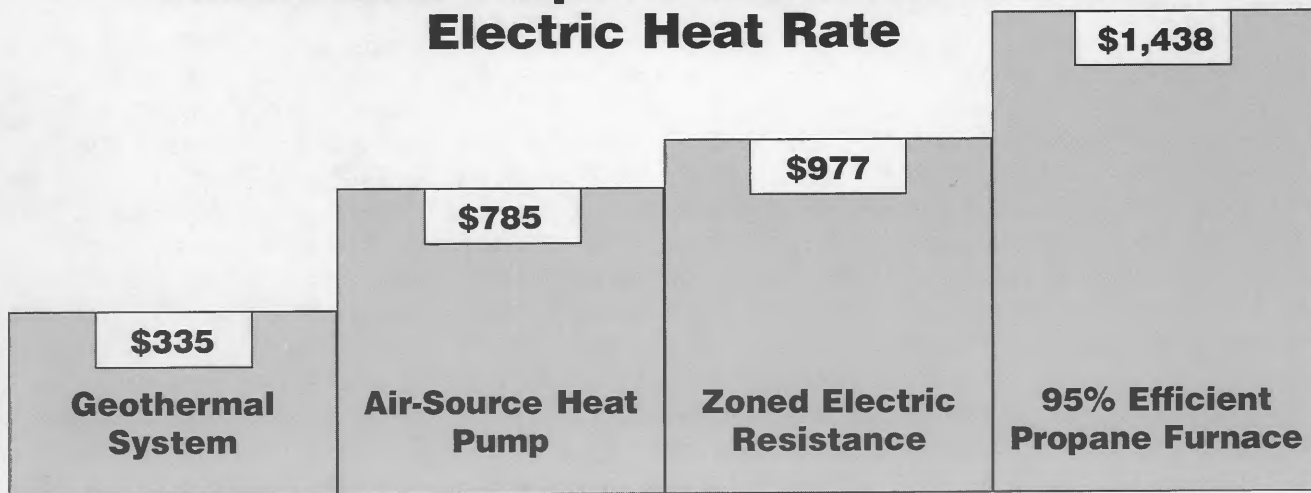
CHECK OUT THE DISPLAYS

- Geothermal system
- Air source heat pump
- Radio-controlled water heaters
- Demand side management

See the DSS system and DIRECTV at the SkyQuest display

Watch for the annual report in the March Illinois Country Living Magazine

Electric vs. Propane with EIEC's 4 cent Electric Heat Rate



Approximate Annual Cost to Heat a 2,000 Square Foot Home

*Average cost of propane 12/15/96: \$1.20 per gallon



Becky is shown with one of her portraits. She notes that she can paint a nice portrait from a good photo, if necessary.

There's art at the end of the rainbow

Becky Barker of Chatsworth is back in the art business after a long hiatus. Seemingly born with the talent, she took to drawing early. "My dad could draw really well," she says, "and my mother did a lot of crafts. In fact, she went to the Art Institute in Chicago after she graduated from high school."

At any rate, her parents and grandparents were quick to recognize and encourage her artistic talents. They went together and bought her the Fa-

mous Artists' course for talented young people, which she completed.

Then she got married and started her family. Four sons followed over about the next 11 years. "It's hard to do very much when you have little children and are working outside the home," Becky says, "but I kept up with my art as a hobby, as much as possible."

As time went by and the kids needed less of her time, Becky decided to get serious again about her art. "I took the

Conni Gordon refresher home study course and the Kachina Advanced Art Portrait course, too, and I felt I was ready to go again," she says.

She started painting and decided to set up her studio in the family house a few miles south of Chatsworth. "We love the country life," she notes, "and when my husband's parents retired and moved to Florida, we moved in here."

The family, incidentally, consists of Rusty, who works for Helena Chemicals in



A wall represents a family effort. The landscape painting is Becky's, while the ribbon-bedecked saw blades were a 4-H project done by her youngest son, T.J. The pottery is by Travis, her oldest son.

Chatsworth, Becky, and sons Travis, Jim and C.J. Their first son, Dana, passed away just over two years ago.

"I decided to design a logo for my business," Becky says, "and I put a lot of thought into it. I decided to name it Rainbow Trail Studio. Since Rusty and my three living children are the rainbow of my life, I incorporated them symbolically in it. The Big 'R' stands for Rusty, while the bands of the rainbow stand for my children. The teardrop or raindrop over the i is for Dana, who was only 20 when we tragically lost him. The rainbow trail name comes from an inspirational Navajo song," she adds.

Once set up and going, Becky started entering competitions and has done very well, and notes that she'll paint just about anything on just about anything. "I have people come in with a saw," she remarks, "and they'll ask me to paint a scene on the blade that incor-

porates a loved one who had owned the saw. I do work with oils on tractor seats, coal scoops, pizza boards, coffee cups, milk cans, slaw cutters, truck bumpers, saws and on



Becky displays a sawblade with a hay-baling scene.

traditional artist's canvases. My family and I have also done billboards and business signs."

But it's people and pet portraits where her heart is, because while portraits are more challenging, they're also more fun, she says.

I've been marketing my pastel portraits of people and animals," she says, "and I've done well with them. I have some on display and for sale at the Wall Works in Pontiac, and I occasionally have paintings at Keepsake Corner in Chatsworth and at Green Acres in Roberts.

With sales success and a long string of "Best of Show," Judges' Choice" and "First Place" ribbons, it was only natural that Becky would get involved in the judging of others' efforts, and she notes that she judged last year at the Iroquois County Fair, and also at the Kankakee County Fair.

"Judging is interesting," she says, "but I enjoy giving demonstrations, too. I've done some demonstrations in pastels for various groups, and I've gotten involved in several speaking engagements and some 'paint-along' demonstrations. I enjoy teaching kids and adults in watercolors, pencil, pastels and oil."

Becky does some landscape painting, and remarks that a good part of her business involves painting portraits from photographs. "People can send me a good photo," she says, "and I can do a really nice portrait from it. As I mentioned earlier, I like the challenge a portrait gives, and a portrait from a photo is better yet!"

Interested readers can reach Rainbow Studio at R.R. 1, Box 271, Chatsworth, IL 60921, or by telephone at (815) 635-3772.

Board meeting report



The Eastern Illini Electric Cooperative Board of Directors held its regular board meeting at the cooperative's headquarters in Paxton on December 23, 1996.

Minutes of the November 26, 1996, board meeting and executive session were approved.

The statement of revenues and expenses for the month ending November 30, 1996, including the following information was approved: Total Operating Revenues \$2,140,178, Total Operating Expenses \$1,742,700, Total Cost of Electric Service \$2,009,379, Operating Margins \$130,799, Total Margins \$157,865 and Year-To-Date Margins \$364,956.

In November, 85 members joined the cooperative and 80 terminated their memberships.

Director Bauer, chairman of the Annual Meeting Planning Committee, reported the committee had met prior to the board meeting to finalize plans for the 1997 annual meeting. The board approved the committee report and officially set the date of the next annual meeting, March 8, 1997, at the Paxton-Buckley-Loda High School, Paxton.

A report of the December 3 Audit and Finance Committee was given by Director Anderson, chairman of the committee. The committee examined the accounts of the cooperative and reviewed expense statements, disbursements and supporting data in accordance with the cooperative's bylaws. All records were found to be in order. The report was approved.

Director Reitz, chairman of the Member and Public Relations Committee, indicated the committee had met December 2. They discussed member and public relations activities and established a 1997 Information and Institutional Advertising Budget. The board approved the report.

Manager Champion provided the board with the following information: a General Assembly Joint Committee on Electric Utility Regulatory Reform Final Report; a progress report on the strategic planning process; franchise negotiations are ongoing with several communities; litigation activities; surge suppression data; a recap of directors and employees voluntary Christmas food basket donations; tellers counted Nominating Committee ballots in Directorate Districts

1, 5, 10 and 12 on December 19 at the cooperative's headquarters; and a report of the November 11-12 National Rural Telecommunications Cooperative board meeting.

In other action, the board approved the 1996 Power Requirements Study, the 1997-2000 Construction Work Plan, the 1997 Operating Budget, and paying the 1997 Illinois Cooperative's Workers Compensation Group assessment.

The board went into executive session.

Continuing the open session, President Chesnut reported on the November 27 all employee meeting and safety meeting. A comprehensive December job training and safety activities report was furnished by Manager Champion.

Directors Anderson, Byers, Chesnut, Knox, Loy, Ludwig, Raber and Thompson indicated they had attended NRECA Course 544.2, "Rate Issues and Concepts in the New Utility Environment" November 16-17 in Springfield.

The board selected Manager Champion as the voting delegate and Director Byers as the alternate for the March 17 NRTC annual meeting which will be held in Las Vegas, Nevada.

A synopsis of the December 19 Association of Illinois Electric Cooperative board meeting was given by Director Chesnut. Financial, ICWCG, IEC Federal Credit Union, Illinois General Assembly activities, regulatory, legal and engineering reports were given.

Highlights of the December 18 Soyland Power Cooperative board meeting were provided by Director Warmbir. Manager Champion, the Soyland Power Cooperative Chairman of the Board, presided over the meeting. Power Supply, Finance Committee and Marketing Committee reports were given.

Utili-soft Manager Jeff Tankersley reviewed the proposed 1997 Utili-soft Operating Budget and updated the board on marketing activities. SkyQuest Manager Dave Lithgow reviewed the proposed 1997 SkyQuest Operating Budget and indicated SkyQuest will have around 5,600 DIRECTV subscribers by the end of 1996. Both operating budgets were approved.

There being no further business to come before the board, the meeting was adjourned.

Coming this Spring!!! Channel Earth

The first ever television station strictly devoted to **America's Farmer**. Programmed and directed by Orion Samuelson and Max Armstrong, this Chicago-based channel will have live regional market reports, live farm data reports, agriculture news and views, and features on rural living.

Channel Earth is an exclusive on **DIRECTV**. For more information, call **SkyQuest**, at **800-236-9263**. Ask about your EIEC member discount.



SkyQuest
119 S. Market
Paxton, IL 60957



Eastern Illini

Electric News • Electric News • Electric News 217-379-2131 or 800-824-5102



Annual Report

Official Notice of 1997 Annual Meeting Saturday, March 8, 1997

Notice is hereby given that the 10th Annual Meeting of members of Eastern Illini Electric Cooperative will be held on Saturday, March 8, at 1 p.m., at the Paxton-Buckley-Loda High School gymnasium, 700 West Orleans, Paxton, Illinois. Registration will begin at 10 a.m. and will close at 1 p.m. The meeting will be called to order at 1 p.m. and action will be taken on the following:

1. The reports of officers, directors and manager.
2. The election of five directors (one each from Directorate Districts 2, 6, 8, 9 and 13). In connection with the election of directors, the following candidates have been nominated: Glenn R. Anderson, Kempton, for Directorate District 2; Robert D. Thompson, Paxton, for Directorate District 6; Bradley J. Ludwig, Fithian, for Directorate District 8; Robert W. Bauer, Cissna Park, for Directorate District 9; and Herbert L. Aden, Newman, for Directorate District 13.
3. To consider and act upon proposed bylaw amendments as recommended by the board of directors, a summary of which is furnished with this notice.
4. To consider and transact all other business which may properly come before said meeting or any adjournment or adjournments thereof.

Dated at Paxton, Illinois, this 21st day of February, 1997.

Glenn R. Anderson
Secretary

Attendance gift



An EIEC letter opener is this year's attendance gift.



President's report



Marion Chesnut

A

s I reflect back on my first year as president of the board of directors, it quickly comes to mind that the electric business is growing more complex each day. The board and management team are working toward the specific goals of providing our members with service excellence while positioning the cooperative so it will be a valid player in a quickly approaching competitive environment. Efficient operations and reduced costs are additional components that will be vital in the future. We are working on a five-year plan designed to meet all of these challenges.

Our subsidiary businesses represent diversified services that will help financially while boosting the cooperative's value to the membership. Two of our three subsidiaries still are growing and have not shown profits to date; however, the value of these businesses continues to increase and is currently several times the amount of money that we have invested in them.

With all of these activities comes an increased level of responsibility to manage the cooperative's assets to their fullest extent. The board and management team take this stewardship very seriously. What used to be half-day board meetings have become all-day meetings. We started our board meeting in December at 8:30 a.m. and finished at 7:30 p.m. As I mentioned earlier, the business has become very sophisticated.

Part of the evolution that we visualize involves customer choice of where they purchase their electric energy. It is important that the cooperative's policies and regulations are updated and can support this change. We have been working on an evaluation and revision of the policies and regulations for several months and we are nearing the point of implementation of the changes. The results will be a set of policies and regulations that allow our members more flexibility. Again, this is improved service.

You will notice that some minor bylaw changes are recommended for your consideration. Most of the changes deal with some title changes and some additional clarification of duties and responsibilities. Some of the changes are housekeeping revisions to keep the bylaws up-to-date. The board of directors presents these changes to you with its recommendation that you approve them.

These are just a few of the many improvements that we are making to enable the cooperative to be an organization with which you are proud to be associated. We will continue with diligent efforts to make a very good organization even better.

I look forward to visiting with you at the annual meeting on March 8.

Prizes • Prizes • Prizes

Two 18-inch Digital Satellite Systems (DSS®) will be given away. We require that the DSS systems be installed in SkyQuest's authorized territory. Winners will be responsible for taxes.

Two 80-gallon SEPCO water heaters manufactured by Vaughn Manufacturing Company will be awarded. We do require that the water heaters be installed on the cooperative's lines.

Fifty prizes, including \$25 bill credits, will be given at the close of the business meeting.

• *Eligibility for prizes: To be eligible for all prize drawings, you must be registered for this year's annual meeting by 1 p.m. You must be present to win.*

M

My past two annual reports have discussed two issues that are of extreme importance to EIEC and its members. One issue was the high wholesale power costs from Soyland Power Cooperative and the other was Retail Wheeling/Deregulation/Competition.

Last year I reported I expected you would receive information in 1996 that would inform you of the direction Soyland would be taking to resolve the wholesale cost issue. You received information this past fall when we reported to you that Soyland had been able to negotiate a consensual write-down of its debt of nearly \$1 billion. Further, we returned our share of the Clinton Nuclear Power Station to Illinois Power Company on Sept. 1, and we negotiated a new power supply agreement that will cause our wholesale costs to be competitive within five years. Why five years? Why not now? Even though we negotiated this substantial write-down of debt, it was not a complete forgiveness of all the debt. It will take approximately four and one-half years to get the remaining portion of the debt paid down. At that point, Soyland's energy costs to EIEC should be competitive. As chairman of Soyland's board of directors, I know first hand this is the best deal we could have hoped to accomplish. Soyland would have most assuredly ended up in a bankruptcy reorganization of its debt had we not achieved this agreement. I truly believe the taxpayers and, most importantly, our members are well ahead with this arrangement than they would have been after a very lengthy and very costly Soyland bankruptcy proceeding.

The other point of prior discussion was that of retail wheeling/deregulation/competition. Incidentally, most people are using these three terms interchangeably. Last year, I reported I believed that we would see some sort of legislation in Illinois which would initiate this concept in either 1996 or 1997. It appears that 1997 will indeed be the year. What will the enabling legislation look like? It is anyone's guess at this point. Some proponents want to see all classes of service have the opportunity to have direct access to the energy provider of choice starting in 1998.

Others would prefer to see a phase-in of different classes of service at different times over the next eight years. We at EIEC are planning to be ready for implementation in the new environment in five years. I suspect that a compromise will occur as the bill is developed. Our plans will be adjusted as needed. I assure you we will be involved in representing your interest as members of the cooperative.

All departments within the cooperative, as well as the subsidiary companies, are reviewing our operating efficiencies so we can improve the level of service to you while controlling the costs associated with doing so.

During the past year, one of our employees retired. Richard L. Haines served in a number of capacities during his 37 years as an employee. He served in the positions of clerk, cashier, billing supervisor, bookkeeper, accountant, records specialist and accounting manager. As you can see from this list, he developed a wide array of knowledge about cooperative operations. We miss his expertise and smile around the office, but he seems to really be enjoying retirement. We wish Dick and DiAnne continued happiness and we thank Dick for his loyal service.

Last year was good to us from the weather perspective and we're planning for a good year in 1997 as well. Of course, March 8 is one of those days that we hope the weather will be kind. I hope you will come to your annual meeting and exercise your right to vote on issues affecting your cooperative.

SERVICE



EXCELLENCE

Manager's report



Wm. David
Champion, Jr.



Annual meeting special

EIEC members can purchase a **Digital Satellite System**

(DSS®)

from SkyQuest® at the annual meeting

\$149 + tax

Cash & carry

(A \$249 value, normally sold to EIEC members at \$211.65 + tax)

Lunch

Chicken, beef, ham, mashed potatoes and gravy, green beans, corn, cole slaw, noodles and cobbler will be served from 11 a.m. - 12:30 p.m.

Candidates for board of directors

Glenn R. Anderson, Kempton Directorate District 2

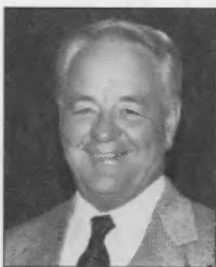


Glenn R. Anderson is secretary of Eastern Illini Electric Cooperative. In 1984, he was elected to the Eastern Illinois Power Cooperative board and has served on the Eastern Illini Electric Cooperative board since consolidation. While a member of the EIPC board, he served as treasurer. Anderson received the Professional Directors Certification from the National Rural Electric Cooperative Association in 1989.

After 40 years of farming in the Kempton area, Anderson and his wife, Esther, retired in 1994. The Andersons have four married children: Ellen Dyke of Ogden, Lisa Martin of Bourbonnais, Eric of Mendota, and Keith of Edwardsville. Glenn and Esther also have eight grandchildren.

Anderson presently is serving as supervisor of Mona Township. Recently, he served as assistant fund-raising chairman for the new Alzheimer's unit at Prairie View Nursing Home. He is past director of the Tri-Point School District, Prairie View Nursing Home and Prairie View Lutheran Foundation. Anderson is a member of the St. John's Lutheran Church of Cullom and the Ford-Iroquois Farm Bureau.

Robert D. Thompson, Paxton Directorate District 6



Robert D. Thompson was elected to the Eastern Illinois Power Cooperative board in 1978 and has served on the board of Eastern Illini Electric Cooperative since consolidation. During his tenure, he has held the offices of president, vice president, secretary and treasurer. He has also served as the cooperative's delegate and alternate at state and national meetings. In 1989 he received the Professional Directors Certification from the National Rural Electric Cooperative Association.

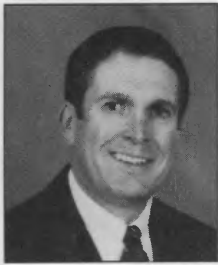
Thompson and his wife Janet, a retired registered nurse, live on a grain farm near Paxton where he has farmed for 39 years. They were both born and raised and attended school in Paxton. The Thompsons have three daughters; Cindy Schaumburg of Bloomington is a registered nurse; Julie Edwards of Rantoul is a special education teacher; and Chris Bock of Streamwood is a registered nurse. They also have seven grandchildren.

A member of the Evangelical Covenant Church in Paxton, he has served as church chairman, treasurer, Sunday School superintendent and teacher. Thompson is a former member of the Soil Conservation Service Board.

Bradley J. Ludwig, Fithian Directorate District 8

Bradley J. Ludwig was elected as a director of Eastern Illinois Power Cooperative in March 1985. He has served on the Eastern Illini Electric Cooperative board since consolidation and currently serves as vice president. He is also an alternate director to the Soyland Power Cooperative board. He completed the National Rural Electric Cooperative Association Professional Directors Training Courses and was certified in 1990.

Ludwig and his wife Sally (Walder) reside near Collison in Vermilion County. He graduated from Armstrong High School and attended Danville



Junior College for two years and the University of Illinois for one year. The Ludwigs operate a grain farm in Pilot Township. In addition, he has his state of Illinois insurance license and is employed by Heartland Insurance Agency in Danville as a sales agent.

The Ludwigs have four daughters: Holly, Kelly, Courtney and Casey.

Ludwig is a member of the Muncie Baptist Church where he has served as a trustee. He has served as an Illinois Farmers Union State Delegate, ASCS committeeman in Vermilion County and has also served as a board member on the Armstrong-Ellis Grade School board.

Robert W. Bauer, Cissna Park Directorate District 9



Robert W. Bauer was elected to the Eastern Illinois Power Cooperative board of directors in 1983 and has been a director of Eastern Illini Electric Cooperative since consolidation. In 1995, Bauer received the Professional Directors Certification from the National Rural Electric Cooperative Association.

Bauer and his wife, the former Sandra Hofer of Cissna Park, were born and raised in the Cissna Park area. Bauer began his grain farming operation in 1959. Sandra formerly owned the Cissna Park Flower Shop where she is still employed.

The Bauers have four children: Deborah Orsinger of Roanoke, Virginia, is a homemaker; Doug of Cissna Park is employed at the University of Illinois; Eric is at home; and Dan lives in Cissna Park and farms with his father. Bob and Sandra also have eight grandchildren.

Bauer is a member of the Christian Bible Church at Cissna Park. Currently, he is serving as a member of the church board and has also served as secretary. In addition, he has served on the board of the Cissna Park Cooperative Grain Company and is a member of the Ford-Iroquois Farm Bureau.

Herbert L. Aden, Newman Directorate District 13



Herbert L. Aden is the treasurer of Eastern Illini Electric Cooperative. In 1979, he became a director of Illini Electric Cooperative and since consolidation has been a director of Eastern Illini. He has also held the positions of secretary, vice president, and has been a delegate for the AIEC meeting. In 1991, he received the Professional Directors Certification from the National Rural Electric Cooperative Association.

Aden has been a cash grain farmer near Newman since 1979. Born and raised in the St. Joseph-Royal area, he graduated from Ogden Community High School and earned a bachelor of science degree in agriculture from the University of Illinois.

Aden's wife, the former Nancy Schweineke, grew up in the Newman area. She teaches business education at Villa Grove Community High School. The Adens have four daughters: Mindy is a graduate of the University of Illinois, Urbana, and is employed as an accountant at Deere & Co., Moline; Tiffany is a sophomore at Concordia University, River Forest; Casey is a freshman at Millikin University, Decatur; and Lindy is an eighth grader at Jefferson Junior High School, Champaign.

A member of the Immanuel Lutheran Church at Broadlands, he has served as vice president of the congregation and on the board of Christian Education.



A Natural High

"A Natural High" originated as a Watseka First Christian Church vocal octet nearly 15 years ago. Since that time, the group has expanded its membership to 20 individuals from 12 churches and 10 communities throughout Iroquois County. Three of the group's original members are still an active part of the 1997 program.

A Natural High has focused its repertoire on down-home sound that encompasses gospel and secular selections from days past. The members encourage hand-clapping and singing along, which makes the nostalgia shine through in their songs.

Regardless of the varied personalities, ages and backgrounds, the common bond that keeps them together is the love of God, country and music, and an expressed interest in sharing music that is truly "A Natural High."



Child Care

Child care will be provided from 12:45 p.m. until the end of the business meeting for all children ages two and older. Anne Newman, Paxton Carnegie Librarian, will provide entertainment for the children.



Children's ID program

The Paxton Police Department will be available to take finger prints and photos of your children and establish their ID records.



Standing (from left): Richard Rademacher of Penfield, Michael Kane of Cullom, Shirley Schoolman of Gilman, Wayne F. Apperson of Foolsland, Lavon C. Blasey of Clifton, John Wilkening of Cissna Park, Jerry C. Doulgass of Rossville and Loren W. Schable of Atwood. Seated (from left): Dan Eyer of Anchor, Darrell Abrahamson of Loda, Richard D. LaFond of Donovan and Malcolm McIntyre of Newman.

Nominating Committee meets November 1

A meeting of the Nominating Committee was held at the headquarters of Eastern Illini Electric Cooperative in Paxton Nov. 1, 1996.

The committee nominated candidates for five EIEC directorships: Glenn R. Anderson, Kempton, Directorate District 2; Robert D. Thompson, Paxton, Directorate District 6; Bradley J. Ludwig, Fithian, Directorate District 8; Robert W. Bauer, Cissna Park, Directorate District 9; and Herbert L. Aden, Newman, Directorate District 13.

Furthermore, the committee nominated two candidates in Directorate Districts 1, 5, 10 and 12 for the Nominating Committee election.

Sample Ballot — Election of Directors Eastern Illini Electric Cooperative March 8, 1997 — Paxton, Illinois

**For Director from
DIRECTORATE DISTRICT 2
(3-Year Term)**

(Vote for one)

- Glenn R. Anderson, Kempton

**For Director from
DIRECTORATE DISTRICT 6
(3-Year Term)**

(Vote for one)

- Robert D. Thompson, Paxton

**For Director from
DIRECTORATE DISTRICT 8
(3-Year Term)**

(Vote for one)

- Bradley J. Ludwig, Fithian

**For Director from
DIRECTORATE DISTRICT 9
(3-Year Term)**

(Vote for one)

- Robert W. Bauer, Cissna Park

**For Director from
DIRECTORATE DISTRICT 13
(3-Year Term)**

(Vote for one)

- Herbert L. Aden, Newman



Nominating Committee election results

On Dec. 19, 1996, tellers from Directorate Districts 1, 5, 10 and 12 counted Nominating Committee ballots at the cooperative's headquarters in Paxton. The ballots were mailed to members in those districts on Dec. 2, 1996. French L. Fraker, attorney for the cooperative, supervised the ballot counting and tallying.

John Pflum and Ronnie Schultz of Tuscola, John Maurer of Saybrook, Mike Potter of Potomac, Dewain Moore of Rossville, and Dean Albrecht and Marvin Becker of Gilman served as tellers.

A total of 3,381 ballots were mailed to members and 973 were returned, or 29 percent.

Elected to serve three-year terms on the Nominating Committee were:

| Member | District | Alternate |
|-------------------------|--------------------|---------------------------|
| Terry Bose, Anchor | District 1 | Paul Ummel, Saybrook |
| Roger R. Ebert, Onarga | District 5 | Shirley Schoolman, Gilman |
| James Weston, Rossville | District 10 | John W. Clark, Rossville |
| Carl Bialeschki, Tolono | District 12 | Eugene Kamradt, Tolono |

Eastern Illini Electric Cooperative Board of Directors

William P. Raber
Saybrook
District 1

Glenn R. Anderson
(Secretary)
Kempton
District 2

Gene P. Warmbir
Clifton
District 3

Harold M. Loy
Beaverville
District 4

Donald Reitz
(Assistant Secretary)
Gilman
District 5

Robert D. Thompson
Paxton
District 6

Larry Knox
Dewey
District 7

Bradley J. Ludwig
(Vice President)
Fithian
District 8

Robert W. Bauer
Cissna Park
District 9

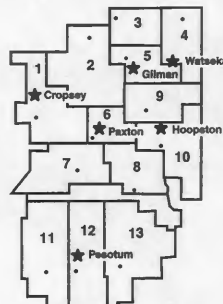
Marion Chesnut
(President)
Rossville
District 10

Charles D. Day, Jr.
Bement
District 11

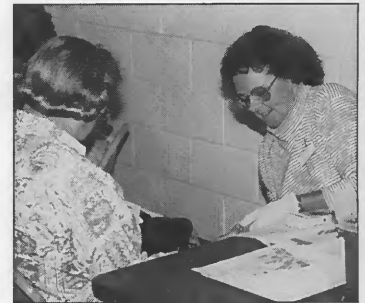
Laverl Byers
Tuscola
District 12

Herbert L. Aden
(Treasurer)
Newman
District 13

French L. Fraker
(Attorney)
Champaign



* Locations of cooperative facilities



Free blood pressure checks

\$5 diabetes screening \$5 cholesterol checks

Have your blood pressure checked by the Ford-Iroquois Health Department free of charge. For \$5 each, they will also do diabetes screening and cholesterol checks. If you plan to take advantage of the diabetes screening, please do it before you eat lunch.

Minutes of ninth annual meeting of members

The Ninth Annual Meeting of Members of Eastern Illini Electric Cooperative was held in the gymnasium of the Paxton-Buckley-Loda High School, 700 West Orleans Street, Paxton, Illinois, on Saturday, March 16, 1996, at 12:30 p.m. The meeting was called to order by President Laverl Byers who presided and acted as Chairman. Glenn R. Anderson, Secretary of the Cooperative, acted as Secretary of the meeting and kept the minutes thereof.

The Chairman announced that the Credentials Committee, consisting of the registration staff, had informed him that there were 411 members present in person and one member present by proxy. Therefore, the attendance in person and by proxy being in excess of 200 members, as required by the Bylaws, the Chairman announced that a quorum was in attendance and he declared the meeting duly constituted to transact business. The proxy was ordered to be filed in the records of the Cooperative. A list of members present in person and by proxy, as reported by the Credentials Committee, is attached to the minutes of this meeting.

Presentation of colors

The presentation of colors was conducted by the Boy Scouts of America and was followed by the recitation by the membership of the Pledge of Allegiance. Following this, the members were led in the singing of the National Anthem by Teri Champion of Paxton, Illinois.

Invocation

The invocation was delivered by the Rev. Richard H. Swain, Pastor of the United Methodist Church of Paxton, Illinois.

Notice of meeting

Secretary Glenn R. Anderson read the official notice of the meeting and the proof of mailing thereof. The Chairman directed the Secretary to annex to the minutes of this meeting a copy of said notice together with the affidavit of mailing thereof.

Approval of minutes

The minutes of the Eighth Annual Meeting of Members held March 18, 1995, as printed in the official annual meeting notice and brochure, were presented for consideration. Director Loy made a motion that the rules be suspended, that the reading of the minutes of the 1995 annual meeting of members be waived and that said minutes be approved as printed in the official annual meeting notice and brochure. His motion was seconded by member Don Blessman and unanimously carried.

Report of treasurer

Herbert L. Aden, Treasurer of the Cooperative, presented the annual financial reports for the calendar year 1995. He directed the members' attention to the financial reports as printed in the Annual Report mailed to all members. These reports consisted of Balance Sheet information, a Statement of Receipts and Expenses and Operating Statistics and Long Term Obligations to RUS and CFC. Among other information, the members were given the following figures concerning the Cooperative's operations during the past year:

| | |
|---|--------------|
| Total Receipts | \$20,119,067 |
| Total Cost of Electric Service | \$20,024,740 |
| Operating Margins | \$ 94,327 |
| Total Margins for the Year (loss) | (\$355,025) |

The Balance Sheet reflected the following information:

| | |
|---------------------------------------|--------------|
| Total Assets | \$45,716,054 |
| Total Liabilities | \$30,308,658 |
| Member Equity | \$15,407,396 |
| Total Liabilities and Net Worth | \$45,716,054 |

The Treasurer also furnished the membership with the following operating statistics:

| | |
|-------------------------------|--------------|
| Cost of Purchased Power | \$12,813,072 |
| Total KWH Purchased | 199,347,037 |
| Total KWH Sold | 180,465,012 |

Director Aden then explained how the losses sustained by the Cooperative's subsidiary operations had affected the overall financial report. Except for the losses sustained by the subsidiary, the Cooperative's electric utility operation was successful and the Cooperative is financially sound. He was confident that the subsidiary companies will soon be showing a profit and should erase their losses in 3-5 years. He further stated that the Cooperative's member equity level of over 30 percent is considered quite acceptable.

Following the completion of his report, member John Wilkening made a motion that the Treasurer's report of the Cooperative's operations for the year 1995 be approved as presented. This motion was seconded by member Steve Swearingen and was unanimously carried.

Introduction of directors, spouses and guests

President Byers introduced the members of the Board of Directors and their wives and General Manager Champion. Special guests attending the meeting were then introduced by Vice President Marion Chesnut.

Report of essay contest winner

Phillip Langley of Hoopston was the winner of the 1995 Essay Contest conducted by the Cooperative and received, as his award, a trip to Washington, D.C. and a \$200 U.S. Savings Bond. By means of a video, he reported his experiences on his trips to Springfield and Washington, D.C. while on the "Youth To Washington Tour" sponsored by the Association of Illinois Electric Cooperatives. He reported that it was a wonderful trip, one which he will remember all of his life, on which he had many new and worthwhile experiences and had made a host of new friends. He closed by thanking the Board and Cooperative members for making this trip possible for him and he urged other students to participate in the essay contest.

Entertainment

Director Donald Reitz introduced the entertainment program consisting of music provided by the Good Times Harmony Four, a barbershop quartet from Champaign-Urbana. This group provided an excellent program of barbershop harmony interspersed with humor. The membership found the program very entertaining and rewarded the performers with enthusiastic applause.

Report of president and general manager

President Byers and General Manager Champion presented a joint report of the activities of the Cooperative during the past year, using a video tape presentation to do so. Through this report, they reviewed the operations of the Cooperative during the past year and its plans for future needs. The President reiterated the Treasurer's prediction that our subsidiary operations will commence to return a profit within two years. Mr. Champion advised that, in his judgment, legislation deregulating the utility industry will be adopted in late 1996 or in 1997. Our high rates, he said, are the result of the Clinton costs to Soyland Power Cooperative, Inc., and every effort is being made to reduce wholesale rates.

President Byers spoke of the mission and goals of Eastern Illini Electric Cooperative. The Board of Directors is making a conscientious effort to stay in touch with the membership and to communicate important Cooperative news to them by magazine and newsletter. He told of Eastern Illini Electric Cooperative's pro-

gram of strategic planning which has focused on financial objectives, improving productivity and operating more efficiently through electronic devices.

Member equity is down slightly but still at 33.7 percent despite the losses sustained by our subsidiary operations. President Byers announced that the Illinois Cooperative Coordinating Committee had selected Manager Champion as the "Manager of the Year" and had chosen the Cooperative's attorney, French L. Fraker, as "Friend of Cooperatives." The Cooperative was proud to have both of these honors awarded to it. He closed by stating that the Cooperative, the Board and its staff of employees will continue their efforts to provide the membership with quality service at a competitive price.

Report of nominating committee

John Wilkening, Chairman of the Nominating Committee, presented the report of that committee advising that the following candidates had been nominated for the position of Director of the Cooperative.

| District | Candidates |
|----------|------------------|
| 1 | William P. Raber |
| 5 | Donald Reitz |
| 10 | Marion Chesnut |
| 12 | Laverl Byers |

In addition, the Nominating Committee reported that it had nominated two candidates each from Districts 3, 4, 7 and 11 for the election of Nominating Committee Members.

Nominating committee election

Mr. Fraker reported that the tellers from Districts 3, 4, 7 and 11 had met on December 29, 1995, to tally the Nominating Committee ballots which had been mailed to members of those Districts. He further reported that the results of the election were as follows:

| District | Member | Alternate |
|----------|-------------------------------|-----------------------------|
| 3 | Lavon C. Blasey Clifton | Rachel Lemenager Clifton |
| 4 | Richard D. LaFond Donovan | David Munson Donovan |
| 7 | Wayne F. Apperson Foosland | Justin Kneeland Dewey |
| 11 | Loren W. Schable Atwood | Alice Murray Atwood |

Election of directors

At the request of the Chairman, the election of Directors was conducted by French L. Fraker, attorney for the Cooperative. Mr. Fraker presented the names of the candidates as nominated by the Nominating Committee. He advised that only one candidate had been nominated for Director from each Directorate-District so that there was no contest for any Directorship up for election. He further advised that the Bylaws of the Cooperative provide that, in such event the election of Directors may be by voice vote if a majority of the members present in person or by proxy at the meeting shall so determine. Thereafter, on motion duly made by member William Orcut, seconded by member Don Blessman and unanimously carried, the following resolution was adopted:

WHEREAS no more than one candidate has been nominated for each Director to be elected at this meeting so that there is no contest for any Directorship up for election, and

WHEREAS the Bylaws of this Cooperative provide that in such event, the election of Directors may be by voice vote if a majority of the members present in person or proxy at this meeting shall so determine;

NOW, THEREFORE, BE IT RESOLVED that the election of Directors by written ballot be waived and that said election shall be by voice vote;

BE IT FURTHER RESOLVED that all of those Directors nominated by the Nominating Committee, to wit:

| District | Name |
|----------|------------------|
| 1 | William P. Raber |
| 5 | Donald Reitz |
| 10 | Marion Chesnut |
| 12 | Laverl Byers |

shall be and the same are hereby declared to be duly elected to the Board of Directors of Eastern Illini Electric Cooperative to hold office for a term of three years until the 1999 Annual Meeting of Members or until their successors shall have been elected and qualified.

Following the adoption of this resolution, the Chairman declared that the following named members had been duly elected as Directors from their respective District, to hold office for a term of three years until the 1999 Annual Meeting of Members or until their successors shall have been elected and qualified:

| District | Name |
|----------|------------------|
| 1 | William P. Raber |
| 5 | Donald Reitz |
| 10 | Marion Chesnut |
| 12 | Laverl Byers |

Questions from the question box and from the floor

President Byers and General Manager Champion responded to several questions submitted by the members. The first of these was a complaint about a delayed response to an outage call. Mr. Champion apologized for this poor service and stated it should not have occurred. He told the members that the Board is considering new arrangements for an answering service and hoped that such events would not be repeated.

The next question pertained to deregulation and its effect upon the Cooperative's operation. Mr. Champion stated that, in his opinion, retail-wheeling is coming and with it general deregulation of the utility industry wherein consumers would be authorized to choose their own supplier of electricity. He was of the opinion that it would be after the year 2000 before consumers are given a chance to choose their electric supplier. The utility industry is presently on the verge of substantial change. No one knows, at this point, just how it will turn out, but those in a position to know are convinced that it will happen. He said that, when it does, this Cooperative will fight to protect its members' interests.

President Byers responded to the third question which asked "When will capital credits be paid again?" He stated that, at this time, it is impossible to say and explained that the heavy startup costs for the Cooperative's subsidiaries have deprived the Board of a chance to declare a capital credits refund. He was hopeful that, when the subsidiaries become profitable, the Cooperative can return to its past practice of re-funding capital credits.

A member raised the question from the floor as to the percentage of Cooperative members who are participating in the SkyQuest television program. Mr. Champion responded, furnishing this information.

Old and new business

The Chairman then called for any old business or any new business which any member might wish to present and discuss. There being none presented and there being no further business to come before the meeting, on motion duly made by member Marion Henning, seconded by member Ray Ault and unanimously carried, the meeting was adjourned.

Drawing for prizes

A drawing for prizes was conducted immediately following the adjournment of the meeting.

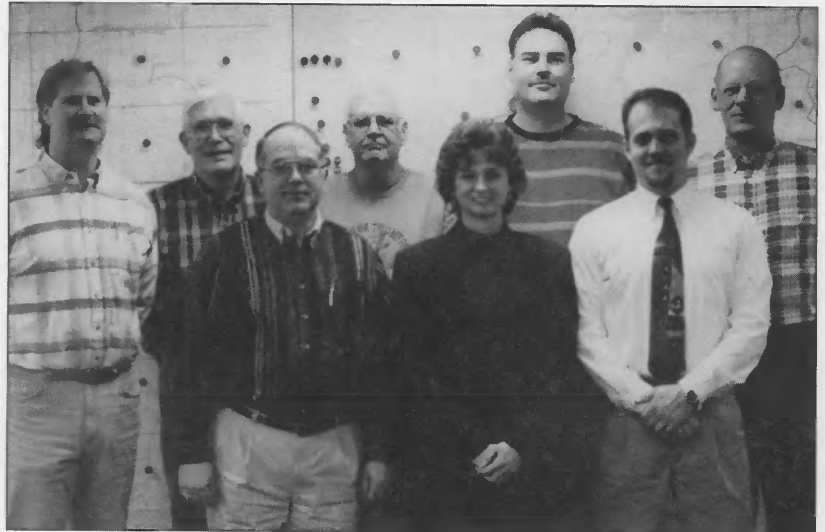
Secretary

APPROVED:

Chairman

Eastern Illini Electric Cooperative Directors and Employees

Back Row (from left): Manager of Operations & Engineering Services Steve Hancock; Engineering Technician Larry Carter; Engineering Technician Bill Davis; Electric System Technician Rusty Snider; Engineering Technician Larry Pilcher
Front Row: Electric System Coordinator Mike Anderson; Electric System Services Representative Jan Rubarts; Electrical Engineer Dustin Tripp



Manager of Marketing Service & Economic Development Dale Kuhn; Marketing Services Specialists Chris Johnson, Dwain Dippel and Tim Frick; and Marketing Services Advisor Pat Gallahue



Wm. David Champion, Jr., manager



Directors seated from left: Gene Warmbir, Wm. David Champion, Jr., manager, Marion Chesnut, president, Bradley Ludwig vice-president, Glenn Anderson, secretary and Donald Reitz, assistant secretary. **Standing from left:** Herbert Aden, treasurer, Robert Bauer, Larry Knox, William P. Raber, Charles D. Day, Jr., Laverl Byers, Harold Loy, Robert Thompson and French Fraker, attorney.



Warehouseman Jim Rubarts;
Mechanic Luke Olmstead;
Warehouseman Dennis Kingren;
Transportation Supervisor Ardell
Schaumburg; Mechanic Mike
Zalaker; Purchasing Agent/
Warehouse Supervisor Floyd
Woolridge



Paxton Area Servicemen Mark Scheiwe and Larry Niccum



Standing (from left): Secretary
Glenda Frette; Manager of
Information Services Jeannie
Kingston. Seated: Manager of
Human Resource Services
Wenona Gumbel



Pesotum Line Crew



Back row (from left): Serviceman Russ
Withrow; Apprentice Lineman John Higgins
Middle Row: Journeyman Lineman Matt
Eisenmenger; Line Foreman Doug Elrod
Front Row: Serviceman Joe Heyen;
Subforeman Rod Blackburn

Paxton Line Crew



Line Foreman Alan Schweighart; Subforeman Keith Bergman;
Apprentice Lineman Jerry Haile; Journeyman Lineman Kevin
Dettmering

Gilman Line Crew



(from left): Journeyman Lineman Doug Vaughn, Serviceman Cliff Miller, Apprentice Lineman Dan Fleming and Line Foreman Mark Redenius

Paxton Line Crew



Standing (from left): Line Foreman Steve Moore and Subforeman Scott Bayles
Seated: Apprentice Lineman Jeff Blackford and Journeyman Lineman Dave Shirley



Journeyman Forester Don Gerdes; Forestry Foreman Dean Price



Standing (from left): Journeyman Lineman Bill Hoffschneider and Line Foreman Gene Miller. Seated: Subforeman John Mount and Journeyman Lineman Tim Kulow



Standing (from left): Manager of Financial Services Brandon Jackson; Accounting Clerk Stacy Ahlden; Manpower Employee Mary Ann Buhrmaster; Consumer Services Representative Karen Davis; Plant Accountant Mary Lou Anderson; Consumer Accounting Clerk Debbie Behrens; Supervisor of Consumer Accounting Mary Foley; Consumer Services Representative Cheryl Henson; Accountant Brian Stagen. Seated: Supervisor of Accounting Delores Coplea; Consumer Services Representative Merrily Griffin; Cashier/Receptionist Jean Anderson

Skyquest® Employees



Standing (from left): Manager of Financial Services Kevin Osterbur; Marketing and Sales Manager Robert Dickey; Technician Mike Bristle; Chief Technician Mike Batte; Manager David Lithgow; Technician Sean Miller; Supervisor of Office Operations Jeannine Langley; Accounting Clerk Tina Behrends; Customer Services Representative Jennifer Pitman; Customer Services Representative Melissa VanGorden; Customer Services Representative Rick Greenlee
Seated: ICE Student Kelly Glazik; Technician Brad Weisenbarn; Customer Services Representative Julie White; Technician Ken Mutchmore



Utili~soft™ Employees



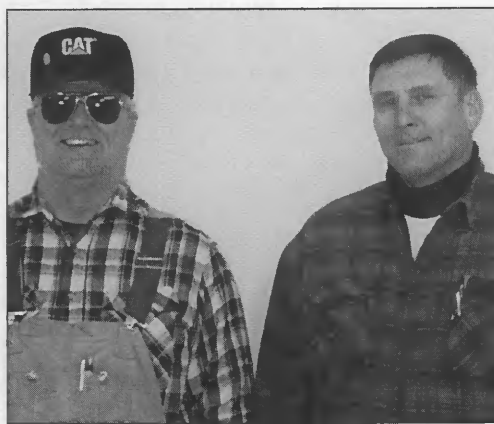
Hoopeston Area Serviceman
Kyle Finley



Standing (from left): Programmer Chris Reynolds; Programmer Carolyn Renken, Field Technician Norman McDonald; Receptionist Dondra Wilson; Field Technician Ben Jabson; and Administrative Assistant Beth Hornstein
Seated: Manager Jeff Tankersley



Meter Tester Everett Kirby



Watseka Subforeman Maurice Hagen
and Serviceman Lyle Kofoot



Cropsey Area Serviceman
Rick Carden

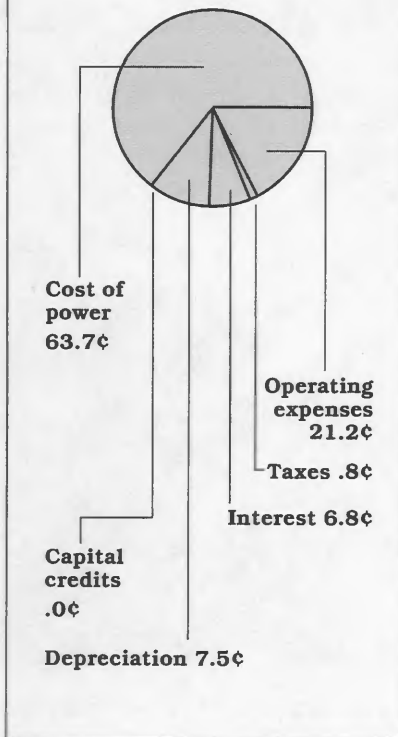


Treasurer's report



Herbert L. Aden

Where your electric dollar went in 1996



The enclosed financial information represents the cooperative's operation for the full calendar year 1996. These reports were taken directly from the cooperative's books and records which are currently being audited by the auditing firm of Clifton Gunderson L.L.C., Champaign, Illinois. The Rural Utilities Service (formerly the Rural Electrification Administration) and the American Institute of Certified Public Accountants' set the standards and scope of the audit.

Interesting information about your cooperative's progress and what it means to local business:

| | 1996 | 1995 |
|--|--------------|--------------|
| Total value of electric plant | \$54,438,639 | \$52,793,330 |
| Total miles of distribution lines | 4,492 | 4,489 |
| Average plant investment per mile | \$12,119 | \$11,761 |
| Average number of consumers served .. | 12,971 | 12,875 |
| Average number of consumers per mile of line | 2.89 | 2.87 |
| Average plant investment per consumer served | \$4,197 | \$4,100 |
| Total cost of purchased power | \$13,058,382 | \$12,813,072 |
| Maximum monthly KW demand | 49,783 | 43,727.9 |
| Total KWH purchased by cooperative ... | 206,830,009 | 199,347,037 |
| Total KWH purchased by members | 188,245,755 | 180,465,012 |
| Average KWH used per month per member | 1,209 | 1,168 |
| Total operating revenue | \$20,499,514 | \$20,119,067 |
| Average monthly electric bill per member | \$132 | \$130 |
| Average monthly revenue per mile of line | \$380 | \$373 |
| Average ownership equity per member . | \$1,128 | \$1,197 |
| Total taxes paid | \$1,046,854 | \$1,159,880 |
| Number of Co-op owned vehicles | 55 | 54 |
| Miles traveled by Co-op vehicles | 801,292 | 760,726 |
| Total transportation costs | \$441,816 | \$394,614 |
| Average cost per mile traveled by Co-op vehicles | 55.14¢ | 51.87¢ |

Summary of proposed bylaw amendments

The bylaw amendments proposed and recommended by the board of directors would effect the following changes in the existing bylaws:

- (1) They would change the title of the General Manager to "President and Chief Executive Officer" and the title of the present President to "Chairman of the Board." Likewise, they would change the title of the Vice President to "Vice Chairman of the Board."
- (2) They would replace the name "Rural Electrification Administration" with the name: "Rural Utilities Service" (since the Rural Electrification Administration has been replaced by the Rural Utilities Service).
- (3) They would assign the duties of the former General Manger to the newly named President.
- (4) They would assign the duties of the former President to the newly named Chairman of the Board and the duties of the former Vice President to the newly named Vice Chairman of the Board.
- (5) They would create a new subsection defining the duties of the Assistant Secretary.
- (6) They would delete the words "General Manger and Executive Vice President" wherever they appear as, under these amendments, there are no longer any such offices.

The board of directors recommends your adoption of these bylaw amendments.

Members financial report

AS OF DEC. 31, 1996. WHAT WE OWN (ASSETS):

| | | |
|---|-------------------|----------------------------|
| Total cost of our system is | \$54,438,639 | |
| We estimate it has depreciated | <u>14,476,002</u> | |
| The net value of our system is | | \$39,962,637 |
| We have cash on hand and in banks amounting to | | 162,003 |
| We have funds invested in short-term securities | | 689,893 |
| We have invested in CFC and associated organizations | | 2,695,477 |
| We have owing us for electric service furnished to members | | 1,923,634 |
| We have owing us for materials sold or other services rendered | | 44,669 |
| We have owing us for interest on invested funds | | 17,203 |
| The value of our stock of materials and supplies amounts to | | 680,598 |
| Our prepaid expenses; deferred charges and miscellaneous assets amount to | | <u>1,284,382</u> |
| TOTAL OWNED | | <u>\$47,460,496</u> |

WHAT WE OWE (LIABILITIES):

| | | |
|--|-------------------|----------------------------|
| We borrowed from RUS and CFC | \$45,396,102 | |
| We have paid back | <u>16,182,018</u> | |
| We still owe RUS and CFC | | \$29,214,084 |
| We owe for power, materials, taxes and interest | | 1,571,686 |
| Customer's deposits paid | | 201,448 |
| Deferred credits and miscellaneous liabilities amount to | | 412,381 |
| Other Non-current liabilities | | <u>1,425,230</u> |
| TOTAL LIABILITIES | | <u>\$32,824,829</u> |

OUR EQUITY (NET WORTH):

| | | |
|---|----------------|----------------------------|
| Membership fees and other capital | (\$2,244,031) | |
| Patronage capital and operating margins | 16,549,412 | |
| Non-operating margins | <u>330,286</u> | |
| TOTAL EQUITY | | <u>\$14,635,667</u> |
| TOTAL LIABILITIES AND NET WORTH | | <u>\$47,460,496</u> |

Statement of receipts and expenses

OUR RECEIPTS:

| | |
|---|---------------------|
| We sold electric service amounting to | \$20,280,595 |
| Other receipts amounted to | <u>218,919</u> |
| Total receipts for the year | \$20,499,514 |

OTHER EXPENSES:

| | | |
|--|--------------|----------------------------|
| Electric power cost us | \$13,058,382 | |
| Operations and maintenance expenses | 1,702,684 | |
| Consumer accounting and collecting expenses | 492,153 | |
| Customer assistance expenses | 397,700 | |
| General office salaries and expenses | 629,334 | |
| Legal engineering and auditing services | 34,931 | |
| Insurance expenses | 164,547 | |
| Administrative and general expense | 919,988 | |
| We estimate our system depreciated (this year) | 1,546,127 | |
| Our taxes were | 169,179 | |
| Our interest to RUS and CFC was | 1,400,023 | |
| Our total cost of electric service was | | <u>\$20,515,048</u> |
| Operating margins for the year were | | (\$15,534) |
| Interest and other non-operating revenues were | | <u>(\$754,139)</u> |
| Total margins for the year were | | <u>(\$769,673)</u> |

Operating statistics

| | 1996 | 1995 | 1994 |
|--|--------------|--------------|--------------|
| Cost of purchased power | \$13,058,382 | \$12,813,072 | \$13,235,753 |
| Total KWH purchased | 206,830,009 | 199,347,037 | 202,267,684 |
| Total KWH sold | 188,245,755 | 180,465,012 | 184,552,418 |
| Average number consumers served | 12,971 | 12,875 | 12,758 |
| Average KWH usage per month per consumer | 1,209 | 1,168 | 1,205 |
| Average cost per KWH to consumers | 10.8898¢ | 11.1485¢ | 11.0717¢ |

Long-term obligation to RUS and CFC

| | <u>RUS</u> | <u>CFC</u> | <u>Total</u> |
|---|---------------------|--------------------|---------------------|
| Total Loans Approved | \$37,837,000 | \$7,559,102 | \$45,396,102 |
| Total Funds Advanced | \$37,837,000 | \$7,559,102 | \$45,396,102 |
| Accrued-Deferred Interest | -- | -- | -- |
| Total Obligation | <u>\$37,837,000</u> | <u>\$7,559,102</u> | <u>\$45,396,102</u> |
| Payments made on Principal when Due | \$15,154,214 | \$1,027,805 | \$16,182,019 |
| Payments made on Principal in Advance | -- | -- | -- |
| Total Payments | <u>\$15,154,214</u> | <u>\$1,027,805</u> | <u>\$16,182,019</u> |
| Net obligation | <u>\$22,682,786</u> | <u>\$6,531,297</u> | <u>\$29,214,083</u> |
| Total interest Paid to Date | <u>\$15,733,734</u> | <u>\$6,315,369</u> | <u>\$22,049,103</u> |

Board meeting report



The Board of Directors of Eastern Illini Electric Cooperative held its regular board meeting at the cooperative's headquarters in Paxton on January 28, 1997.

Minutes of the December 23, 1996, board meeting and executive session were approved.

The statement of revenues and expenses for the month ending December 31, 1996, including the following information was approved: Total Operating Revenues \$1,861,814, Total Operating Expenses \$1,619,855, Total Cost of Electric Service \$1,890,945, Operating Margins (\$29,131), Total Margins \$10,105, and Year-To-Date Margins \$375,061.

During December, 63 members joined the cooperative and 68 terminated their memberships.

Director Byers, Chairman of the Policy and Regulation committee, reported that the committee met January 10 to continue reviewing the policies and regulations. Additional meetings are scheduled on February 17 and 24.

Manager Champion provided the board with the following information: an agreement has been reached with the Illinois Department of Transportation on the sale of a parcel of land for a road widening project; an update on the strategic planning process; a progress report on franchise negotiations; litigation activities; a report on direct access and retail wheeling; an electric heater sales report, IEC Memorial Scholarship applications, the East Central Illinois Cooperative Association will hold a young couples dinner on February 27, NRECA is considering a brand identity campaign for consumer-owned electric systems; and a CFC board report.

In other action, the board approved entering into a

three phase contract with Stephen Smith, Broadlands; and purchasing a mobile display unit and van for SkyQuest.

Highlights of the January 22 all employee meeting and safety meeting were given by Director Ludwig. Manager Champion provided an in-depth job training and safety activities report for January.

A report of the NRECA Annual Director's Conference held January 18-22, in New Orleans, Louisiana, was given by Directors Anderson, Chesnut, Day, Knox, Raber and Reitz.

President Chesnut indicated that the January Association of Illinois Electric Cooperative's board meeting had been cancelled because of inclement weather.

The January 15 Soyland Power Cooperative board meeting was summarized by Alternate Director Ludwig. Manager Champion, the Soyland Power Cooperative Chairman of the Board, presided over the meeting and announced standing committee appointments. Power Supply, Finance Committee and Marketing Committee reports were given. Voting delegates and alternates were selected for the NRECA and CFC annual meetings, Guaranty Funding Corp. Board and Annual Meeting and the Illinois Cooperative Workers Compensation Group.

The board went into executive session.

Continuing the open session, SkyQuest Manager Dave Lithgow indicated SkyQuest had 5,700 DIRECTV subscribers at the end of 1996 and Channel Earth will be added to the programming lineup in March. A written report was provided by Utili-soft Manager Jeff Tankersley outlining marketing activities.

There being no further business to come before the board, the meeting was adjourned.

Proxy

1997 Annual Meeting Eastern Illini Electric Cooperative

As a member of Eastern Illini Electric Cooperative, an Illinois Corporation, I, the undersigned, hereby appoint:

_____ my proxy to vote in my stead at the 1997 Annual Meeting of Members to be held at the Paxton-Buckley-Loda High School, Paxton, Illinois, on March 8, 1997. This proxy is unlimited as to matters on which it may be voted.

(Please print name and address)

Date _____

(Signature of Member Giving Proxy)

Under the Bylaws, no member may vote as a proxy for more than three members and the presence of a member at the meeting revokes a proxy heretofore given.

Board meeting report

The Board of Directors of Eastern Illini Electric Cooperative held its regular board meeting at the cooperative's headquarters in Paxton on February 25, 1997.

Minutes of the January 28, 1997, board meeting and executive session were approved.

The statement of revenues and expenses for the month ending January 31, 1997, including the following information was approved: Total Operating Revenues \$1,844,721, Total Operating Expenses \$442,787, Total Cost of Electric Service \$1,816,334, Operating Margins \$28,387 and Total Margins \$50,466.

During January, 59 members joined the cooperative and 53 terminated their memberships.

Director Byers, Chairman of the Policy and Regulation Committee, indicated the committee had completed reviewing the cooperative's policies and regulations on February 17. He thanked the committee for their diligence and hard work.

A summary of the February 20 Association of Illinois Electric Cooperative's board meeting was given by President Chesnut. Quint-Dreyer & Co. has been engaged to conduct the AIEC's annual audit. Purchasing video production software and hardware upgrades, computer hardware upgrades and new computer purchases was approved. Delegates were selected for the NRECA Annual Meeting, CFC Annual Meeting, NRTC Annual Meeting, Federated Rural Electric Insurance Corporation Annual Meeting and Illinois Cooperatives Workers Compensation Group Annual meeting. Departmental reports were given.

Director Warmbir and Alternate Director Ludwig highlighted the February 19 Soyland Power Cooperative board meeting. Manager Champion, the Soyland Power Cooperative Chairman of the Board, presided over the meeting.

The board approved hiring Brent Peinhardt

of Vantage Associates to facilitate a strategic planning session. Power Supply, Finance Committee and Marketing Committee reports were presented.

The EIEC board selected Director Warmbir and Manager Champion as the SPC Directors and Director Ludwig as the SPC Alternate Director.

Directors Knox and Ludwig reported they had attended NRECA Course 510.2 "Understanding Electric Utility Operations" at AIEC in Springfield and it was very informative.

The Board went into Executive Session.

Continuing the open session, the board approved the 1997-2001 Strategic Plan, a franchise agreement with the City of Watseka and contracting with AIEC to perform a cost of service study.

Manager Champion provided the board with direct access and retail wheeling information and provided copies of letters sent to area legislators regarding House Bill 139.

Manager Champion announced that an all employee meeting would be held at the cooperative's headquarters on February 26. Directors Aden, Byers, Chesnut and Knox indicated they would attend the meeting. A comprehensive job training and safety activities report for February was provided by Manager Champion.

SkyQuest Manager Dave Lithgow indicated SkyQuest has 6,000 DIRECTV subscribers. Channel Earth, WGN, Trinity Broadcasting, Animal Planet and TV Food will be added to the DIRECTV programming lineup on April 10. A written report summarizing marketing activities was provided by Utili-soft Manager Jeff Tankersley.

The next Board of Directors meeting will be held March 24, 1997.

There being no further business to come before the board, the meeting was adjourned.

(continued from page 16a)

ing the year that will impact the future of rural electric customers in Illinois.

In support of providing other value-added services, we have diversified our operation through our wholly owned subsidiary, Unlimited Visions, Inc. Our SkyQuest division has around 6,000 subscribers, sells and leases the 18-inch Digital Satellite System (DSS) and provides DIRECTV programming. Another division, Utili-soft designs and markets SCADA systems, Demand Side Management and Distribution Automation software and equipment which help our utility customers manage their distribution facilities through electronic monitoring and switching technology. With increased diversification, we can provide you even more valued services.

We will begin using customer satisfaction

surveys in which we will ask for your input on how we are doing. We want to know how we can improve our services to you so we can work to exceed your expectations.

We have a number of challenges ahead of us for the cooperative to be competitive. However, with commitment, hard work, some pain and sacrifice by our team, we will be a successful competitive organization. While implementing these changes, our top priority will be to provide you, our owners, with outstanding service. We intend to be your provider of choice.

Mission Statement

Eastern Illini Electric Cooperative's "Mission" is to provide reliable, competitively-priced, customer-focused energy and other valued products and services.



Clockwise from left: A herd of picayune ponies checks out a visitor. A zebra crossing sign—something you don't see every day. Melvin shows off a small friend. The pair of zebras is a fairly new addition to the menagerie, and add a lot of interest to the place.



lion, but the mare's not broken. We ride bareback, since we don't have a saddle for him. The llamas can carry a small person, but we don't ride them."

They have a tiny wagon the horses pull in parades, and between the cute horses, the silver-bedecked harnesswork and the wagon, they present quite a sight.

"We used to compete in the parades," Melvin says, "and we brought home some nice ribbons, but we gave that up a few years ago and just took part in the parades for fun. We sold one of the mini horses that made up our team, so it may be a while before we get back into riding in parades again."

And while the fun of the parades is, for now, a thing of the past, the fun of being knee-deep in cute, tiny critters is still there, they note.

Those interested in contacting the Fays can phone them at (217) 578-2504.

in dinky donkeys

ther a mini donkey or a mini horse for \$1,000," Melvin says, "and we sell them when and where we can. I just sold a pair of donkeys to someone in western Illinois, and I sold four to a woman from Kentucky. She asked me if I'd bring them halfway, and I agreed to do that. I put them in a trailer and headed out. We transferred them in the parking lot of a fast-food restaurant in southern Illinois."

While the Fays have a veritable herd of mini donkeys of both sexes, their horse and llama operations are—pardon the expression—smaller. "We have one male of each," he says, "and five females. All our ani-

mals are registered, and they've all been given names."

Melvin and Norma own the zebras in partnership with Tom and Sherri Lyons. They bought the male at an auction a couple of years ago, and got the mare a year later.

"If we get a foal from them," he says, "we expect that it'll be worth about \$5,000. But we haven't had any luck yet. Even so, there have been years when our mini animal operation has paid off better than the grain side did."

Melvin remarks that the zebras are a little more standoffish than horses are, but that they can be broken to the saddle. "We can ride the stal-



At left, Melvin displays one of the tiny horses at the Fay farm near Atwood. In the above photo, Norma pets one of the several llamas that adorn the place. The Fays note that they're fun animals.

Atwood couple hip deep

Melvin and Norma Fay of rural Atwood have a grain farm with a difference—a herd of differences, in fact. In addition to their 640 acres of corn and soybeans, they have some 50 miniature donkeys, half a dozen each of llamas and mini horses, a few goats and a pair of zebras.

The Fays have been married for some 41 years, and just drifted into the menagerie business somewhat on a whim. "I don't really remember how we learned about the 'Adopt a Burro' program," Melvin says, "but we'd gotten word that burros that were being rounded up and taken out of the Grand Canyon were available for a

nominal fee, so we decided to try it. We went ahead and got three."

As time went by, the donkeys were supplemented by other animals, and have since been sold. A herd of mini donkeys has taken their place, providing the Fays with a brisk trade. "Actually," Melvin says, "we tell people that we raise and sell mini donkeys, but it seems like we do more raising than selling. It's not a problem, though, because they're so much fun to have around."

Others like them, too, and there's a fairly steady flow of traffic as people drive out to just look at the animals. Melvin notes that an occasional pre-

school class will come out, and that kids that age seem to enjoy the animals very much. "We've had senior citizens come here from Urbana," he says, "and the older folks really enjoy the animals, too. Actually, I guess just about everybody does."

"We sold a mini donkey to a home for troubled kids," he adds, "and we talked to the people there later. They said the kids were just really thrilled with it, and that they wouldn't sell it for a million dollars."

While the Fays are unlikely to find million-dollar buyers, they market their pint-sized pets as much as they can.

"It's not unusual to sell ei-



General Manager's Comments by Wm. David Champion, Jr.

1997-2001 Strategic Plan adopted

On February 25, Eastern Illini Electric Cooperative's board of directors adopted an aggressive strategic plan that will streamline operations and reduce expenses so it can provide competitive rates to all customers in the next few years.

In the fall, the strategic planning process began by using a team approach. Input was received from employees, staff and the board of directors. Objectives for the strategic plan were established by the board of directors in December. In late January, the staff met to develop a plan to carry out the objectives so you will receive more value for every dollar that you send to the cooperative.

As part of the strategic plan, we developed a "Vision" for Eastern Illini Electric Cooperative to become a customer-focused team of performance driven professionals, recognized as the premier provider of energy solutions and value-added services.

Furthermore, our "Mission" at Eastern Illini is to provide reliable, competitively priced, customer-focused energy and other valued products and services.

We are committed to providing you "service excellence" at competitive rates and our new strategic plan dictates that we maintain your electric lines and continue our line replacement program to minimize outages and provide services that will surpass your expectations.

During the past several years, we have been discussing retail wheeling, deregulation and com-

petition. In 1997, we expect to see legislation enacted in Illinois that will allow electric customers to choose their electric supplier in the next three to five years.

Over the next few years, our strategic plan calls for us to reduce expenses by some 27 percent. To accomplish our objectives, we will:

- Achieve and maintain distribution costs which are competitive.
- Unbundle services so you can see exactly where your dollars are going.
- Develop a marketing plan for load growth and economic development.
- Pursue diversifications which are profitable and provide a broader total company revenue base.

You may ask why we did not embark on a plan like this before. If Soyland Power Cooperative had not been able to buy out of the \$1 billion debt with the Rural Utilities Service, it would not have been possible for your cooperative to compete in the new deregulated environment. It will take us some time to pay down our portion of the \$235 million that Soyland paid to the federal government for the buyout; however, this should be accomplished before the competitive environment is enacted. Moreover, Soyland sold its 13 percent interest in the Clinton Power Plant back to Illinois Power. As Chairman of the Soyland Power Cooperative Board of Directors, I have had the distinct opportunity to help create some positive changes dur-

(continued to page 16d)



President and CEO Wm. David Champion Jr., left, congratulates Glenn R. Anderson following EIEC's 10th annual meeting. Anderson was one of five directors re-elected in uncontested elections held at the meeting. Also re-elected were Herbert L. Aden, third from left, Robert D. Thompson, Bradley J. Ludwig and Robert W. Bauer. The meeting took place March 8 at Paxton-Buckley-Loda High School, Paxton.

Co-op to 'trim down' for deregulation

Eastern Illini Electric Cooperative's (EIEC) President and CEO Wm. David Champion Jr. announced that EIEC's costs for distribution of electricity from the cooperative will have to be reduced by some 27 percent over the next three to five years. These reductions, along with lower wholesale power costs, should allow EIEC to become competitive when electric utilities are deregulated and open competition begins in Illinois.

The statement was made in a videotaped report presented at

EIEC's 10th annual meeting held Saturday, March 8, at Paxton-Buckley-Loda High School. More than 800 members and guests attended the meeting.

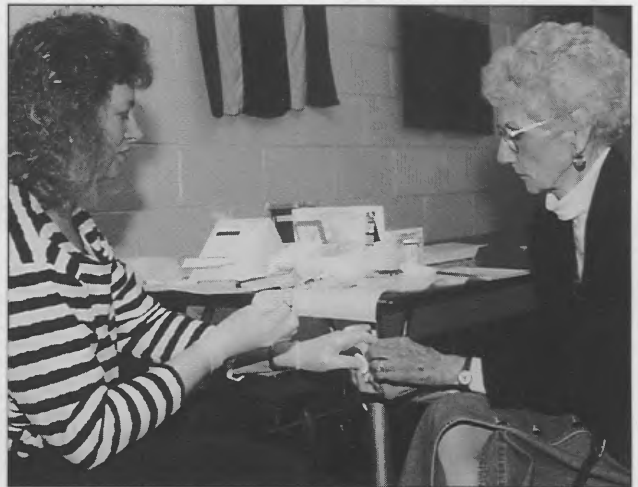
Champion compared the reduction in cost to his own weight loss over the past year. "I lost approximately 27 percent of my weight so I could become more healthy and have more energy. Now I can be more efficient in everything I do.

"This is much like what we expect your electric cooperative to do over the next few years.

The reduction will not happen without some pain and some sacrifice, but it is something we can accomplish with a strong level of commitment," he said.

Champion assured the members electric service would not be sacrificed in order to reduce costs. "Service is always the number one issue on our minds. Without top quality service, a utility really has very little to offer," he said.

A new four-year work plan to minimize outages by improving and replacing electric lines
(continued on page 16b)



Clockwise from left, the crowd stands as the flag is brought in for presentation. A future EIEC member has ID records established. A member enjoys a cholesterol screening.

began in 1997. "We will be making sure we address the lines with the more severe problems first and work our way toward the ones with fewer problems," said Champion.

In a videotaped report, Marion Chesnut of Rossville, chairman of the board, said the cooperative's business is more complex and board meetings have grown from half-day sessions to long 11-hour meetings.

On deregulation, Chesnut said, "We believe that sometime between now and the year 2001 there will be an opportunity for Illinois electric consumers to buy their energy from the low-

est bidder. It is for that reason we must do everything we can to plan for the new competitive environment."

Chesnut said the board has evaluated policies, regulations and bylaw changes that will bring the cooperative up to date in its practices. A minor bylaw update to change titles of officers was recommended by the board and approved by the membership.

Herbert L. Aden of Newman, treasurer, reported on the financial condition of the cooperative. Aden said although margins of \$375,000 were made on the electric side of the business, the

cooperative's subsidiary business, Unlimited Visions, lost money. The subsidiary has three divisions including Utili~soft, a utility automation software company; a C-band satellite TV service company, and SkyQuest, which sells and leases the 18-inch Digital Satellite System (DSS) and provides DIRECTV programming.

Aden said, "As the subsidiary becomes profitable we hope to erase the losses. We are approaching profitability. As an example, SkyQuest had \$1.3 million in sales in 1995. At the end of this past year, we had sales of \$3 million and we



Above, entertainment was provided at the meeting by "A Natural High." Below, members and guests found the exhibits at the meeting interesting. This display was placed and staffed by EIEC's SkyQuest subsidiary to promote the 18" Digital Satellite System.

project \$7.8 million in sales in the year 2000. The future of our subsidiary is good and we feel that in two or three years EIEC will be seeing returns from Unlimited Visions."

Manager Champion explained the status of Soyland Power Cooperative, EIEC's wholesale power supplier, in both his report and a question-and-answer session. Champion serves as chairman of Soyland's board of directors.

"We were able to buy out of the \$1 billion federal government debt in a negotiated settlement. In the process, we also removed all ownership responsibility for the Clinton Power Station and renegotiated some competitive power prices for the future," said Champion.

Soyland must still pay back \$235 million in debt and will do that as quickly as possible to prepare for utility competition, he said.

In the question-and-answer session, Champion explained that neither the federal negotiators nor Soyland's negotiating team were happy with the settlement amount. "But anytime you negotiate, you have to come to an agreed amount. Both parties in the negotiation felt that it was in the best interest of Soyland and the government to accept that number and move on. The only other option Soyland had was to take Chapter 11 bank-



Above, members enjoyed a chicken, beef and ham dinner catered by Niemerg's Steak House of Effingham. At left, Marion Chesnut of Rossville, chairman of the board, gives his presentation.



ruptcy." Bankruptcy could have been a 10-year ordeal with huge legal fees for both sides, Champion said.

Also during the meeting, members re-elected five directors in uncontested elections. Re-elected to three-year terms were Glenn R. Anderson of Kempton, Robert D. Thompson of Paxton, Bradley J. Ludwig of

Fithian, Robert W. Bauer of Cissna Park and Aden.

Reorganizing after the meeting, directors selected Chesnut as chairman of the board, Ludwig as vice chairman, Anderson as secretary, Aden as treasurer and Donald Reitz as assistant secretary.

During the drawing for attendance prizes, Donald Hubner

of Milford and Raymond Minard of Watseka won Digital Satellite Systems, Larry Abbe of Paxton and Richard Fourez of Potomac won water heaters. Fifty other members received \$25 bill credits and door prizes, and each member registering received a letter opener.

Building a new home – go electric

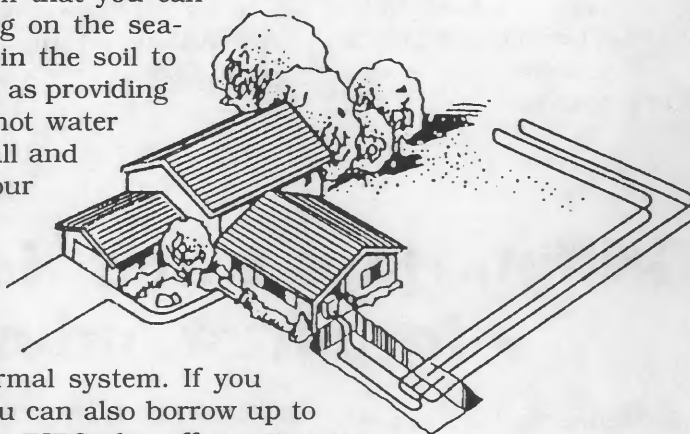
Plan ahead for lower energy bills

To avoid high energy bills, build an airtight home with proper insulation and install an efficient heating, cooling and water heating system.

The best heating and cooling system that you can purchase is **GEOTHERMAL**. Depending on the season, it uses the constant warmth within the soil to move heat in or out of your home as well as providing a significant portion of your domestic hot water needs. One piece of equipment does it all and it can save up to **60%** or even more on your monthly heating costs.

With a geothermal system, you can take advantage of **EIEC's 4¢** electric heat rate.

EIEC is offering a **\$200/ton (up to \$1,000)** rebate for installing a geothermal system. If you qualify for **EIEC's 5%** loan program, you can also borrow up to **\$10,000** to install a geothermal system. EIEC also offers attractive rebates for other types of electric heating.



Choose clean, safe, efficient and pollution free electric heat!

For more information, contact

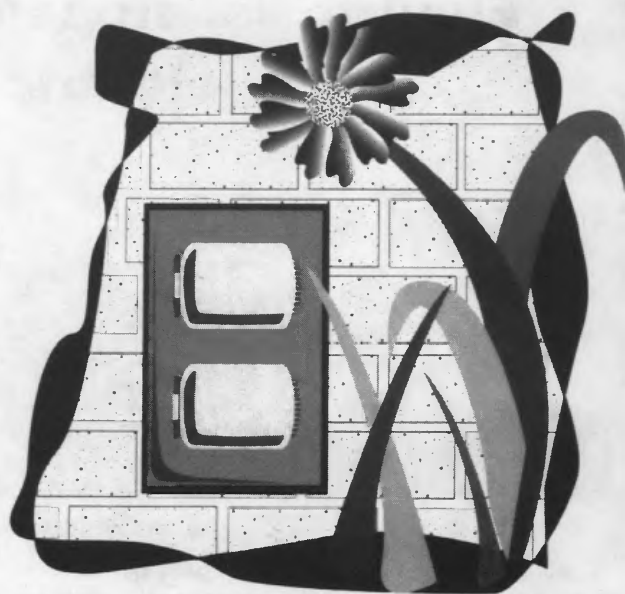
Eastern Illini Electric Cooperative
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Outdoor safety is yours for the asking

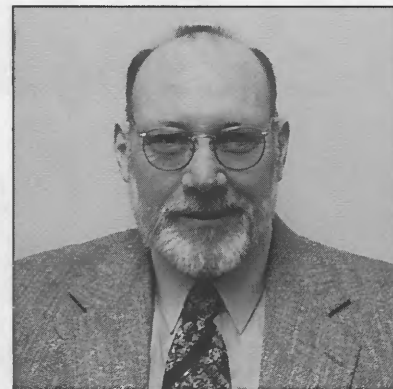
And even if you don't ask, we offer you some tips on how you and your family can work and play safely around electricity in the great outdoors.

- When working outdoors, don't use ladders or long-handled tools near power lines.
- Always wear shoes when using a lawn mower and outdoor power tools. Be sure to work on dry grass only, and never use electric tools in rain or on wet surfaces.
- If your pet gets stranded on an electrical pole, never climb up to rescue it; call us, and we'll send an expert animal rescuer.
- Check your outdoor receptacles—do the outlets have their own waterproof covers?

So, enjoy and respect the great outdoors. We'll be happy to advise you on more ways you can have safe playtime and work time when you're out and about doing chores or having fun.



Richard L. Haines retires



Haines

Richard L. "Dick" Haines recently retired from Eastern Illini Electric Cooperative after 37 years of service. During that time, he developed a wide array of knowledge about the co-op's operations and held the positions of clerk, cashier, billing supervisor, bookkeeper, accountant, records specialist and accounting manager.

Haines and his wife, DiAnne, reside in Mahomet. DiAnne is branch manager of the Southeast Carle Clinic Family Practice in Urbana. The couple has four children: Cory of Mahomet; Staci Darragh of Boston, Massachusetts; Mindy Laken of Normal; and Allison of Bloomington. They also have six grandchildren.

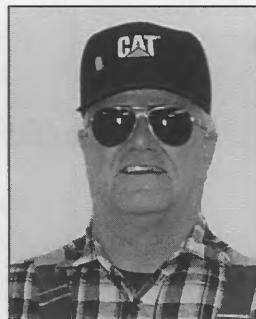
Griffin, Hagen and Kofoot recognized for outstanding service

Consumer services representative Merrily Griffin received the quarterly marketing services award for promoting security lighting and other marketing programs to new members. Moreover, Griffin has enthusiastically assisted the department with various other activities.

In addition, Watseka subforeman Maurice Hagen and serviceman Lyle Kofoot were recognized for their extraordinary efforts to promote economic development and encourage load



Griffin



Hagen



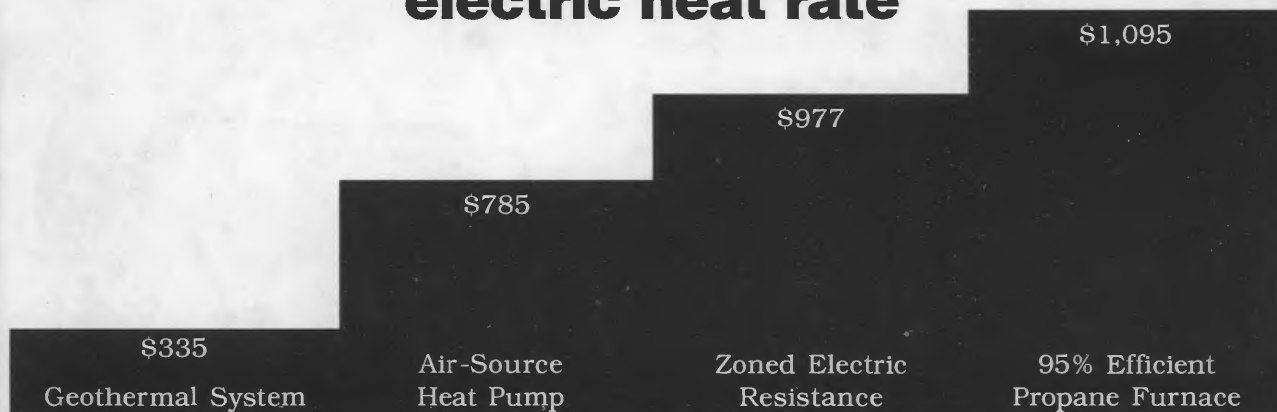
Kofoot

growth in the cooperative's service territory.

While promoting the coopera-

tive and its programs, Griffin, Hagen and Kofoot have demonstrated exemplary team spirit.

Electric vs. propane with EIEC's 4 cent electric heat rate



Approximate Cost to Heat a 2,000 Square Foot Home

*Average cost of propane 3/1/97: \$0.90 per gallon



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grandfather's
most important
 piece of farm equipment.

Your
most important
 piece of
 farm equipment.



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**Television that works for you —
 all day, every day.**



Orion Samuelson and Max Armstrong lead a veteran agricultural broadcast team on Channel Earth, premiering this spring exclusively on DIRECTV.



119 South Market
 Paxton, IL 60957
 800-236-9263



Board meeting report



On March 24, 1997, the Board of Directors of Eastern Illini Electric Cooperative held its regular board meeting at the cooperative's headquarters in Paxton.

Minutes of the February 25, 1997, board meeting and executive session were approved.

The statement of revenues and expenses for the month ending February 28, 1997, including the following information was approved: Total Operating Revenues \$1,873,377, Total Operating Expenses \$390,599, Total Cost of Electric Service \$1,556,775, Operating Margins \$316,602, Total Margins \$336,633 and Year-To-Date Margins \$387,100.

During February, 46 members joined the cooperative and 52 terminated their memberships.

Chairman Chesnut announced new committee assignments.

A report of the March 7 Audit and Finance Committee meeting was given by Director Anderson, chairman of the committee. In accordance with the cooperative's bylaws, the committee examined the accounts of the cooperative and reviewed expense statements, disbursements and supporting data. All records were found to be in order. The board approved the report.

The March 8 annual meeting was discussed. The board felt it was a very good meeting and well attended. The entertainment and lunch were outstanding. The Annual Meeting Planning Committee will meet April 1 to plan the 1998 annual meeting.

Director Byers, chairman of the Policy and Regulation Committee, indicated that the committee will meet April 2 to study combining directorate districts.

Directors Anderson, Bauer, Byers, Chesnut, Day, Loy, Raber, Reitz, Thompson and President/CEO Champion reported on the annual meetings

of the National Rural Electric Cooperative Association, the National Rural Utilities Cooperative Finance Corporation and the National Rural Telecommunications Cooperative they had attended in Las Vegas, Nevada, March 17-20.

Director Ludwig provided a comprehensive report of the NRECA Rural Electric Update he had attended in Orlando, Florida, on February 27 to March 1.

President/CEO Champion provided the board with direct access and retail wheeling information, economic and load growth activities, and an update on the strategic planning process.

Directors Aden, Byers, Chesnut and Knox indicated they had attended an all employee meeting on February 26 to discuss the strategic plan. On March 13, Directors Anderson, Aden and Chesnut attended an employee's stress management seminar. President/CEO Champion provided an in-depth March job training and safety activities report.

In other action, the board approved a three phase grain drying contract with Earl F. Rinkenberger, a three phase interruptible contract with Kenneth G. Lehman, a three phase contract with John Maurer, a contract with SPI Energy Group, a two year contract with Federated for property and liability insurance, and the concept of Operation Round-Up.

SkyQuest Marketing and Sales Manager Bob Dickey highlighted SkyQuest's marketing efforts. The mobile display unit will be ready for use by mid-April. President/CEO Champion indicated that Utili-soft Manager Jeff Tankersley had been participating in the NRECA Expo in Las Vegas.

The next Board of Directors meeting will be held April 15, 1997.

There being no further business to come before the board, the meeting was adjourned.

Mission Statement

Eastern Illini Electric Cooperative's mission is to provide reliable, competitively-priced, customer-focused energy and other valued products and services.



Three students going to Washington

Three area high school students have won all-expense-paid trips to Washington, D.C., June 13-20, in Eastern Illini Electric Cooperative's "Youth-to-Washington" essay contest. Andrew Sefranek of Champaign, Marisa Reeves of Milford, and Matt Walczewski of St. Joseph were chosen as grand prize winners from a group of eight finalists at EIEC's essay dinner on Monday, April 14, in Paxton. In addition to winning the Washington trip, Sefranek won a \$200 savings bond for having the highest score. The other two winners of the tour, Reeves and Walczewski, received \$100 and \$75 savings bonds, respectively. The remaining five finalists each

won \$50 savings bonds. They are Carey Buhr and Megan Grier of Milford, Jennifer Knapp and Brock Roberts of Hoopeston, and Melissa Stierwalt of Sadorus. Jennifer Harbaugh of Tuscola will also make the trip as a "Willie Wiredhand" student. Area students submitted essays entitled, "How Will the Deregulation of the Electric Industry Affect Me and My Family?" In the back row from left are: Wm. David Champion, Jr., EIEC President/CEO, Grier, Roberts, Knapp, Buhr, Stierwalt, Harbaugh, and Marion Chesnut, EIEC board chairman. Front row from left are: Sefranek, Reeves and Walczewski.

Geothermal—the solution to your heating, cooling and water heating needs

Name: Dick and Shirley Anderson, Paxton

Occupation: Dick is a farmer and Shirley is a retired registered nurse.

Square footage: 4,800 home with basement

Heating & cooling contractor: Boyce Electric in Cissna Park replaced the Anderson's oil heating unit with a Water-Furnace geothermal system in 1994.

Remarks: The Andersons are enjoying the clean heat with no flame. Changing to the very efficient geothermal system has resulted in substantial savings in their energy costs. Since they are on the 4¢ electric heat rate, they can even dry their grain at the lower rate. In addition, they receive the \$25 air conditioning credit and \$6 water heating credit during the four summer months.



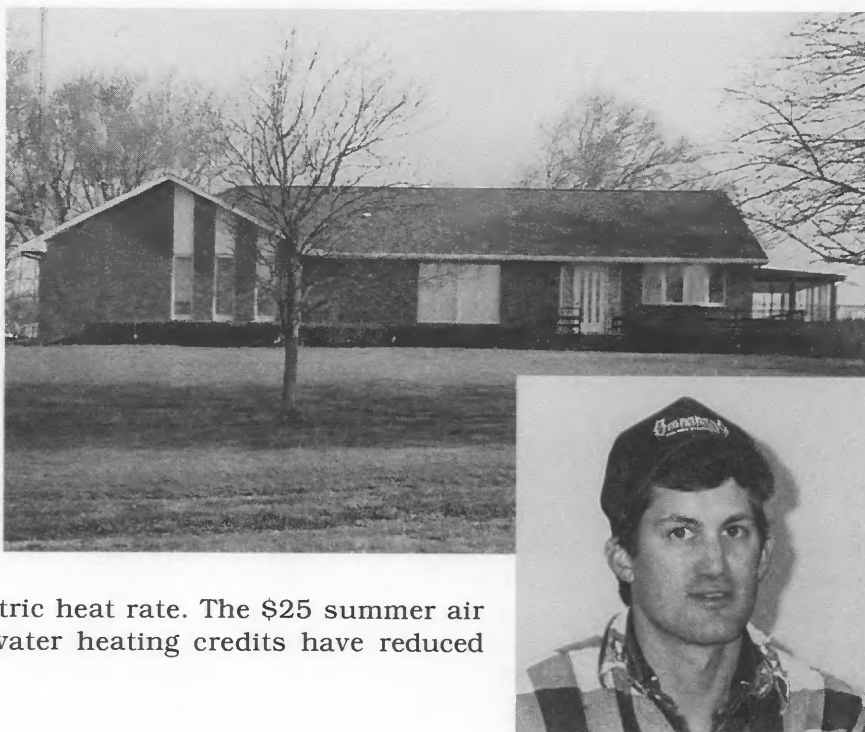
Name: Kip Harms, Cullom

Occupation: Kip is a farmer and a Pioneer Seed salesman.

Square footage: 5,200 home with basement

Heating & cooling contractor: Kuperschmidt, Inc. in Pontiac replaced Harms' air source heat pump in 1995 with a geothermal system. Harms took advantage of the low interest 5 percent loan program to finance the installation.

Remarks: Harms likes that you never hear the system run and the heat is very clean. He purchased a Sepco water heater from the co-op too and has plenty of hot water. Installing the geothermal system has lowered his electric bill by 30 percent. He also has a shop with a welder and dries grain on the 4¢ electric heat rate. The \$25 summer air conditioning credits and \$6 water heating credits have reduced his costs even more.



Need a new central air conditioner? Consider an add-on heat pump, it heats and cools!

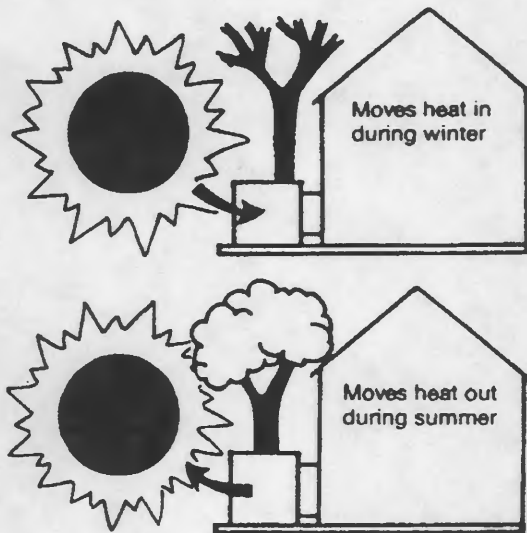
Replacing your central air conditioning system? Well, here's an idea that will save you money every month. There is very little additional cost to install an add-on heat pump that **heats and cools.**

Consider an add-on heat pump that's simple, comfortable, flexible, economical, safe and clean. You may also qualify for EIEC's **4¢ electric heat rate and a \$250 rebate.**

Installed exactly like a central air conditioner, the add-on heat pump provides economical heat when used in combination with your existing gas or oil furnace. It will save **20 to 30 percent** on your total heating bill.

Because they are clean, safe and economical, add-on heat pumps are popular. Since they take advantage of the sun's free solar energy, add-on heat

Here's how it works



The only difference is that an add-on heat pump can pump heat in two directions. Unlike air conditioners, add-on heat pumps provide both heating and cooling in one simple unit. If you took a window air conditioner and put it in backwards in the winter, it would blow hot air inside the home. That's what add-on heat pumps can do that an ordinary air conditioner can not.

Add-on heat pumps are very reliable. Many last for 30 years or more and you don't have to worry about **carbon monoxide.**

Contact EIEC's Marketing Services Department and they can help you select an add-on heat pump that is sized for your home. They can also give you information on dealers in your area.

pumps are energy efficient and environmentally friendly.

An add-on heat pump is just like any other refrigeration unit you use—your air conditioner, refrigerator, freezer and even the air conditioner in your car. They all pump heat.

You can receive an EIEC rebate for:

- Installing a geothermal system Up to \$1,000
- Installing an add-on heat pump \$250
- Installing other all-electric heating systems Up to \$1,500

Plus, you will enjoy unlimited savings every month.



The Christian group, "Imagine This" does its thing for an appreciative audience.

The Barn Home to Christian Concerts

Paul and Katrina Messmore and Brian and Debby Henningsen have a 100-year old barn near Atwood that's finding a new lease on life. They use the once-disused structure to hold Christian concerts.

The building, once home to draft animals, now rocks to the vastly different sound of contemporary Christian bands with electric guitars and boxcar-sized speakers.

"I write and play folk and contemporary Christian music," Brian says, "and I have a group that I call Barn Again. Paul and Katrina had the idle barn on their place, and the idea gradually evolved to where we'd clean it up and use it for our music ministry. Last summer was our first season. This summer we also plan to hold several drama productions."

He notes that The Barn is a nondenominational place, and that it features contemporary music. "We just basically hold concerts here," he says, "and people who come expecting a church service are likely to think we're a little rowdy."

Katrina, Brian's sister, said that the entire operation has been a series of mostly pleasant surprises. "We thought we'd be able to attract a lot of little local bands," she says, "and it turned out that we've been able to get a lot of big-name groups. We've had Jaci Velasquez, a 16-year-old who has a really big following. She was on her way to a big concert in Chicago, and she had time to stop by here.

"Actually," she continues, "that's how we get big names at reasonable prices. We had the sisters, Serene and Pearl,



Clockwise from left, Andy Henningsen, left, and his brother Aaron put up a sign to direct traffic to The Barn. The parking lot fills as the crowd begins to arrive. The band mingles with members of the audience. Katrina Messmore is in the rear center, and Debbie Henningsen is at the far right.

who are from Australia. They now live in Nashville. They've renamed their act Considering Lily, and they'll be our first group to kick off this year's season on June 13. Last year we also had Imagine This and Nouveaux."

It turned out that the clientele was another surprise. "We thought we'd have quite a few young people come out, and they did, said Katrina. "But we get an awful lot of older people, too. We had some last year who were in their 40s and 50s, and even some who were in their 70s. We were surprised to have them, but we were pleased."

"Another surprise turned out to be one we're not so happy about," she adds. "We don't have that many local people come to our concerts. We have people from Farmer City, Charleston and the Paris area, but not so many from

right around here. We're trying to figure out how to keep our present enthusiasts coming and attract the local crowd."

Even so, small crowds aren't too much of a problem. The upstairs will seat about 150, she says, and they've come close to filling it several times.

They sell tickets to the events to pay performers, whom Katrina characterizes as some of the finest people you could ever want to work with. "You hear a lot about how finicky show business people are, and how spoiled, but the people we deal with aren't like that at all. They come in, unload their own vans or trailers, and do their own setting up. They're great to work with."

Ticket prices generally range from \$5 to \$10, depending on the group. "It's a music ministry and we operate it that way. I don't think anybody's been

turned away because they couldn't buy a ticket," Brian says.

While the top half of the barn has been converted to a rural concert hall, the bottom, where the stables were, is used for things you'd find at any other screamin' stompin' concert.

"We have concessions there," Katrina says, "and we sell candy, soft drinks, popcorn and the like. And the bands sell T-shirts, cassettes and CDs. We've tried to set it up so people can come here and get a good upbeat Christian message and have a good time."

Concerts and events will be announced on WBGL Radio and posted in local Christian book stores. For further information call Messmore's at (217) 578-3133 or Henningsen's at (217) 578-2809.

Public auction

**Eastern Illini Electric Cooperative
330 West Ottawa, Paxton, IL 60957**

Tuesday, June 24, 1997

6 p.m.

Contact Ardell Schaumberg at (800) 824-5102 or (217) 379-2131

8 a.m. to 4 p.m., Monday through Friday

1991 white Chev Caprice 4-door, 305 V8, A/C.

1985 dark green GMC 1/2 ton Pickup, V6, 3-speed manual trans.

1981 dark green GMC C5, 60 CA, equipped with Versalift SHV 32' elbow, one man bucket with steel utility body, 350 eng, 4-speed trans.

1986 dark green GMC one-ton Pickup with 8' bed and side packs, single rear wheels, 350 eng., auto trans.

1986 dark green GMC one-ton Pickup with 8' bed and side packs, single rear wheels, auto trans.

Two 1988 dark green GMC one-ton 60CA equipped with Versalift VO 32' elbow, one man bucket with steel utility body, 350 eng., 4-speed trans.

1975 dark green GMC #E7500, GVWR 25,000, equipped with Telelect Model 100-CP commander 1A digger derrick, 12,000 lbs., P.G. winch, 12,000 lbs., boom capacity, 4 outriggers, sheave height is 42', steel body.

1978 white GMC C6000 102 CA flat bed, 350 eng. 6-speed trans., equipped with Asplundh LR-50 elbow one man basket 50' to bottom of bucket, cab guard, one set of outriggers.

1982 yellow Ford C7000 tilt cab, 153 WB, 121 CA, GVWR 31,000, 3208 cat, equipped with McCabe-Powers Model PM-300 front center mount digger derrick, 14,000 lb. boom capacity, full ext. of 46', four-hinged outrigger, 15,000 winch, fiberglass utility body.

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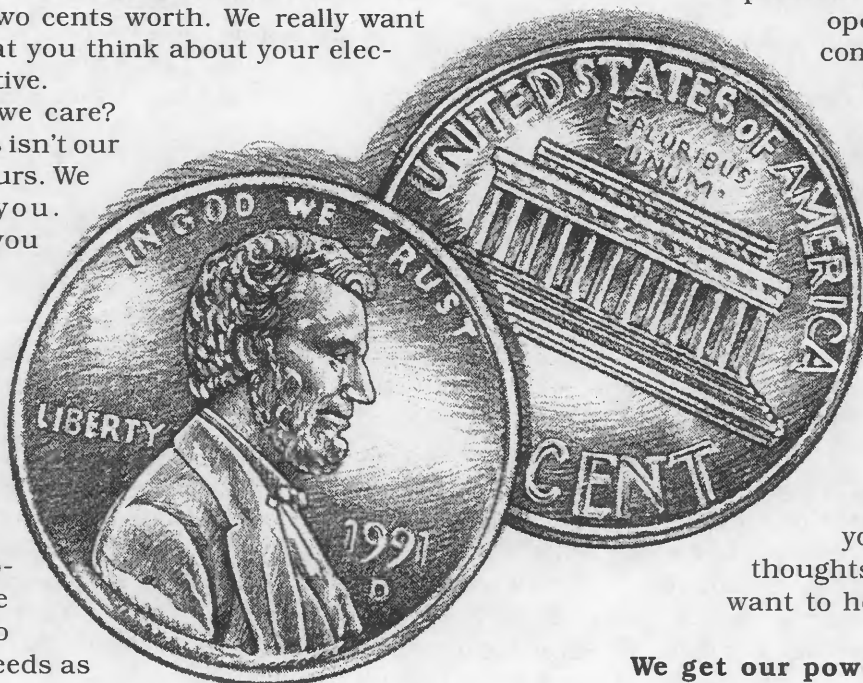
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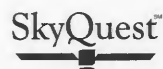


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Mission Statement

Eastern Illini Electric Cooperative's mission is to provide reliable, competitively-priced, customer-focused energy and other valued products and services.

Board meeting report



The Board of Directors of Eastern Illini Electric Cooperative held its regular board meeting at the cooperative's headquarters in Paxton on April 15, 1997.

Minutes of the March 24, 1997, board meeting were approved.

The statement of revenues and expenses for the month ending March 31, 1997, including the following information was approved: Total Operating Revenues \$1,592,194, Total Operating Expenses \$484,832, Total Cost of Electric Service \$1,647,677, Operating Margins (\$55,483), Total Margins (\$34,687) and Year-To-Date Margins \$352,412.

During March, 58 members joined the cooperative and 56 terminated their membership.

Director Loy, Chairman of the Annual Meeting Planning Committee, reported that the committee had met April 1 to plan the 1998 annual meeting. The annual meeting will be held March 14, 1998, at the Paxton-Buckley-Loda High School in Paxton; a U of I choral group, "The Girls Next Door," will provide entertainment; a chicken, ham and beef lunch will be furnished; the attendance gift will be a stainless steel knife; and two Digital Satellite Systems, two water heaters and \$25 bill credits and door prizes will be awarded. The report was approved.

A report of the April 2 Policy and Regulation Committee meeting was given by Committee Chairman Byers. The committee recommends a bylaw amendment to reduce the board size from 13 to 11 by the year 2000. Nine directorate districts will be established. In addition, there will be a Northern Directorate District At Large position and a Southern Directorate District At Large Position. The board approved the recommendation and will present the proposed bylaw amendment to the membership for their consideration at the March 14, 1998, annual meeting.

The March 26 Soyland Power Cooperative Board meeting and 34th Annual Meeting of

Members were summarized by Director Warmbir and Alternate Director Ludwig. CEO Champion, the SPC Chairman of the Board, presided over the meetings. During the board meeting, power supply and financial reports were given and the 1996 audit was reviewed. Larry D. Haab, Chairman, President & CEO of Illinois Power Co., served as the keynote speaker at the annual meeting. Reports were given by the President, Chairman, and Treasurer. Following the SPC annual meeting, the board held a reorganizational meeting and re-elected the current officers.

Attorney Fraker, Director Byers and CEO Champion will represent the cooperative at the National Rural Electric Cooperative Association Legislative Conference in Washington, D.C., on May 4-7.

CEO Champion updated the board on direct access and retail wheeling information, economic and load growth activities and the strategic planning process. He added that the April 14 "Youth To Washington" essay contest was very successful and the eight finalists' essays entitled "How will the deregulation of the electric industry affect me and my family" were outstanding.

A comprehensive job training and safety activities report for April was provided by CEO Champion.

In other action, the board approved a three phase interruptible contract with Shields Pork Plus, Fisher; a three phase contract with Phil Shields, Fisher; a three phase contract with Wayne Davis, Strawn; and a three phase contract with Laurence Young, Cissna Park.

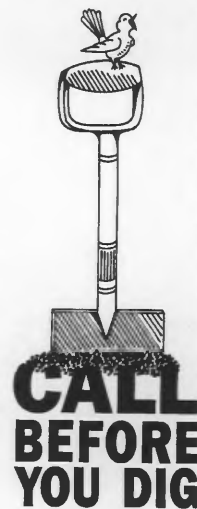
In a written report, Jeff Tankersley, Manager of Utili~soft, reviewed marketing efforts. SkyQuest Manager Dave Lithgow's written report indicated SkyQuest has 6,286 DIRECT subscribers. The SkyQuest report also reviewed marketing and other activities.

There being no further business to come before the board, the meeting was adjourned.

Some people are shocked by what they find when they dig in their yards

It's that time of year when people begin poking all kinds of holes in the ground—new trees, shrubs, fence posts and mail boxes. You name it—all require some digging, and a hole from a foot to several feet deep. The problems these days is that you don't really know what you are going to dig into. It may only be a few earthworms or the ball point pen you lost a few

years ago. On the other hand, it could be a buried utility line, like 220 volts of electricity which could be downright dangerous. So, call Eastern Illini Electric Cooperative at (800) 824-5102 before you start to dig.



Rebecca Swearingen receives \$1,000 IEC Memorial Scholarship



Kathy Swearingen and her daughter, Rebecca.

Rebecca Dawn Swearingen, daughter of Steve and Kathy Swearingen of Melvin, has been selected as one of two winners of the Illinois Electric Cooperatives Memorial Scholarship. The \$1,000 scholarship was awarded at the school's honor awards ceremony Wednesday, May 14, at University Place Christian Church in Champaign. Rebecca graduated from University Laboratory High School, Urbana, on June 7, and will attend the University of Illinois next fall as an honors student and will major in animal sciences. She plans a career in veterinary medicine.

The scholarship was one of two awarded annually by the

board of directors of the Association of Illinois Electric Cooperatives (AIEC). One is presented to the son or daughter of a co-op member while the other is given to a deserving son or daughter of a co-op employee or director. The Swearingens are members of Eastern Illini Electric Cooperative. Jeannie Kingston, manager of information services for EIEC, made the presentation.

This year is the second year for the awarding of these scholarships, which were initiated to provide financial assistance to students in the electric cooperative "family" and also to provide a means through which deceased rural electric leaders

may be honored through memorial gifts. Recipients are selected according to grade-point average, college entrance test scores, work and volunteer experience, school and civic activities and knowledge of electric cooperatives as demonstrated by a short essay.

While a student at the University Laboratory High School, Rebecca was a member of the German Club, the math team, Students for a Better World, Rotary Interact, orchestra and chorus. She played basketball for the Illineks four years and was co-captain her senior year. She was instrumental in organizing the volleyball team prior to her junior year and served as co-captain the next year.

Rebecca was a 1995 and 1996 finalist in the Eastern Illini Electric Cooperative essay contest. She was finalist in the AATG German contest and a two-time Illinois State Scholar. During her senior year, Rebecca has received the Jonathan Baldwin Turner scholarship at the University of Illinois, the Ford-Iroquois Farm Bureau scholarship, the Champaign County Farm Bureau scholarship, the Champaign-Urbana Junior Woman's Club scholarship and the Illinois Electric Cooperative Memorial scholarship.

Rebecca is a nine-year 4-H member, belonging to the Melvin Adventures 4-H Club and the Willing Winners 4-H Club. She is a member of the Melvin United Methodist Church.



Eight youths represent EIEC at Youth Day

High school students from across Illinois met their state legislators in Springfield during "Illinois Electric and Telephone Cooperative Youth Day" on Wednesday, April 30. Eight area students representing EIEC met with Senator Stanley B. Weaver at the State Capitol. The 270 students and chaperones also toured the Illinois Supreme Court, the Executive Mansion and Lincoln's Tomb. Representing EIEC were, from front left, Marisa Reeves of Milford, Megan Grier of Milford, Brock Roberts of Hoopeston and Jennifer Harbaugh of Tuscola. From the back left, Jeannie Kingston, EIEC's manager of information services, Melissa Stierwalt of Sadorus, Matt Walczeski of St. Joseph, Sen. Weaver, Carey Buhr of Milford, Andrew Sefranek of Champaign, and Glenda Frette, EIEC's secretary.

Stagen completes NRECA MIP Program

Wm. David Champion, Jr. (right), EIEC President/CEO, presents Accountant Brian Stagen with a diploma for completing the National Rural Electric Cooperative Association's Management Internship Program. The six-week course is the most comprehensive available in the electric utility industry, providing a curriculum which addresses the technical, conceptual and human aspect of utility management.



Geothermal—the solution to your heating, cooling and water heating needs

Name: Ed and Barbara Sumner, Milford

Occupation: Ed is a farmer and Barbara is a homemaker.

Square footage: 5,400 home

Contractor: The Sumner home was built by Richard and Gary Peters of Crescent City and the geothermal system was installed by Steiner Sales and Service of Cissna Park.

Remarks: The Sumners like the cleanliness of their geothermal heating and cooling system; it's so quiet they never hear it run. With the 4-cent electric heat rate, their energy costs are very economical. They also purchased a Sepco water heater from EIEC. During the four summer months, the Sumners receive the \$25 air conditioning credit and \$6 water heating credit.



Ed and Barbara Sumner

Name: Lowell and Melvina Heap, Dewey

Occupation: Lowell is a farmer and Melvina is a homemaker and accountant for the farm.

Square footage: 2,300 home

Contractor: The Heaps served as the general contractor on their home and the geothermal heating-and-cooling system was installed by Hoveln Heating & Cooling of Thomasboro.

Remarks: The Heaps are impressed with the constant temperature of the geothermal system. Their home is extremely reasonable to heat and cool and the 4-cent electric heat rate provides another benefit. They also can dry their grain at home very competitively. The Heaps purchased a Sepco water heater from the co-op and receive the \$25 air conditioning credit and \$6 water heating credit during the four summer months.



Melvina and Lowell Heap

Basket Warehouse mushrooms out of basement venture



Pam and Jim Landis, owners of Basket Warehouse, at their Alvin Facility.

Like many home businesses, Jim and Pam Landis started Basket Warehouse as a way to supplement the family income while still enabling Pam to stay home with the children.

But unlike many home businesses, Basket Warehouse has grown considerably in the last six years. From a small beginning, the company has grown from traveling the area craft shows, into a recognized regional supplier of baskets, floral containers and dried floral products for the craft and floral industry. In addition to the 5,000 square foot warehouse located east of Alvin, Basket Warehouse also branched out to include a store in the Village Mall in Danville. The store, also called Basket Warehouse, sells wicker furniture, baskets, dried floral supplies and other craft items.

"I wanted to be with the kids," Pam says, "but my husband, who was farming, thought we needed to be a two-income family, so I started selling wicker and crafts from my basement."



Basket Warehouse sells wicker furniture, baskets, dried floral supplies and other craft items in the Village Mall in Danville

Before she knew it, the business was outgrowing that space, and covetous glances were being cast at the family's three-car garage. Before long they rolled out the cars, cleaned the place up, and set up shop—again. "I knew even before we moved in that the garage was going to be too small," Pam said.

While that was going on, Jim's farming operation was undergoing some changes. "I'd been farming 800 acres." He says, "In 1995, one landlord decided to sell 300 acres, and left me with only 500 acres to farm. We decided to sit down and map out a five-year plan, and figure out which direction to go. That year I had two full-time jobs. One was farming and the other was selling baskets. By the end of the year the lack of family time was showing, so we had to commit ourselves to either one or the other."

They made the decision to sell the farm equipment and make the commitment to Basket Warehouse. The original plan was to build a pole barn near their house that would take care of all the growth they could imagine. Crafters and local basket lovers had been the major customers as far as wholesale sales.

A major change came in 1996, when it was decided to direct their sales efforts toward the floral industry also. Routes were established, serving floral shops and craft and gift shops. These customers are serviced on a regular schedule.



Jim Landis stocks his delivery trailer.



Pam Landis describes merchandise available at Basket Warehouse in the Danville Village Mall to President/CEO Wm. David Champion, Jr.

Many customers find it convenient to call the warehouse for shipment to them via UPS. Items in stock are usually shipped in 24 hours of the customer placing the order. The majority of their customers can get service the next day, which gives them a faster turnaround of their product.

Basket Warehouse has grown from two part-time people to three full-time employees and five part-time employees with additional people hired during the busy seasons such as the fall months and Christmas.

Basket Warehouse tries to maximize its available space and products to serve customers better. Basket sets may be broken up into smaller sets to serve a particular group of customers. The floral industry will use the small baskets in a set, where the crafter or retail customer will use the

larger items. Dried and preserved flowers are brought in from the growers in bulk cases and split and sleeved.

It's been six years now since Jim and Pam set their sights on the wicker industry. "We're really pleased with how well things are going," Pam says. We used to make a lot of our crafts, but the growth of the company has hindered that. We buy some of our crafts for the retail store, and have a few local crafters selling their creations in the Danville store. It's interesting, "she

noted, "that the office we built onto the warehouse is bigger than the basement we started out in."

Pam also noted that there has been an occasional bump or two on the road to success. "We are always looking for new items to market, she says, "and I think we have a pretty good sense of what sells well. Watching and gauging market trends is the most important thing we can do."

Those interested in supplies or other sales information can call Basket Warehouse, Inc., at (217) 765-2209 or visit them at 21731 State Route 119, Alvin, IL 61811. Warehouse hours are Monday-Thursday, 9 am. to 5 p.m. If wicker furniture or gift items are of interest, stop by the Village Mall store at 2917 North Vermilion in Danville. The phone number is (217) 446-0915.

Need a water heater?

**Convert your fossil fuel water heater
to electric for \$1.00**

**Building a new home?
Purchase a water heater
for just \$1**

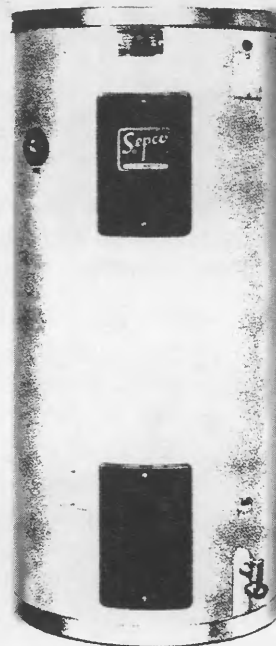
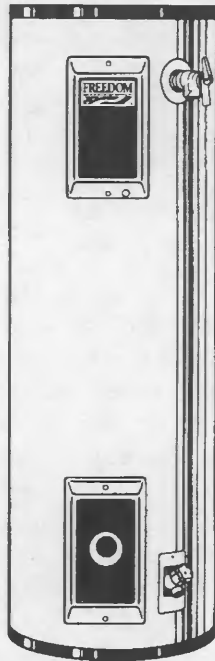
**EIEC's product line of high quality and
energy efficient electric water heaters includes:**

52 gal. Freedom \$25 + tax

40 gal. Freedom \$25 + tax

80 gal. Sepco \$150 + tax

If you purchase a water heater from EIEC, you must participate in the all-electric water heater control program. You will also be eligible for a \$6 per month demand side energy credit if your monthly kilowatt-hour use exceeds 500 kilowatt-hours.



**Remember—there's no flame, fumes or
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 Discovery Channel • The Disney Channel (East) • The Disney Channel (West) • E!
 Entertainment Television • Empire Sports Network • Encore1 (East) • Encore1
 (West) • Encore2 Love Stories • Encore3 Westerns • Encore4 Mystery • Encore5
 Action • Encore6 True Stories • Encore7 WAM! • ESPN • ESPN2 • The Family
 Channel • FOX News Channel • FOX Sports Arizona • FOX Sports Midwest •
 FOX Sports Northwest • FOX Sports Pittsburgh • FOX Sports Rocky Mtn. • FOX
 Sports South • FOX Sports Southwest • FOX Sports West • FOX Sports West II •
 The Golf Channel • Headline News • The History Channel • Home & Garden
 Television • Home Shopping Network • Home Team Sports • Independent Film
 Channel • The Learning Channel • Madison Square Garden • Midwest Sports
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 New England Sports Network • NewSport • Newsworld International • NBA
 League Pass • NFL Sunday Ticket • NHL Center Ice • Outdoor Life • Pro-Am Sports
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 SportsChannel-Chicago • SportsChannel-Cincinnati • SportsChannel-Florida •
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Board meeting report



On May 27, 1997, the Board of Directors of Eastern Illini Electric Cooperative held its regular board meeting at the cooperative's headquarters in Paxton.

Minutes of the April 15, 1997, board meeting were approved.

The April 30, 1997, statement of revenues and expenses including the following information was approved: Total Operating Revenues \$1,591,605, Total Operating Expenses \$351,265, Total Cost of Electric Service \$1,390,989, Operating Margins \$200,616, Total Margins \$239,261 and Year-To-Date \$591,674.

In April, 75 members joined the cooperative and 66 terminated their memberships.

Director Byers, Chairman of the Policy and Regulations Committee, presented proposed policies and regulations for the board's review and requested that they be adopted at the June 24 board meeting. Director Byers thanked the committee and staff for their diligent work to bring the policies and regulations up-to-date so that the cooperative could compete in the new marketplace.

A report of the May 19 Executive Committee meeting was given by Board Chairman Chesnut. The Board went into executive session.

Board Chairman Chesnut announced the Audit and Finance Committee will meet May 29, 1997.

Highlights of the April 17 and May 15 Association of Illinois Electric Cooperatives' board meeting was given by Board Chairman Chesnut. For the first 10 months of the fiscal year, AIEC had margins of \$99,396. Regulatory, legal, safety and engineering reports were given. The utility deregulation proposal and other pending legislation were discussed.

Voting representatives and alternates were selected for the AIEC annual meeting which will be held in Springfield July 31-August 1. Board Chairman Chesnut was selected as the delegate for the AIEC annual meeting and Director Byers was selected as the alternate. Board Chairman Chesnut was selected as the NRECA voting delegate and Director Ludwig as the alternate.

The April 16 and May 21 Soyland Power Cooperative Board meetings were recapped by Director Warmbir. CEO Champion, the SPC Chairman of the Board, presided over the meetings. Financial, power supply and marketing reports were presented.

Attorney Fraker, Director Byers and CEO Champion reported they had productive meetings with U.S. legislators while attending the National Rural Electric Cooperative Association Legislative Conference in Washington, D.C., on May 4-7.

CEO Champion updated the board on strategic planning; direct access and retail wheeling information; legislative activities; Rebecca Swearingen, the daughter of EIEC members Steve and Kathy Swearingen of Melvin, received the \$1,000 Illinois Electric Cooperative Memorial Scholarship; and EIEC Engineer Dustin Tripp has been accepted into the U of I Executive MBA program.

Accountant Brian Stagen reported on the National Rural Electric Cooperative Management Internship Program he had attended in Lincoln, Nebraska. It was very informative and beneficial. Stagen received a diploma for the comprehensive certification program.

Board Chairman Chesnut summarized the May 8 all-employee meeting he had attended. An in-depth May job training and safety activities report was furnished by CEO Champion.

In other action, the board approved a three-phase interruptible contract with The Spreader, Inc., Gifford; three-phase contracts with Laurence Young, Buckley, and Tim Ingram, St. Joseph; making contributions to the Red River Flood Relief Fund and CFC System Integrity Fund, a resolution extending the ERC loan program; and paying the 1997-1998 AIEC dues assessment.

Utili-soft marketing activities were outlined in a written report provided by Jeff Tankersley, Manager of Utili-soft. SkyQuest Manager Dave Lithgow indicated SkyQuest had 6,469 DIRECTV subscribers on April 30. Lithgow reviewed personnel matters and marketing efforts.

There being no further business to come before the board, the meeting was adjourned.

Mission Statement

Eastern Illini Electric Cooperative's mission is to provide reliable, competitively-priced, customer-focused energy and other valued products and services.

Eastern Illini

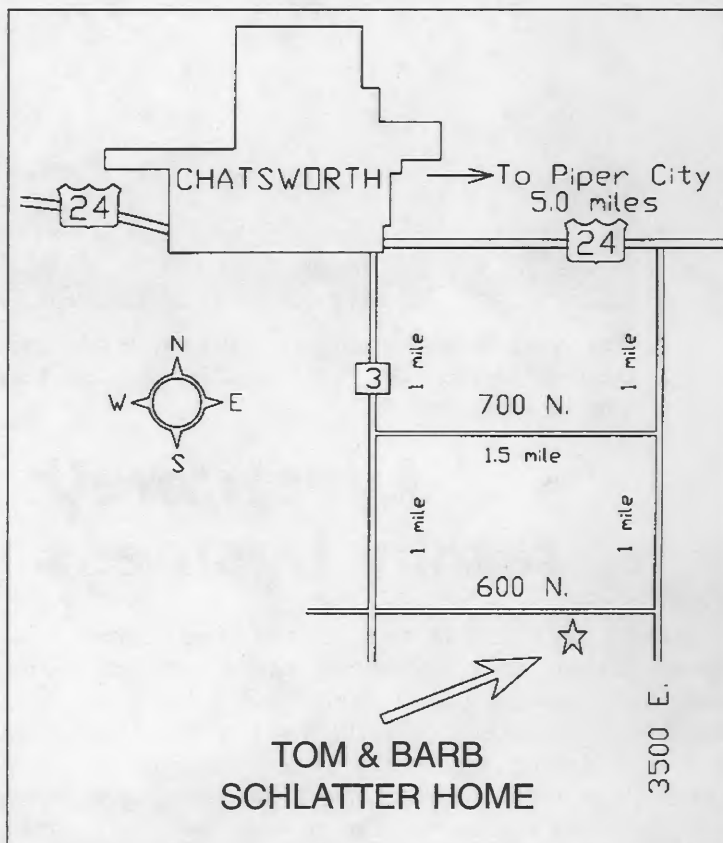
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See the *NEW* WaterFurnace Northern Leader Geothermal System!

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Tuesday, August 12,
1 p.m. to 7 p.m.
at the Tom and Barb
Schlatter home near
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**Free pork
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Register to win an electric ice cream maker

Visit the Schlatters and check out the premier heating, cooling and water heating geothermal system. The header portion of the loop will be exposed and open for viewing.

With the geothermal system, you can take advantage of EIEC's 4¢ electric heat rate and save up to 60% or more on your monthly heating bills. The system is safe, clean, convenient and environmentally friendly. It provides total comfort with constant temperature and humidity control. Furthermore, there is no noisy, unsightly outdoor equipment.

If you qualify for EIEC's 5% loan program, you can borrow up to \$10,000 to install a geothermal system. You will also receive up to a \$1,000 re-

bate for installing the system.

Talk to EIEC employees about the value of a geothermal system. Kuperschmid, Inc., Forrest, P-L Construction, Fairbury, and WaterFurnace International are assisting with the open house and will be on hand to answer your questions. Visit the Schlatters on August 12 and see the extraordinary geothermal system.

**Face-To-Face
Service**





The Lynch Brothers pause during a tour of Iroquois Paving for a photo with Wm. David Champion, Jr., President/CEO of EIEC. From Left are Ditty Lynch, Champion, and Jack Lynch.

Lynch brothers keep family business going strong

When Jack and Ditty Lynch involve themselves in their paving business, Iroquois Paving, Inc., they're keeping alive a family tradition that dates back to the end of World War I. It was then that their father came home from the European conflict and went to work for a local paving and road building contractor. Before long, he was a partner in Shanks and Lynch, a road building and bridge construction company.

"He started an asphalt business when he still worked for Mr. Shanks," Jack says. "We have continued the road building, bridge building, sewer, watermain, excavation, site preparation and asphalt pavings since our father's death in 1955."

Ditty adds, "Back then, almost everything was done with mules and hard labor. It's difficult for someone to imagine if they haven't experienced it, but it's amazing how much things have changed in the paving business.

"And the paving business has changed, too. We used to do a lot of 'chipping,' where we'd lay down a film of oil on the road surface and cover it with a layer of gravel chips, which joined to make pavement. Now, we tend to use a lot more pre-mixed asphalt."

The brothers got into the hot-mix paving busi-

ness in about 1960, they note, and named the company Iroquois Paving in 1979. About five years later, they added a drum mix asphalt plant to the business. It produced some 400 tons an hour, and they traded it in 1996 for their current plant, which produces the same tonnage per hour, but the plant is highly portable.

"The new Gilman plant makes it easier for us to keep up with the environmental regulations," Jack says, "and it's much more efficient than the old one was in several respects. We can get a better handle on quality control, it uses less fuel, and since it's more automated, it's less labor-intensive, too."

Like many plants these days, theirs relies heavily on computerized controls to keep it running efficiently.

"It's really state-of-the-art," Ditty says, "and it's set up so its computer can call the computer at Cedarapids, the factory, if it senses a problem, and they can trouble shoot it from there. We have the latest and best in quality control and quality assurance here, and we have it because that's the way we do business, even though much of the state and federal standards are required, too."

The plant is set up to use various combina-



The plant is modern and state-of-the-art, and is highly portable; note the wheels on the conveyor unit in the background.

tions of products to make different kinds of asphalt mixes. It can use all virgin products, or a combination of virgin and recycled materials. The mixing and heating are all carefully controlled to assure that the best material available goes down on the road surface.

"The asphalt goes into trucks for shipping to the job site," Ditty says, "and all our trucks are insulated and tarped to keep it from cooling. It comes out of the plant at about 300-310 degrees, and it's best if it's laid hot."

Hot mix paving is a seasonal venture, to a certain extent, because it has to be put down in fairly warm conditions for best results. "Nobody likes to work in temperatures lower than 40 degrees and rising," Ditty says, "and certainly not below freezing."

Naturally, that restricts the distance they can travel with a batch, but that's not a problem for Iroquois Paving. "We have plant sites in

Buckley and Watseka, in addition to this one," Ditty says, "and we prefer working locally, with people we know."

And the plants can be moved, if necessary. "We have a plant at Sheldon that will produce 250 tons an hour," Jack

says, "and if we had to, we could move this new plant, too. We should be able to shut it down, move and be ready to go in a week."

Ditty notes that the company makes it a point to do business the right way. "We're responsible for quality control, and we take that very seriously," he says. "We believe that doing business in accordance with the state specifications and regulations is the best for all our customers. We take core samples of the work we do. When inspectors do random samples of our jobs, as is often done in this kind of work, their tests always show the same results ours do."

"Our business was founded on quality and integrity after Dad came home from World War I, and we still run it that way."

The nerve center of the operation is a computer console, set up to detect problems and to phone the factory to find solutions. Here, Ditty and a technician work the board.



Mission Statement

Eastern Illini Electric Cooperative's mission is to provide reliable, competitively-priced, customer-focused energy and other valued products and services.

Board meeting report



The Board of Directors of Eastern Illini Electric Cooperative held its regular board meeting on June 24, 1997, at the cooperative's headquarters in Paxton.

Minute of the May 27, 1997, board meeting were approved.

The May 31, 1997, statement of revenues and expenses including the following information was approved: Total Operating Revenues \$1,451,023, Total Operating Expenses \$380,713, Total Cost of Electric Service \$1,378,091, Operating Margins \$72,932, Total Margins \$95,807 and Year-To-Date Margins \$687,480.

During May, 52 members joined the cooperative and 62 terminated their memberships.

After discussion, the board adopted the proposed policy and regulation manual that was presented at the May board meeting by Director Byers, chairman of the Policy and Regulations Committee. Director Byers expressed his appreciation to the committee and staff for the many hours they had spent revising the cooperative's policies and regulations.

A report of the May 29 Audit and Finance Committee meeting was given by Director Knox, chairman of the committee. The committee examined the accounts of the cooperative and reviewed expense statements, disbursements and supporting data in accordance with the cooperative's bylaws. All records were found to be in order. The board approved the report.

Board Chairman Chesnut summarized the

June 19 Association of Illinois Electric Cooperatives' Board meeting he attended. Margins for the first 11 months of the fiscal year were \$143,041. Regulatory, legal and engineering reports were given. It was reported that the utility deregulation legislation had passed the House but did not reach the Senate floor for a vote.

A synopsis of the June 18 Soyland Power Cooperative Board meetings was given by Alternate Director Ludwig. CEO Champion, the SPC Chairman of the Board, presided over the meetings. Financial and power supply reports were presented.

CEO Champion updated the board on activities of the National Rural Utilities Cooperative Finance Corporation, strategic planning, and deregulation legislation. In addition he provided a summary of EIEC's annual meeting expenses and indicated EIEC's vehicle sale will be held at 6 p.m., June 24.

An all employee meeting was held at the cooperative's headquarters on May 28. Directors Aden, Anderson, Chesnut, Ludwig and Reitz represented the board. CEO Champion provided a comprehensive report of June job training and safety activities.

Jeff Tankersley, Manager of Utili~soft, highlighted marketing activities in a written report. Marketing efforts and personnel matters were reviewed by SkyQuest Manager Dave Lithgow.

There being no further business to come before the board, the meeting was adjourned.

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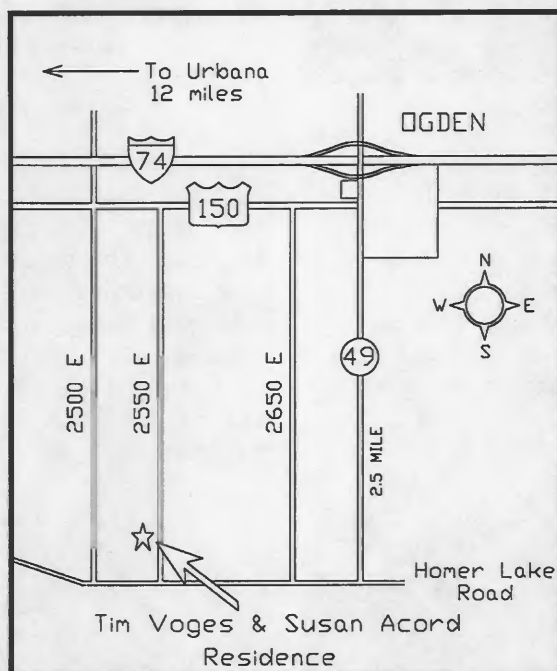


Attend EIEC's Geothermal Field Day

Wednesday, Sept. 10, • 1 p.m. to 7 p.m.

Tom Voges' & Susan Acord's Home

*Register to win
an electric ice
cream maker*



*Free pork
burgers and
soft drinks*

See a geothermal system at the home of Tim Voges and Susan Acord near Ogden. The premier system heats, cools and provides domestic water heating. The header portion of the loop will be exposed and open for viewing.

You can take advantage of EIEC's 4 cent electric heat rate with a geothermal system and save up to 60 percent or more on your monthly heating bills. The safe, clean, convenient and environmentally friendly system provides total comfort with constant temperature and humidity control. In addition, there is no noisy, unsightly outdoor equipment.

You can borrow up to \$10,000 to install a geothermal system if you qualify for EIEC's 5 percent loan program. Furthermore, you will receive up to a \$1,000 rebate for installing the system.

Talk to EIEC employees about the value of a geothermal system. Junior Duitsman of St. Joseph, Ed Hovel of Thomasboro and WaterFurnace International are assisting with the open house and will be available to answer your questions.

Attend the field day Sept. 10 and see the amazing geothermal system.



Face-To-Face Service

Geothermal—the solution to your heating, cooling and water heating needs



Steve, Judy, Melissa,
Lindsey and Greg Stierwalt

Name: Steve and Judy Stierwalt, Sadorus
Occupation: Steve is a farmer and Judy teaches gifted programs at Unit 7 schools: Philo, Sidney, Sadorus, Pesotum and Tolono
Square footage: 2,700 home
Contractor: The Stierwalt's home was built by Tom Mumm Construction of Tolono, and Ed Hovel of Thomasboro installed the geothermal system.

Remarks: Pleased with their geothermal heating and cooling system, the Stierwalts especially enjoy the cleanliness and quietness of the unit. Their heating and cooling costs are very reasonable with the 4 cent electric heat rate, and they also dry grain at this very competitive rate. In addition, they purchased an EIEC Sepco water heater and receive the \$6 water heating credits and \$25 air conditioning credits during the four summer months.



Don and Gloria Reitz

Name: Don and Gloria Reitz, Gilman
Occupation: Don, an EIEC board member and assistant secretary, is a grain and hog farmer. Gloria is Douglas Township Clerk and a homemaker.
Square footage: 2,850 home
Contractor: Boyce Electric, Cissna Park, installed the geothermal system in the Reitz's two-story home.

Remarks: Since the Reitz's did not have air conditioning prior to the installation of the geothermal system, they like the comfort it provides. Most importantly, their farming and hog operation benefit from the 4 cent electric heat rate. They also purchased a Sepco water heater from the co-op and receive the \$25 air conditioning credits and \$6 water heating credits during the four summer months.

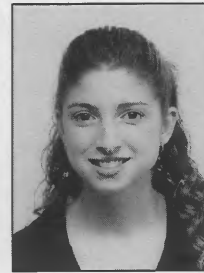
Interns working at EIEC this summer

In cooperation with the Illinois Department of Commerce and Community Affairs and the Education Development Intern Program, Lindsay Newlin is working in EIEC's Marketing Services Department. She is one of only 20 students across Illinois selected to participate in this summer program. Lindsay is the daughter of Greg and Jane Newlin of Georgetown and will be a senior at Georgetown-Ridge Farm High School.

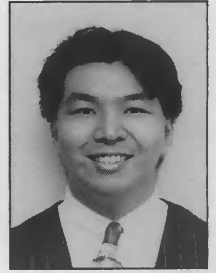
The University of Illinois in Urbana-Champaign offers an intern program for candidates for the masters of business administration degree, and two such candidates are working for the cooperative in the Marketing Services Department. Roy Robinson of Stonington has a bachelor of



Roy Robinson



Lindsay Newlin



Stan Gee

science degree in agriculture economics, and Stan Gee of Elmhurst has a bachelor of science in statistic/computer science.



Four students represent EIEC in Washington

Four students representing Eastern Illini Electric Cooperative recently took in a full week of experiences around the nation's capital. Among the highlights of the 1997 "Youth to Washington" Tour was a meeting with their congressman. The students, who met Congressman Thomas Ewing on Capitol Hill, were among 63 rural youth leaders and their

chaperones from downstate Illinois who toured Washington, D.C., June 13-20. From left are: Jennifer Harbaugh of Tuscola, Matt Walczewski of St. Joseph, Congressman Ewing, Andrew Sefranek of Champaign and Marisa Reeves of Milford. The trip's agenda included stops at many of the capital's monuments and memorials, Arlington National Cemetery, the

Smithsonian museums, the National Cathedral, the Royal Embassy of Saudi Arabia, the U.S. Holocaust Memorial Museum, and the U.S. Supreme Court. The group also attended a performance at Ford's Theatre and cruised on the Potomac River. The tour began with a visit to the Civil War battlefield at Gettysburg, PA.



Leonard cleans up the machine so the next users will have it ready. In addition to this chore, he also runs errands, transports patients and does paperwork.

Tuscola volunteer finds ways to keep occupied

Leonard Rentz likes to keep busy. It's a good thing, too, because he does manage to keep several irons in the fire. Probably the single most time-consuming way the Tuscola resident occupies himself is by working as a volunteer at Covenant Medical Center's hemodialysis unit in Urbana.

"My wife, Carol, was diabetic, and that led to kidney problems," Leonard says. "When she went in for dialysis, I got interested in the process, and since I'm a

chemist, I understood it from the chemical side, too."

About that time the Tuscola firm he worked for was cutting back on its staffing, and Leonard had the opportunity to take early retirement. "I went back to school and took the training to become a certified nursing aide," he says, "so I was able to spend a lot of time with her, taking care of her."

Carol died in 1994. They had been married for 39 years, and have a son, Carl, and a daughter, Debra.

As qualified as he was, and with the experiences he'd had, Leonard decided that he could make a difference for others who were undergoing the same process. "And I liked it from the standpoint that I could work with the same people over a period of time, and could get acquainted with them. If I'd just volunteered to work in a hospital, I'd see someone one day and they'd be gone the next. I like the continuity, and I think the patients do, too."

The unit is set up so some 20 patients can undergo treatment at a time, and they come in three times a week. "There are two needles," Leonard says, "and blood is drawn from a patient, run through a filter, and returned. It takes from three to four hours for most patients, and I help them cope with the time. They can watch TV or read, but sometimes they need help, since they're essentially sitting immobile for about four hours."

But where he helps most, from the patient's standpoint, is with his encouragement and support. He explains how the process works, and generally provides moral support. "I think I'm more helpful to the families than the patients," he says, "because by the time a patient shows up, they'll have talked to their doctor and know roughly what to expect. But the families are often in the dark. Since I've seen dialysis from that perspective, I can help."

Patients need dialysis three times a week, and there are three shifts offered to handle the workload. There is a morning treatment for some, while others come in for midday or afternoon sessions. Leonard works two days a week, doing whatever it takes. "I help the patients," he says, "and after the session ends, I strip off the dialyzers, wash down the machines, change covers on the chairs, and assemble supplies for the next shift, so they'll be ready to go. And I run errands, transport patients, and do miscellaneous paperwork as needed.

"We have patients who come from all over: Piper City, Cissna Park, Villa Grove, Tuscola and many other towns," he continues. "Some are awaiting kidney

transplants, while others have multiple health problems and aren't candidates. They range in age from 18-90, and I try to help them all."

When he's not helping others on the machines, Leonard is still involved in community activities. He served on the member advisory committee that worked to facilitate the merger of Eastern Illinois Power Cooperative and Illini Electric to form

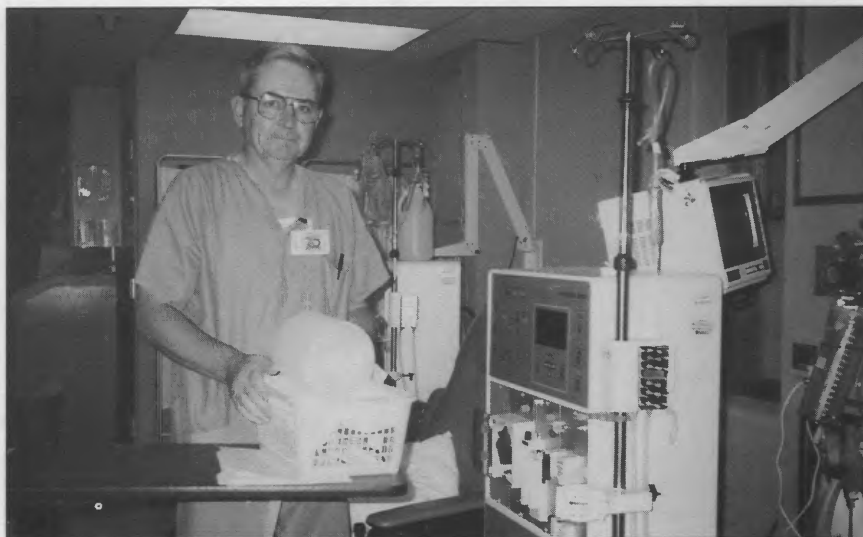
Eastern Illini, and served on EIEC's Constitutional Revision Committee.

When he's not doing that, he works part-time for a local farmer, and tinkers with his trophy-winning collection of antique tractors.

"I just have to keep busy," he says. "I can't stand just sitting around doing nothing. As far as keeping busy is concerned, Leonard does about as good a job as any of us, and better than most!"



Leonard Rentz, right, explains the dialysis process to Wm. David Champion Jr., president/CEO of EIEC.



One of Leonard's jobs is to prepare supplies for the incoming shift after he's done his work.

Apply for a 5% EIEC loan

The EIEC loan program will provide financing for electric heat, a standby generator or a service entrance upgrade.

You can reduce your energy bills through the purchase of more energy efficient equipment and take advantage of EIEC's competitive 4 cent electric heat rate or the 5 cent interruptible rate.

Moreover, you can improve the safety and reliability of your home.

If you qualify, EIEC will lend you the money at the low rate of 5 percent and add the payments to your monthly electric bills.

Borrow up to the following amounts:

- \$10,000 for a geothermal system
- \$5,000 for an all-electric heat installation
- \$3,000 for an add-on heat pump
- \$10,000 for a stand-by generator*
- \$600/\$1,200 for a service entrance upgrade**

* Account must be on interruptible single-phase or interruptible large power rate

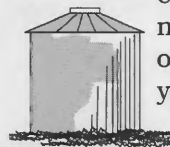
** Must accompany electric heat or water heater installation



For details, contact the Marketing Services Department.

4 cent grain drying at your electric heat account

There are many advantages of heating your home with electricity. In addition to safe, clean, comfortable, economical and environmentally friendly energy, there is another significant benefit. You can dry your corn at the 4 cent rate if you have grain drying equipment at that location. Not only does the 4 cent rate make electric heat affordable, it allows you to dry grain at your farm very competitively.



Receive an EIEC rebate

- For installing a geothermal system (ARI 330 Certified)
Up to \$1,000
- For installing an add-on heat pump
\$250
- For installing other all-electric heating systems
Up to \$1,500

Here comes Labor Day!

Say farewell to summer and hello to fall as you prepare to celebrate Labor Day with family and friends.

As your locally owned and operated electric cooperative, we extend our best wishes to all member-owners, directors and employees.

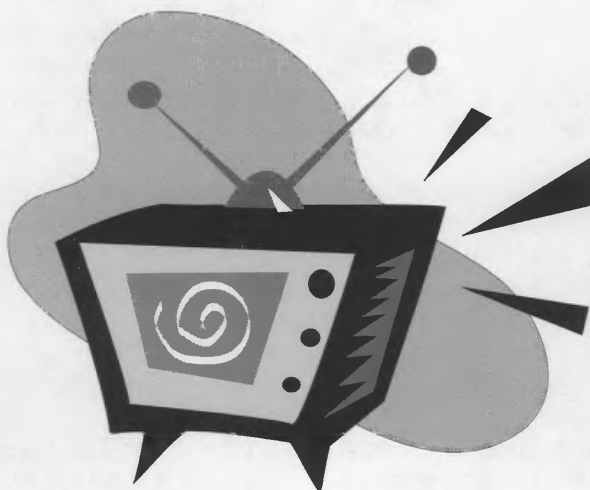
One thousand electric co-ops make up the co-op network in 46 states, and all are dedicated to providing service as efficiently and economically as possible the

co-op way.

Working hard, meeting challenges and helping our communities grow and prosper all across American are the key ingredients that make electric co-ops succeed. Co-op members-owners have a voice and vote in co-op matters and that makes electric co-ops different from investor-owned electric utilities.

Enjoy Labor Day and be proud of a job well done!





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Board meeting report



The Eastern Illini Electric Cooperative Board of Directors held its regular board meeting on July 22, 1997, at the cooperative's headquarters in Paxton.

Minutes of the June 24, 1997, board meeting were approved.

The June 30, 1997, statement of revenues and expenses including the following information was approved: Total Operating Revenues \$1,447,635, Total Operating Expenses \$334,571, Total Cost of Electric Service \$1,440,788, Operating Margins \$6,847, Total Margins \$28,218 and Year-To-Date \$715,699.

In June, 118 members joined the cooperative and 109 terminated their memberships.

In the absence of Committee Chairman Byers, Director Raber reported on the July 3 Policy and Regulation Committee meeting. The committee recommended modifying the bylaws to concur with the newly proposed director redistricting. In addition, the committee recommended amending Policy 318, Reimbursement for Cost of Enrollment in Study Courses Relating to Employment with the Cooperative - Employees. The board approved the report and amending Policy 318.

Board Chairman Chesnut highlighted the July 17 Association of Illinois Electric Cooperatives Board meeting. AIEC ended the fiscal year with margins of \$178,235. The 1997-98 IEC Continuing Education Program was approved. Regulatory, engineering and Youth to Washington Tour reports were presented.

A summary of the July 14-16 Strategic Planning Session and July 16 Soyland Power Cooperative Board meeting was given by Alternate Director Ludwig. CEO Champion, the SPC Chairman of the Board, presided.

Facilitated by Brent Peinhardt, President of Vantage Associates, the SPC board established long and short term objectives during the strategic planning session. During the July 16 SPC board meeting, rates were adopted and financial, power supply and marketing reports were given.

CEO Champion provided the board with the following information: a report of the Central Area Data Processing Cooperative board meeting; a strategic planning update; EIEC's vehicle sale was well attended and very successful; rate comparisons for Illinois electric cooperatives; Accountant Brian Stagen has completed the RUS Borrower's Accounting Course for electric cooperatives; and the employees' Flexible Benefit Plan has resulted in substantial FICA savings to the cooperative.

An in-depth report of July job training and safety activities was furnished by CEO Champion. In addition, he provided an Illinois Cooperative Workers Compensation Group Loss Ratio Analysis.

In other action, the board approved writing off \$34,108.71 of uncollectible accounts; amending Policy 502, Authorization for Check Signing; allocating 1996 margins of \$375,060.77; and entering into a three phase contract with Dan Schumacher of Buckley and an interruptible three phase contract with Sam Broquard of Fairbury.

Jeff Tankersley, Manger of Utili-soft, highlighted marketing activities. In a written report, SkyQuest Manager Dave Lithgow provided information on marketing efforts and that SkyQuest had 6,528 DIRECTV subscribers on July 1.

There being no further business to come before the board, the meeting was adjourned.

Mission Statement

Eastern Illini Electric Cooperative's mission is to provide reliable, competitively-priced, customer-focused energy and other valued products and services.

Nominating Committee to meet November 3

In order to observe the board in action, the 1998 Nominating Committee was invited to attend the August 26 Eastern Illini Electric Cooperative board of directors meeting. The 13 member board is elected from each of the 13 directorate districts and is charged with the tremendous responsibility of establishing policies, implementing rates and guiding the operation of a \$47 million corporation.

Members of the Nominating Committee will meet November 3, 1997, to select candidates for the Nominating Committee election in Districts 2, 6, 8, 9 and 13 which will be conducted by mail balloting during December. The committee will also nominate candidates for director elections in Districts 3, 4, 7 and 11 which will be held at the March 14, 1998, annual meeting in Paxton. Directors presently serving in those districts are Gene P. Warmbir of Clifton, District 3; Harold M. Loy of Beaverville, District 4; Larry Knox of Dewey, District 7; and Charles D. Day, Jr. of Bement, District 11. If nominated, the incumbent directors will seek reelection.

The Nominating Committee

process is conducted in accordance with the following provision of the Cooperative's bylaws, Article III, Section 3.7: Nominations:

"The Nominating Committee shall each year nominate candidates for the Board of Directors to be voted upon by the members at the next succeeding Annual Meeting of Members. Other candidates for the Board of Directors may be nominated by petition signed by not less than 25 members and filed with the Secretary of the Cooperative not less than 30 days prior to the Annual Meeting. Nominations from the floor shall not be permitted.

"The Nominating Committee shall prepare and post at the principal office of the Cooperative at least 30 days before the annual meeting, a list of its nominations for directors; further, the Secretary shall post, at the same place, any nominating petitions filed with him or her.

"A specimen ballot marked "Ballot for Directors" containing the names and addresses of all nominees listed in the order determined by lot conducted by the Chairman of the Board and Secretary of the Cooperative shall

be printed in or mailed with the notice of the meeting. The Secretary shall also have printed in or mailed with said notice of the meeting or separately, not less than 10 days prior to said annual meeting, a statement of the number of directors to be elected and the districts from which they are to be elected and showing separately the nominations made by the Nominating Committee and the nominations made by petition. The members may, at any meeting at which a director shall be removed, as herein provided, elect his or her successor without compliance with the foregoing provisions with respect to nominations. Notwithstanding anything contained in this Section, failure to comply with any of the provisions of this Section shall not affect, in any manner whatsoever, the validity of any election of directors or any action taken by the Board of Directors after the election of directors."

If you are interested in serving on the Nominating Committee or being a director, please contact one of the following Nominating Committee members:

Nominating Committee

- Dist. 1 - Terry Bose, R. R. 1, Box 24, Anchor, IL 61720
- Dist. 2 - Michael Kane, 3257 N 1300E Rd., Cullom, IL 60929
- Dist. 3 - Lavon C. Blasey, R. R. 2, Box 109, Clifton, IL 60927
- Dist. 4 - Richard D. LaFond, 2625 N 2500E Rd., Donovan, IL 60931
- Dist. 5 - Roger R. Ebert, 1464 N 1100E Rd., Onarga, IL 60955
- Dist. 6 - Darrell Abrahamson, 1740 E 700N Rd., Loda, IL 60948
- Dist. 7 - Wayne F. Apperson, 699 County Road 3600N, Foosland, IL 61845
- Dist. 8 - Richard Rademacher, 2850 County Road 2700E, Penfield, IL 61862
- Dist. 9 - John Wilkening, R. R. 1, Box 78, Cissna Park, IL 60924
- Dist. 10 - James Weston, 17970 Attica Rd., Rossville, IL 60963
- Dist. 11 - Loren W. Schable, 1288 E 450N Rd., Atwood, IL 61913
- Dist. 12 - Carl Bialeschki, 939 County Road 400N, Tolono, IL 61880
- Dist. 13 - Malcolm McIntyre, 2405 E County Road 1350N, Newman, IL 61942



Some of the beneficiaries of the work party pose for an appreciation picture. Kyle's missionary cousin, Rick York, is standing just left of center, in the EIEC cap.

Finleys return from Dominican adventure

Kyle Finley, EIEC serviceman in the Hoopston service territory, has just returned from a week of missionary work in the Dominican Republic. And in a sense, EIEC was there.

Kyle, whose cousin is a missionary there, received an invitation to go down and do some electrical work on a multipurpose building that will be the center of a large Christian campground that is being built. His wife, Carol, and their sons, Chad and Klayton, went too. Other members in the group were Mick Divan, Jeff Lane, Tom Edwards, Wendy Wittl, Alan, Cole, Lisa and Danielle Elder.

They made the trip on behalf of the Old Union Church of Christ. Before the multipurpose building was constructed, there were only a couple of dorms, the caretaker's house and a

large, irregular expanse used as a baseball field.

Another team had just finished a basketball/volleyball court when Kyle and his group arrived.

"Our church is doing a lot of evangelistic work in the Dominican," Kyle says, "and we were told before we went down there that there were an awful lot of basic needs to be filled. We were urged to bring clothes we didn't need any longer, with the idea of leaving them there when we came back.

"Even though I'd only been with Eastern Illinois for a couple of years, I asked for any surplus materials I could take along. I was pleased to be able to take some supplies and a few hand tools I left there. The people were absolutely thrilled with them. It was a great feeling, and the co-op helped make it possible."

He notes that getting there with all his equipment was a real challenge. "I knew I'd need the 'hooks' I use to climb poles," he says, "as well as my boots, belt and tool pouch. I decided to carry those with me, since I absolutely couldn't do anything without them.

They were pleased to find that they and their baggage arrived simultaneously at the airport in Santo Domingo, the nation's capital, where they were picked up by the missionary's bus. A couple of weary, bone-jarring hours later, they arrived at their temporary home.

"It was a beautiful location," Carol says, "and the scenery was incredible. We were between two mountain ranges."

The group set out to wire the new building for electricity, and to decide where the expected power poles were to go. Five poles would be needed, and there would be no digger trucks like the EIEC crews are used to here in the



Kyle, right, shows an electric meter he brought back from the Dominican Republic to Wm. David Champion, Jr., President/CEO of EIEC, while Carol Finley looks on.



The crew pauses for refreshments after setting the poles. Kyle is in the center of the photo, wearing shorts.

States. The local help started digging by hand where Kyle indicated, and had holes ready in short order. "They'll work their hearts out for you, once you show them what needs to be done and how to do it," he says.

While that was going on, Kyle and his cousin went to a nearby town to buy the poles. There seemed to be a certain lack of urgency in the whole place, he notes, and he was especially careful to explain, through an interpreter, that he really needed the poles delivered that very day.

"I was told that if we were lucky we'd get them the next day, or even the day after that," he says. "But an old red truck came struggling up the road about six that evening, and it had five poles sticking up over the cab. It was like a holiday. People ran up and started helping unload."

They had holes and poles, and a problem: how to get the poles in the holes.

"We put ropes on the poles from different directions," Kyle says, "and we put a kicker board in the hole to keep the pole from sliding off, and people started lifting under the pole while others pulled on the ropes. It worked great. We had all five poles set in 40 minutes."

The Finleys note that construction there is largely of concrete block, and is quite labor-intensive. "The building we were working on was about 50 feet by 120 feet plus a kitchen addition," Kyle says, "and they made the roof trusses themselves, out of steel. Each piece was cut by hand with a hacksaw, and each piece was welded into place with an arc welder. And the workmanship was very good."

Countertops, he notes, were provided by making forms, pouring concrete, and carefully wet-polishing the tops.

"They were as smooth as marble," Carol says.

"Wood is scarce and expensive there," Kyle says. "Termites are a real problem, and that's why they use a lot of concrete. Many of the utility poles are concrete, too."

Carol notes that while unfinished buildings look pretty raw, the finished ones are different.

"They put a coat of plaster over the blocks. When they're done, it's a little smoother than our stucco, and it makes for nice looking buildings," she says.

The volunteers had been warned to expect a fairly unvarying diet, and found that a mound of rice topped by a generous dollop of black beans—maybe with a little meat—was often considered a meal, and that all meals were very much alike. "We were fortunate that the Quaker Oats Company had donated a bunch of Granola bars to take along," Kyle says, "and they added some really welcome variety to the diet."

Carol notes, "We were warned not to drink the local water, but there was plenty of bottled water available, as well as a couple of familiar brands of soft drinks. There is very little refrigeration, and they keep stuff cool with ice."

"We have 52 churches in the Dominican," Kyle says, "and they have plans to expand the camp so they can have some major church functions there. The baseball field, which gets a lot of use, is rough and has knee-deep ruts in it. They hope to improve that, and they want to keep expanding. There are several volunteer tours each summer, and work's progressing fairly well. But everything costs money, so it's going to take a lot of effort. We were impressed with the camp and the people there. We hope to go back someday, when they get to where they need more electrical work done, and help some more. It was a wonderful experience."



Workers set a pole the old-fashioned way, by hand. Kyle is standing just under the pole, helping guide it into the hole. The men set five poles in just 40 minutes.

Field day at Chatsworth draws good crowd

The Schlatters' new house is pictured next to the old one, which Tom grew up in. The trenched area in the foreground is where the geothermal loop is buried, and will be landscaped soon.



The Schlatters are pictured in their almost-completed home. From left are Tom, Barb, Danny, Karen and Abby.



The EIEC geothermal field day at the Tom and Barb Schlatter home south of Chatsworth was quite a success, notes Dale Kuhn, EIEC manager of marketing services and economic development. "It was so successful, in fact," he says, "that we ran out of porkburgers and had to go into town and get some more. But that's the kind of problem we like to have. We were really pleased at the good attendance."

Field days like the August 12 event at the Schlatter farm are intended to enable members who are potentially interested in the latest home building and comfort conditioning technology to look things over, "kick the tires" and talk to

those who have taken the plunge.

In addition to having the host family on hand, co-op personnel and contractors' representatives take part, and explain the benefits of the various hardware and incentive programs offered by the co-op to encourage members to adopt the energy saving technology.

Many of our members are obviously interested in saving money, because they came from miles around to visit the geothermal home. One lady arrived on a 4-wheeler, with two children in tow! Another family came from Chebanse, while most others came from more nearby locations. As mentioned earlier, the 250 porkburgers purchased

before the event went fast.

The Schlatters, who'll live in their new house with their three children, Abby, Karen and Danny, note that they have 3,600 square feet of space, including a 1,200-square-foot basement. The house has four bedrooms, two full baths and two half baths.

They plan to take advantage of the co-op's 4-cent electric heat rate, and they've already taken advantage of our 5% loan program to install their geothermal system. In addition, they will receive a \$1,000 rebate for "going geothermal."

Tom, who has lived on the farm nearly all his life, still farms the place and works at the Bank of Chatsworth. Barb is employed by Chi-

cago State University.

In addition to EIEC, sponsors of the event included Kupferschmid Heating and Cooling of Forrest, P-L Construction of Fairbury, and WaterFurnace International.

EIEC has held several field days in the past, and we have more scheduled in the future. Make it a point to get to one in your area as soon as you can. You can learn a lot about heating and cooling your home affordably. We'll have chips, soda, and cookies for you. And sandwiches, too, even if we have to go into town to get them! We hope to see you soon.



A member registers for the attendance drawing. A good crowd turned out for the event.



Tim Frick, EIEC marketing services specialist, discusses the advantages of geothermal with a couple of the many interested people who attended the field day.



While most of those coming to the field day arrived by car, some used alternative transportation. Here, a woman and her companions arrive by four-wheeler.



Dwain Dippel, EIEC marketing services specialist, cooks porkburgers for the crowd. The turnout was so high that he ran out and had to send for more.

October is co-op month

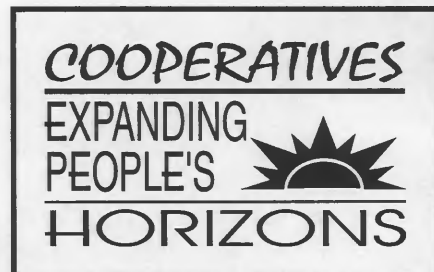
When it comes to describing America's co-ops, the sky's the limit!

The nation's 47,000 cooperatives are big and small. They serve 120 million people in all 50 states. And, they're located everywhere — cities, suburbs and throughout rural America.

Providing goods and services as economically and efficiently as possible is their first order of business. As locally owned and controlled businesses, co-ops are unique because of their commitment not only to the people they serve but also to their communities.

You'll find co-ops for credit and financing, electric and telecommunication services, insurance, housing, day care, health care, food, farm marketing and supply, news services, florists and much more.

For years, co-ops have been expanding horizons for the people they serve. In their own words: "It's just good business, and it works for the benefit of our neighbors, our communities and for our country too."



Chesnut reelected Vice Chairman of AIEC Board

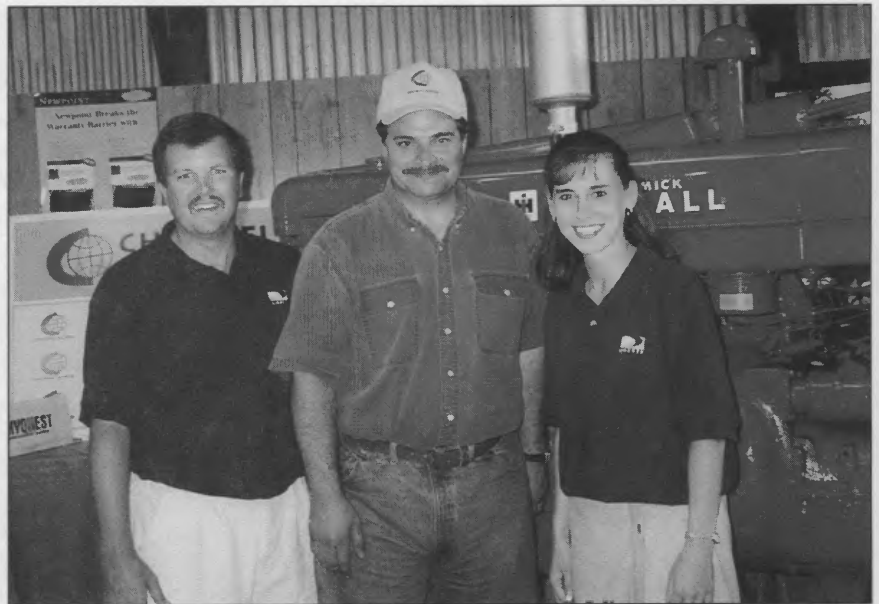
Marion Chesnut of Rossville has been reelected Vice Chairman of the Board of the Association of Illinois Electric Cooperatives (AIEC). Chesnut, seated second from left, is Chairman of the Board of Eastern Illini Electric Cooperative. The election took place on August 1 during the AIEC's 56th annual meeting in Springfield. Other officers include, seated from left, Delbert Mundt of Dieterich, Chairman; Chesnut; Ron Schaufelberger of Greenville, Secretary; and Archie Hamilton of Ava, Treasurer. Standing from left: Earl Struck of Springfield, President and Chief Executive Officer, and Larry Elledge of Springfield, Assistant Secretary-Treasurer. The AIEC is a service organization representing the 26 elec-



tric distribution cooperatives and the two generation-and-transmission cooperatives throughout Illinois.

Armstrong visits SkyQuest

SkyQuest was honored to have Max Armstrong of Channel Earth and WGN Radio join them for a day at the Iroquois County Fair. Armstrong (center) is shown with SkyQuest Manager David Lithgow and SkyQuest Administrative Assistant Julie White in front of Armstrong's "Super M" antique tractor.



David Lithgow, Max Armstrong and Julie White

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Board meeting report



On August 26, 1997, the Eastern Illini Electric Cooperative Board of Directors held its regular meeting at the cooperative's headquarters in Paxton.

Board Chairman Chesnut welcomed Nominating Committee members Wayne Apperson of Foosland and Terry Bose of Anchor. The Nominating Committee was invited to attend the meeting to observe the board in action.

Minutes of the July 22, 1997, board meeting and executive session were approved.

The July 31, 1997, statement of revenues and expenses including the following information was approved: Total Operating Revenues \$1,678,143, Total Operating Expenses \$385,174, Total Cost of Electric Service \$1,644,109, Operating Margins \$34,034, Total Margins \$57,915 and Year-To-Date Margins \$773,613.

During July, 66 members joined the cooperative and 94 terminated their memberships.

Board Chairman Chesnut announced the Audit and Finance Committee will meet September 15.

A report of the August 1 reorganization meeting of the Association of Illinois Electric Cooperatives Board of Directors and the regular August 21 meeting were given by Board Chairman Chesnut. He indicated the incumbent officers were reelected. Chesnut is Vice Chairman of the AIEC Board. Plans for the September 23-25 NRECA Region V Annual Meeting were reviewed. AIEC will hold its next annual meeting on July 30-31, 1998. At the August 21 meeting, the 1997 audit report was given by Quint-Dreyer & Co. AIEC Chairman Mundt announced 1997-98 committee appointments. Regulatory, engineering and IEC Federal Credit Union reports were presented.

Director Warmbir highlighted the August 20 Soyland Power Cooperative Board meeting. Alternate Director Ludwig also attended. CEO Champion, the SPC Chairman of the Board,

presided. Financial, power supply and marketing reports were given.

In other action, the board approved work orders in the amount of \$1,785,006.38, holding a strategic plan update session September 8, amending Regulation 21 — Rates for Moving Existing Lines on Members' Premises, Line Extensions, Job Orders, Custom Work, Etc.; contracting with AIEC to perform an unbundling study; paying the NRECA dues assessment; and entering into a three phase contract with Darrell Busboom of Ludlow, a three phase interruptible contract with Forrest Farms Inc. of Fairbury and a three phase contract with Karl Knauth of Watseka.

Other information furnished by CEO Champion included: the Mass Mutual 401(k) and Money Purchase plans have been combined; a \$47,165.64 check and \$38,282.97 Patronage Capital Certificate have been received from the National Rural Utilities Cooperative Finance Corporation; details of an EPA inquiry, a new water district is being created in Douglas County; and a summary of 1996 property taxes paid in 1997.

Director Knox reported on the July 30 all employee meeting he attended. A synopsis of the August 13 safety meeting was given by Director Raber. CEO Champion furnished a comprehensive report of August job training and safety activities.

Jeff Tankersley, Manger of Utili~soft, demonstrated the 1998 version of their facilities management tool software and provided information on marketing activities. SkyQuest Manager Dave Lithgow outlined marketing efforts and indicated SkyQuest had 6,613 DIRECTV subscribers on August 1.

The next meeting of the EIEC board of directors will be held September 18, 1997.

There being no further business to come before the board, the meeting was adjourned.

Mission Statement

Eastern Illini Electric Cooperative's mission is to provide reliable, competitively-priced, customer-focused energy and other valued products and services.

Eastern Illini

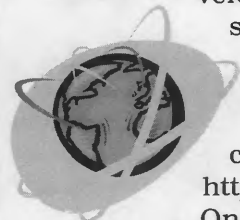
Electric News • Electric News • Electric News 217-379-2131 or 800-824-5102



President/CEO's comments by Wm. David Champion, Jr.

Check out our newly improved web site!

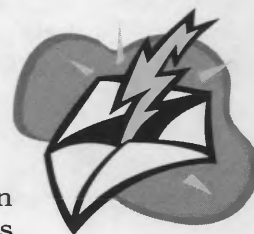
At Eastern Illini Electric Cooperative we are surrounded by computers, fax machines and other high-tech equipment to keep in step with the information age. Because of the number of EIEC member-owners and other interested individuals who have computers and access to the Internet, EIEC developed a web site some years ago.



Recently, we updated the site and you can check it out at <http://www.eiec.org>. On the web site, you will learn about the cooperative's programs and services. It also contains a customer satisfaction survey, announcements and frequently asked questions about the cooperative as well as other interesting information.

The web site will be continually enhanced, so visit it often.

As President/CEO of your cooperative, I am interested in hearing from you. I want to be able to respond to your questions and address your concerns. So that I can be more accessible, I have an e-mail address. Please feel free to contact me at dchamp@eiec.org.



I would also like to take this opportunity to wish you a Happy Thanksgiving. Each of us can be thankful for everything that benefits our families, friends and communities — our quality of life.

We, especially, benefit from you, our member-owners. We're thankful for your involvement and commitment to help us continually raise our level of performance to better serve you and our service area community.

Have a wonderful Thanksgiving!

**Happy
Thanksgiving**



The Voges-Acord home will be heated and cooled by a series of pipes buried in the foreground. The geothermal system will also provide about half their domestic hot water needs. While such an installation costs a little more, the savings are amazing, and there are rebates and incentives to help with the costs.

Successful field day at Voges-Acord home

The geothermal field day at the home of Tim Voges and Susan Acord, just south and east of Ogden, was a successful one, says Dale Kuhn, EIEC manager of marketing and economic development. "We had beautiful weather and a pretty steady flow of interested people," he says. "Many of them asked good, solid questions, and I think we'll see others making the geothermal choice because of what they learned at our field day."

Field days like the September 10 event are designed to enable members who are potentially interested in the latest home building and comfort conditioning technology to get a good look at a house designed from the ground up to be far more economical to heat and cool than

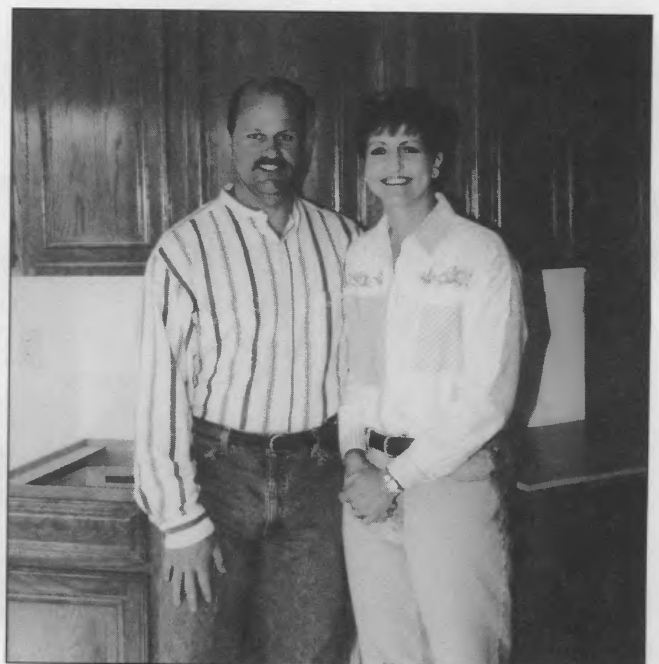
the average home. Tim and Susan were there to visit with those who wanted to know the reasoning behind their decision.

Tim and Susan note that their house is a 2,300 square foot brick ranch. Tim is a deputy sheriff for Champaign County, and Susan is employed by the Illinois State Police.

They plan to take advantage of EIEC's 4-cent electric heat rate, and they've already opted for



EIEC marketing specialist Chris Johnson, left, explains the benefits of geothermal systems to a member.



Tim Voges and Susan Acord are pictured in the kitchen of their new geothermal home near Ogden.



Tim Frick, left, and Dwain Dippel, EIEC marketing specialists, shared the food-preparation chores.

the co-op's 5 percent loan program to install their geothermal system. In addition, they will receive a \$1,000 rebate for choosing the geothermal option.

In addition to EIEC's Kuhn, Dwain Dippel, Chris Johnson and Tim Frick, Hovel Heating and Cooling of Thomasboro, installer of the system, and WaterFurnace International, manufacturer of the system, were on hand to answer questions.

Your co-op has held several field days in the last few years, and we plan to schedule more in the future, so you will have every opportunity to see for yourself that geothermal heating and cooling is really the way to get a handle on heating, cooling and water heating costs.

We urge you to make it a point to go to one



A member registers for the attendance prize.

in your area, especially if you hope to build soon. You can learn a lot about heating and cooling your home affordably.

We'll have sandwiches, chips, soda and cookies for you. We'll be looking for you!



Dale Kuhn, EIEC manager of marketing and economic development, talks to Tim Voges about the geothermal advantage.

Gilman Subway differs from many

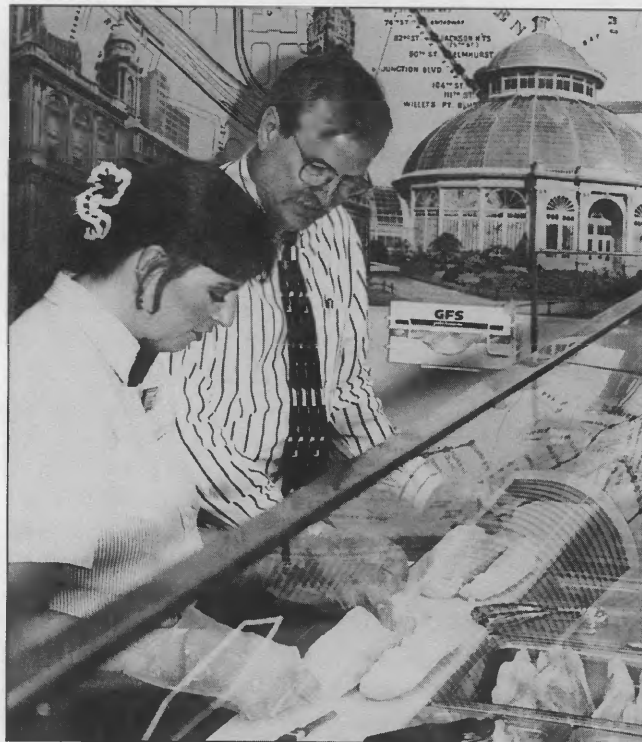
Carol Shrove, manager of the Subway sandwich shop in Gilman, finds herself in an ironic situation. She was working for a nearby fast-food place when the new about-to-open Subway shop put out a call for applicants. That was in early 1995.

"I was tired of the work load I had, so I applied," she says. "The interviewer looked over my resume' and suggested I interview for the manager's job. He said there'd be more money," she chuckles, "and that I'd have a pager, too. That sounded so cool. I jumped at it."

Unwittingly, she also jumped at a workload that was far heavier than the one she ultimately left. "I jumped into a lot of 60-hour weeks," she says, "but it's been great."

Carol, who has been in the food service business off and on since she was 14, notes that she's working hard to make her Subway the best.

And she's working to make it one of the most unusual, too. Hers is open more hours than most (5 a.m. to midnight), and it's one of the few that cultivates a serious breakfast business. "We actually started out open 24 hours," she says, "but the traffic just didn't warrant that at all. Our hours now are just about right."



Carol Shrove, manager of the Gilman Subway, left, coaches EIEC president/CEO through the sandwich making process.



Carol shows EIEC president/CEO Champion how the shop's work area is laid out to facilitate the production of sandwiches.



The Subway at Gilman is located adjacent to a gas station, making it an ideal place for highway travelers to stop, but Carol aggressively goes after local business, too.

Perched on the interstate as it is, Carol's restaurant is a natural for truckers, and she says some 80 percent of her business comes from big-rig drivers. "I thought there wouldn't be any opportunities for repeat business," she says, "but there really is. We try to be friendly and outgoing to everyone, rather than just taking orders and being all business. Some of these guys are on the road a lot, and a cheery greeting and a little conversation will go a long way. We're having a lot of truckers come in looking for familiar faces. We have repeat customers who travel the interstate a lot and people who visit their kids at school, too. They tell us they make it a point to stop here. I like that."

For whatever reason, she relates, truck traffic drops off dramatically on weekends, and she needs local traffic to keep up her "footage," the measure of volume that's perfectly logical in a place that sells sandwiches in half-foot and foot-long chunks.

"We have specials, two-for-the-price-of-one promotions and things like that, and we try to make the place 'homey,' too. Right now, we've decorated it for Thanksgiving. I also promote the place by talking to church and civic groups, and we offer special prices to nonprofit organizations."

Carol remarks that farmers give the place a healthy boost during the harvest season, and add to her already substantial take-out business. "They'll come in with an order for maybe 10 sandwiches, all written out on a little slip of paper, and we'll make the sandwiches for them. It's especially good to have them, because they tend to come in a little after the noon rush, so we don't have that addition to the really frantic atmosphere that accompanies the lunch hour."

She has some 15 employees working for her, most of them part-time. She likes to have a blend of high school kids and older adults, when she can.

"I like to get high school sophomores," she says, "so I can train them well and have them for a few years. I've just lost part of my crew to college, and I'm working my way through that now."

She notes that her two daughters are helping, and carrying on the food service tradition. Elizabeth is 20, and Erin is 14.

"I think training is very important," Carol says, "and we have a good video we show our new employees. But we're not like the other place I worked at, where they had dozens and dozens of videos. We go more for one-on-one training here."

Of all the characteristics she trains for, Carol remarks that cleanliness and care in the bread making process are probably the most important.

"The need for cleanliness is obvious," she says, "and I encourage my workers to keep at it when they're not busy. I make a list for the weekend crews, and encourage them to clean the baseboards, dust the place, wash the inside windows, and things like that. And they do it, too, because they know I'll check on Monday. But they also know that when things slow down here, I'll be cleaning too. I believe you should lead by example."

As far as bread is concerned, she knows that quality is everything, and she bakes every four hours to be sure she has the freshest bread possible.

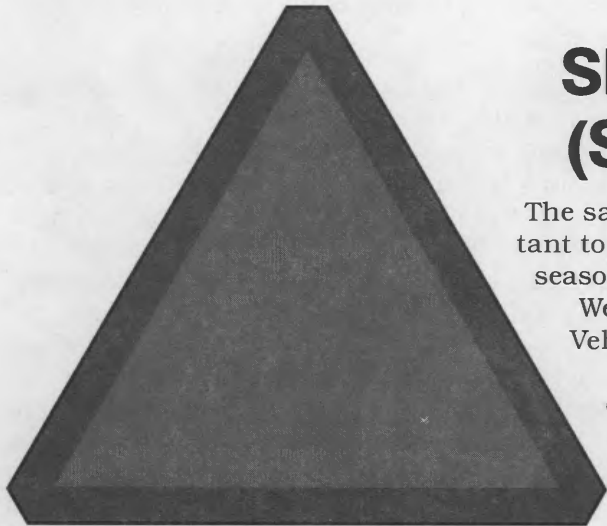
Her work ethic and training skills are paying off both in sales and in satisfied superiors. She remarks that her sales are steady and improving, and that inspectors sent out monthly from corporate headquarters are pleased, too. "They always come once a month, and it can be any time in the month. And it's always a surprise visit. We always rank right up there with the best of them in all categories," she says, "and I'm really proud of that."

As time goes by, Carol may be able to use her "people" skills to good advantage in an entirely different field. A former jailer, she's working toward a master's degree, and hopes to work with adolescents. "I hope to help them stay out of prison, instead of working with them after they're there," she says.

She remarks that this is the first semester in six years that she hasn't been in school. "But I'm well on my way," she adds, "and I'll go back as soon as I can. I'd really like to do something to help troubled young people."

Mission Statement

Eastern Illini Electric Cooperative's mission is to exceed customer expectations in providing energy and other valued products and services.



Slow moving vehicle (SMV) signs available

The safety of farmers and the general public is very important to your cooperative, especially during the busy harvest season.

We encourage you to work safely and install Slow Moving Vehicle signs on all your farming equipment.

For your convenience, SMV signs are available at a cost of \$15.00 (including tax) at Eastern Illini Electric Cooperative's headquarters in Paxton.

Please make this harvest season a safe one!

\$1,000 IEC Memorial Scholarship to be awarded to two high school seniors

The IEC Memorial Scholarship program will award two scholarships in the amount of \$1,000 each. The scholarship must be used for educational costs, and the student must enter college within a year from the time the scholarship is issued.

Each year, one scholarship will be awarded to a high school senior in each of the following categories:

1. Son or daughter of an Illinois electric cooperative member.
2. Son or daughter of an Illinois electric cooperative employee or director.



The applicant must be planning to enroll in a full-time (at least 12 hours) undergraduate course of study at an accredited, two-year or four-year college, university or vocational/technical school in Illinois.

Scholarships are awarded based on grade point average, college entrance test scores, work and volunteer experience, participation in school and community activities, biographical statement and knowledge of electric cooperatives as demonstrated by a short essay.

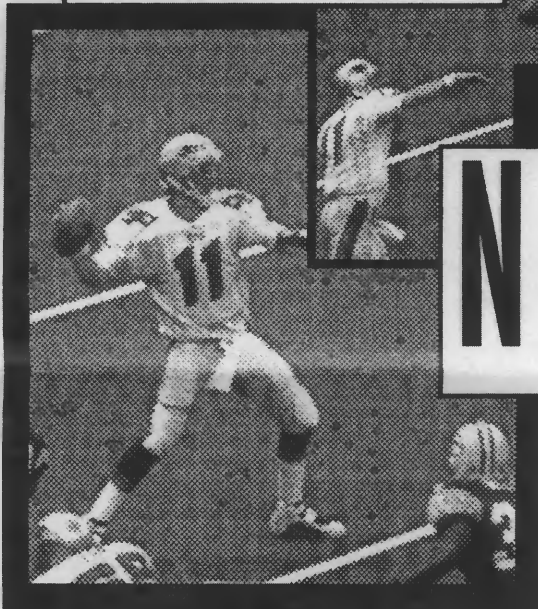
**Contact Glenda Frette at (800) 824-5102
or (217) 379-2131 for more information**

SkyQuest receives awards

Eastern Illini Electric Cooperative's DIRECTV subsidiary, SkyQuest, brought home three national grand prize marketing awards from the National Rural Telecommunications Cooperative (NRTC) National Sales Conference this summer held in Nashville, Tennessee. SkyQuest Sales and Marketing Manager Bob Dickey (right) is shown receiving the award for Point-of-Purchase display from NRTC Chief Executive Officer Bob Phillips (left). SkyQuest also received first place in the Television Commercial Category and was the grand prize winner for overall marketing effort.



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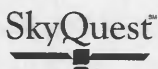


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Board meeting report



The Eastern Illini Electric Cooperative Board of Directors held its regular meeting on Sept. 18, 1997, at the cooperative's headquarters in Paxton.

Minutes of the Aug. 26, 1997, board meeting were approved.

The August 31, 1997, statement of revenues and expenses including the following information was approved: Total Operating Revenues \$1,851,517, Total Operating Expenses \$347,472, Total Cost of Electric Service \$1,553,438, Operating Margins \$298,079, Total Margins \$359,966 and Year-To-Date Margins \$1,133,579.

In August, 139 members joined the cooperative and 87 terminated their memberships.

Director Knox, Chairman of the Audit and Finance Committee, reported the committee had met Sept. 15. In accordance with the cooperative's bylaws, the committee examined the accounts of the cooperative and reviewed expense statements, disbursements and supporting data. All records were found to be in order. The report was approved.

Chairman of the Board Chesnut indicated the Association of Illinois Electric Cooperatives Board of Directors had not met since the last EIEC board meeting.

A report of the September 17 Soyland Power Cooperative Board meeting was given by Director Warmbir. CEO Champion, the SPC Chairman of the Board, presided. The Strategic Plan was reviewed and financial, power supply

and marketing reports were presented.

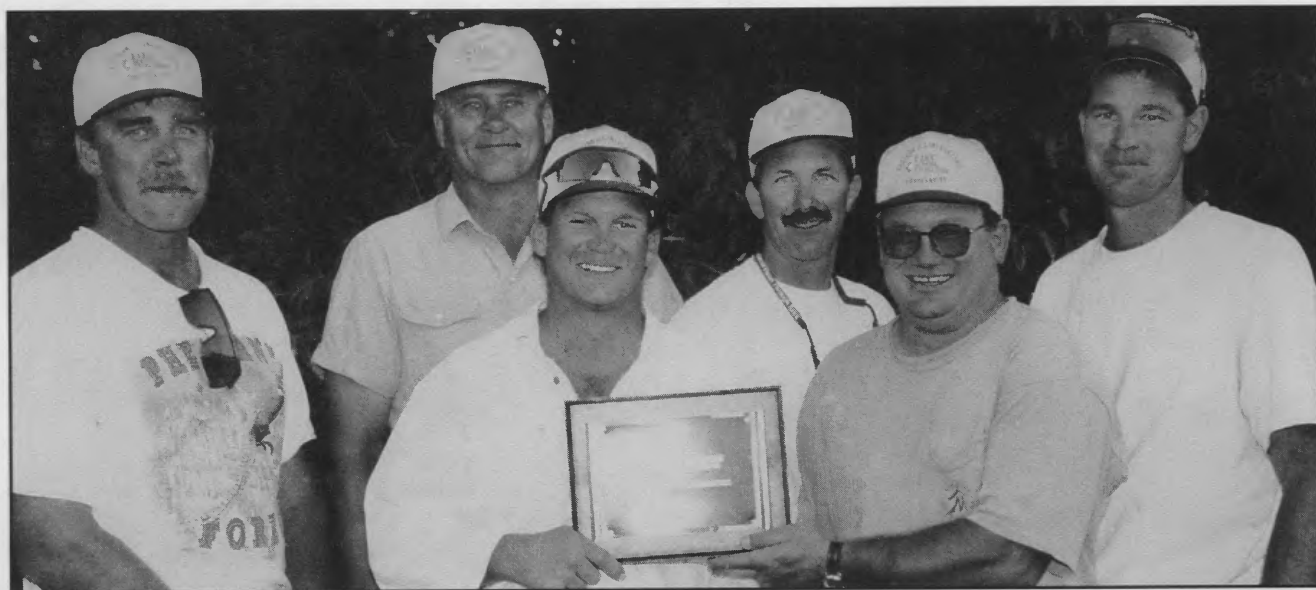
In other action, the EIEC board approved the updated strategic plan; rescinded Regulation 19, Application of Monthly Construction Minimum Charge for Three-Phase Service; and entered into an agreement with Kerber, Eck & Braeckel LLP of Springfield to perform the 1997 audit.

In addition, CEO Champion furnished the board with the following information: an update on deregulation activities; a check in the amount of \$876 representing a 20 percent cash payment of the total 1996 patronage allocation of \$4,378 has been received from United Utility Supply Cooperative Corporation; the Sept. 10 field day near Ogden was well attended; the cost of service study has been completed, and EIEC participated in a WILL TV fund raiser on Sept. 7.

CEO Champion provided an in-depth comprehensive report of September job training and safety activities. He indicated that an all employee meeting was held on Sept. 9 at the cooperative's headquarters.

Jeff Tankersley, Manager of Utili-soft, furnished a written report on marketing efforts. SkyQuest Manager Dave Lithgow indicated SkyQuest had 6,822 DIRECTV subscribers on Sept. 1. Additionally, he reported on marketing activities and that Kathy Lantz of Paxton has been hired as a secretary/receptionist.

There being no further business to come before the board, the meeting was adjourned.



Two Eastern Illini Electric Cooperative teams earned second and third place honors in overall rankings at the first-ever statewide Lineman's Safety Rodeo on Friday, Oct. 3, at Lincoln Land Community College in Springfield. Linemen comprising the second-place team were (from left to right) Jeff Blackford, Lyle Kofoot, and Kevin Dettmering. Linemen comprising the third-place team were (continuing from left to right) Kyle Finley, Alan F. Schweighart, and Bill Hoffschneider. In addition, Finley snared first place in the egg climb, while Kofoot placed second in the same event.



Pine Acres Trees & Herbs looks nice under a sprinkling of snow, and if you're lucky, you may have an opportunity to see it like this on your visit.

Shileys prepare for Christmas, distant spring

Richard and Dorothy Shiley are gearing up for their second major business surge of the year at their place between Homer and Sidney. Pine Acres Trees & Herbs, features a garden/antique/craft/herb and Christmas tree shop in their 110 year old, remodeled, air conditioned barn. The shop will soon echo with the happy sounds of families looking for "that perfect tree," for the holiday season.

While the Shileys are getting ready for the Christmas tree harvest right now, they're also stocking their shop, which is home to many antique and craft items that might make the ideal gift for someone. The tree lot will be open for cutters from November 28 through Christmas Eve day. "I hope our friends will come out, cut a tree, and enjoy a hot beverage and some popcorn," Richard says.

"We're making gift baskets, wreaths, swags, table arrangements and Christmas decorations for sale, and we also make them to order," Dorothy adds.

"I have a kids' workshop planned for December 6," she says. "We'll teach them how to make

natural material ornaments. It's set up for kids 6 and up, and will cost \$5, which includes the cost of materials. On the 9th, we'll do a workshop for adults on how to build a fresh greens wreath, using assorted greens and other fresh materials. We will add a bow or ornament to complete the wreath for the cost of \$20. Another workshop on the 16th will deal with making a candle centerpiece with greens and fresh materials."

While Christmas is the major focus right now, Richard notes that spring and summer are busy times at their place, and that plans are already underway for next spring. They know that new life will return after the cold and often dreary winter months.

"We will have all kinds of plants available, including a good selection of herbs, perennials and annuals. And we'll have a nice garden for customers to browse in and to get ideas from," Richard says.

Dorothy notes that she has several workshops and classes scheduled, for those who
(Continued on page 16b)



(Left) Wm. David Champion, Jr., President/CEO of EIEC, takes time out from a visit to buy a horsey craft item from Dorothy Shiley.

(Below) A Christmas display at Pine Acres is one of many delightful scenes.

want to improve their gardening skills or who want to learn to make their own craft items—or both.

“Our spring workshops will begin in March, 1988,” Dorothy says, “including building a raffia bunny, preparing your garden for spring, propagating plants and other gardening processes.

“We will also teach classes on making your own herbal bath products such as bath salts, soaps, lotions, sweet pillows using a variety of fragrant herbs.”

She notes that the classes and workshops mentioned above are just a few of the many she has planned, and that she also offers classes for groups who are looking for a special kind of activity, and that she is available to prepare small luncheons or teas, to present lectures and demonstrations, or to conduct workshops for a variety of groups including scouts, youth groups or 4-H clubs.

“I have a newsletter that I produce twice a year,” she says, “and I’ll be glad to mail it to anyone who’s interested in visiting our shop, or who wants a complete schedule of our classes and workshops. I think we have something of interest to just about anybody.”

The Shileys remark that their season will end December 31, however they will be open by appointment only during the months of January and February. You can contact the Shileys at Pine Acres Trees & Herbs, 1157 County Road 2300 E. Sidney, IL 61877. Their phone number is (217) 688-2207.



Richard and Dorothy Shiley with some Christmas decorations.



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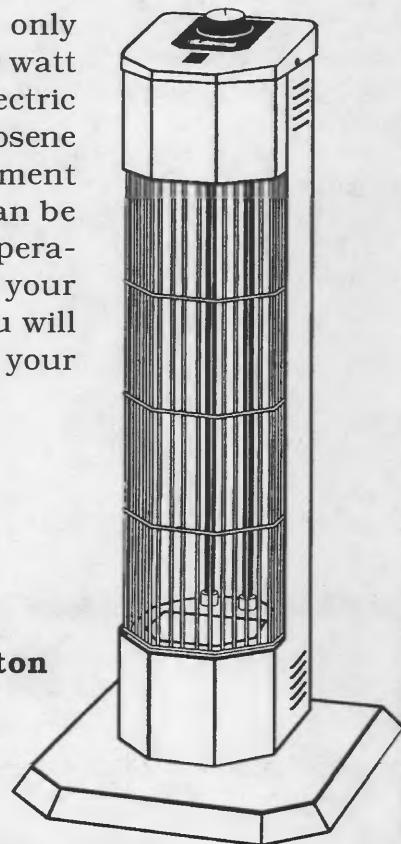
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Board meeting report



On October 28, 1997, the Eastern Illini Electric Cooperative Board of Directors held its regular meeting at the cooperative's headquarters in Paxton.

Minutes of the September 18, 1997, board meeting were approved.

The September 30, 1997, statement of revenues and expenses including the following information was approved: Total Operating Revenues \$1,605,510, Total Operating Expenses \$363,836, Total Cost of Electric Service \$1,436,882, Operating Margins \$168,628, Total Margins \$195,573 and Year-To-Date Margins \$1,329,152.

During September, 96 members joined the cooperative and 101 terminated their memberships.

Chairman of the Board Chesnut announced that the Policy and Regulation Committee will meet November 10. The Land Use and Facilities Committee and the Executive Committee will meet November 17.

A report of the October 16 Association of Illinois Electric Cooperatives Board meeting was given by Director Chesnut. The 1996-97 Fiscal Year Audit Report was approved. AIEC has received a \$57,688 grant from the Illinois Industrial Training Program. Reports were presented on deregulation, engineering, legal and regulatory activities.

CEO Champion, the Soyland Power Cooperative Chairman of the Board, presided over the October 15 SPC Board meeting. Finance, Power Supply, Policy, Property and Marketing Committee reports were given. Deregulation was discussed and a Governance Committee was appointed.

In other action, the EIEC board approved the ERC loan documents.

Directors Anderson, Byers and Chesnut re-

capped the NRECA Region V meeting they attended in Springfield, September 23-25.

In addition, CEO Champion furnished the board with the following information: a September 18 Central Area Data Processing Cooperative board meeting report; a patronage refund of \$432.12 has been received from CADP; an update on the pending deregulation legislation; the East Central Illinois Cooperative Association activities; and on November 5, he and Jeff Almen of NRTC will be featured on Channel Earth's "Earthline."

Director Byers reviewed the October 22 all employee meeting he attended. Presentations were given on the Employee Assistance Program, Stress Management and the Mass Mutual 401(k) retirement plan. An Employee Benefits Fair was also conducted during the lunch hour. CEO Champion indicated EIEC had two teams who participated in the first statewide Lineman's Safety Rodeo at the Lincoln Land Community College in Springfield on October 3. Jeff Blackford, Lyle Kofoot and Kevin Dettmering won second place in the overall competition. Kyle Finley, Alan Schweighart and Bill Hoffschneider won third place. Additionally, Finley took first place in the egg climb, while Kofoot placed second in the same event. An in-depth report of October job training and safety activities was provided by CEO Champion.

Dale Kuhn gave an activities report on the Rural TV business. Utili-soft Manager Jeff Tankersley furnished a written report on marketing efforts. Dave Lithgow, manager of SkyQuest, outlined marketing activities and reported SkyQuest had 7,037 DIRECTV subscribers on October 1.

There being no further business to come before the board, the meeting was adjourned.

Mission Statement

Eastern Illini Electric Cooperative's mission is to exceed customer expectations in providing energy and other valued products and services.