

# The Big Picture



Kaua'i Island Utility Cooperative is among the youngest of our nation's 900-plus electric cooperatives. Shortly after taking ownership of the utility in 2002, leadership and staff of KIUC set aggressive goals and embarked on a journey that is now being watched and recognized from around the globe.

Moving from less than 10% renewable generation in 2010 to more than 50% renewable as this publication goes to print is just one of KIUC's remarkable achievements. This annual report tells a story that began 17 years ago, but is far from over. Our members make us strong and help us set the pace as we move forward: we appreciate your continued support.

Mahalo nui loa,

Allan A. Smith

Chairman

David J. Bissell

President and Chief Executive Officer

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## **KIUC At A Glance**



Generation Capacity

209.9 megawatts (MW)

## 117 MW

Oil-fired Generation Capacity

## 92.9 MW

Renewable Generation Capacity 451,114

Megawatt Hours Sold in 2018

Miles of line

# 171 miles transmission 1,334 miles distribution

**37,705**Number of Meters

**77%** Residential

\$162.6 million

**Total Revenue 2018** 

77.35 MW

2018 Peak Demand

## Putting the Power in Your Hands



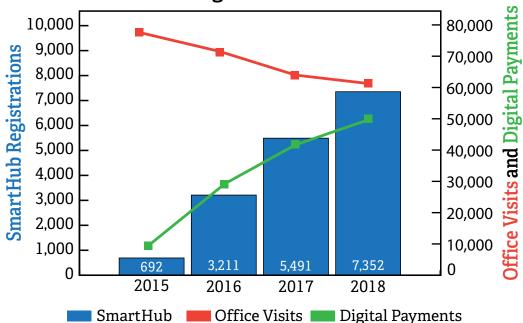
As a not-for-profit cooperative, we are owned by the members we serve. KIUC leadership and staff work hard throughout the year to provide a variety of tools and programs that allow you to better communicate with us, as well as manage your account and your energy use.

We encourage you to explore the options available with our Member Services and Energy Services staff. Members serving members is what makes our cooperative special.

Sincerely,

Maile Alfiler, Member Services Manager

#### **SmartHub Registrations**





SmartHub is a great tool offered by KIUC to track and manage your energy use, monitor bill payments and report outages.

The number of KIUC members registered for SmartHub has increased more than tenfold since 2015. During

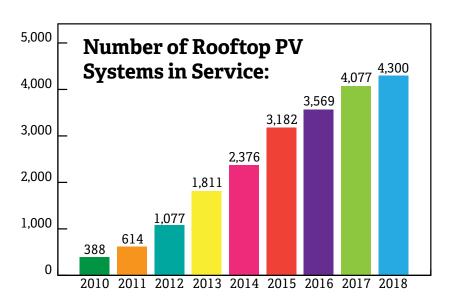
that period, we also saw an increase in the number online payments being made and a decrease in visits to the KIUC offices.

We place a priority on making your interactions with KIUC as convenient, pleasant and efficient as possible.

## **Number of Rooftop Photovoltaic Systems Installed**



31.3 MW in 2018 11% of Sales in 2018 3,963 Residential Rooftops 337 Commercial Rooftops



### **Pono Home Energy Efficiency Program**

The Pono Home program is a partnership with County of Kaua'i designed to perform energy and water saving retrofits for low and moderate income residents. Pono Home assisted 73 houses and positively

Pono Home assisted 73 houses and positively impacted more than 185 Kaua'i residents by installing:

1,492 LED's of varying wattages
42 low flow showerheads
64 aerators, both kitchen and bathroom
119 seven outlet smart power strips



"With just \$28,000 in funding, we accomplished annual savings of 113,616 kWh and 645,004 gallons of water, while reducing CO2 emissions by 197,692 pounds.

That's remarkable and a great win for the people of Kaua'i."

- Scott Cooney, Chief Executive Officer, Pono Home

# **Staying Connected**



Keeping members informed is a high priority for us at KIUC. Over the past few years we've increased our use of social media, and in 2018 revamped our website to provide as much information as possible to the public. Stay connected with us via our online resources, Currents magazine or direct communication via phone or email.

We look forward to hearing from you!

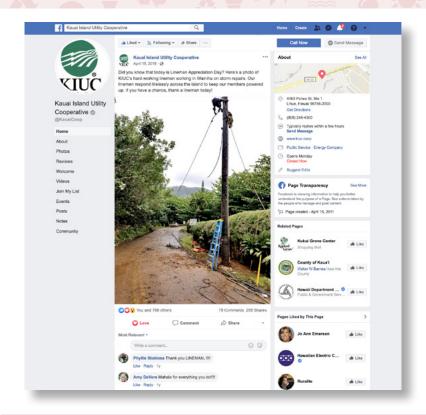
Warmest regards,

Beth Tokioka, Communications Manager

## **Getting Social**

In 2018 KIUC's Facebook page continued to serve as a primary source of up-to-date information on coop activities, outages and more.



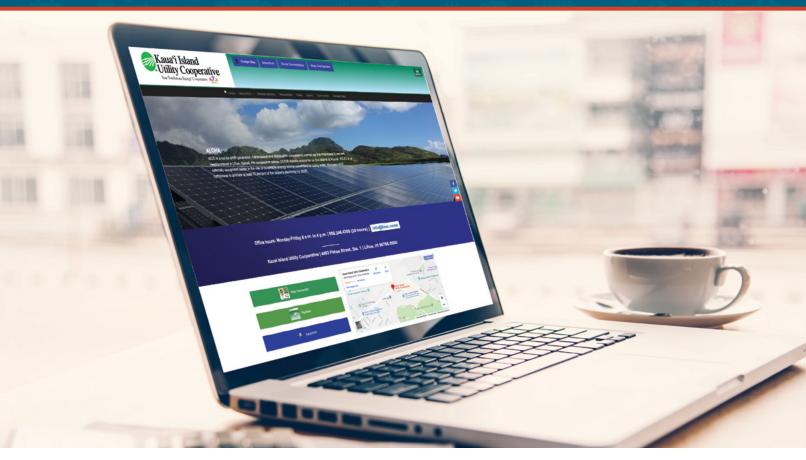




Twitter also played a vital role in keeping our members informed.

@KIUC 1,719 followers

**236,800** 



## KIUC.coop

KIUC's website is a great source of information, and underwent a complete redesign in 2018: offering more information, greater functionality and greater ease of navigation both on desktop and mobile devices.

> Top three pages visited on the KIUC website:



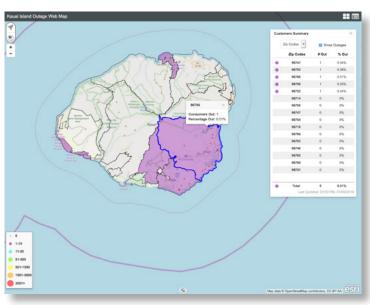
**Member Services** 



Outage Map



Employment Information



A new feature on the KIUC website is the outage map. Since its launch in September 2018, the outage map is being accessed on average 200 times per month by our members.

# Watching the Pocketbook



One of the most important advantages of being a cooperative is we are not profit-driven. Our goal is to minimize expenses and budget appropriately so that our financial needs are met. Should we have excess earnings come December 31, that money is returned to our member-owners via patronage capital: either by a credit to your individual equity account, or in the form of a check or bill-credit when our Board of Directors chooses to "retire" patronage capital.

Since 2002, KIUC has progressed from being 100% debt financed to having more than 30% equity today. Our strong financial position is attributable to many factors, such as:

- Rate stabilization due to the volatile cost of diesel being replaced by stable, lower-priced renewables
- Taking advantage of the collective purchasing power of more than 900 cooperatives nationwide
- Access to minimal cost of capital from lenders such as Cooperative
   Finance Corporation and the Rural Utilities Service

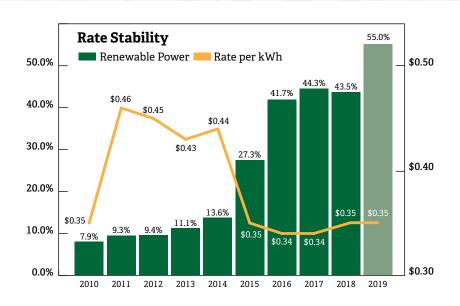
A strong cooperative contributes to a strong community. We are delighted to serve our members and support our island home.

Aloha,

Karissa Jonas, Chief Financial Officer
Lisa Ubay, Human Resources and Safety Manager
Rick Eckert, Financial Planning and Strategy Manager

## **Stabilizing Rates**

Volatility in the crude oil market has caused significant fluctuations in KIUC's rate per kWh. However, rates were relatively stable between 2015 and 2018, in part due to the increasing percentage of the cooperative's power being supplied by lower cost renewables with stable, long-term pricing. This trend continues through mid-year 2019.





Patronage capital credits come from the money a cooperative has left over, called margins, after paying all of its expenses in a given year. At the end of the year, the margins are allocated and credited to each member's patronage capital account according to the

amount paid for energy used. When KIUC's finances permit, that money is returned to members in the form of patronage capital retirements.

### \$2.5 million

Amount to be retired to members based on 2018 financial results

## \$39 million

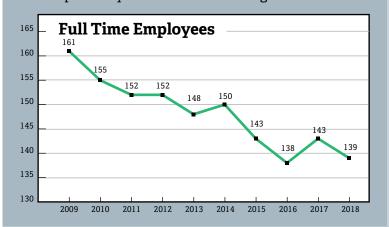
Total amount of patronage capital retiremements through 2018

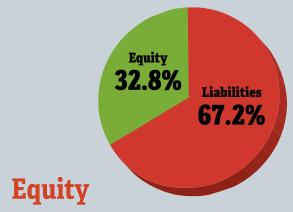
\$35.00

Average patronage capital retirement for member using 500 kWh of electricity per month

## **Keeping an Eye on Costs**

Managing expenses is critical to an electric cooperative in its mission to provide the most affordable rates to its members. Primarily due to strategic deployment of technology, KIUC has been able to reduce its employee count over the past ten years without sacrificing customer service.





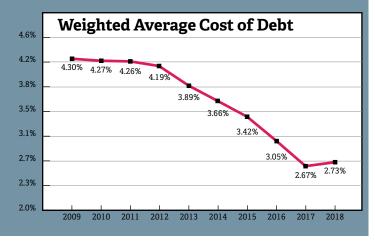
When KIUC purchased Kaua'i Electric 17 years ago, the cooperative was 100% debt financed with zero equity.

Today, our equity ratio is more than 32%. That's the portion of the utility that KIUC members own outright and free of debt.

### **Debt Service**

KIUC's weighted average cost of debt is the average interest rate we're paying on the money we borrow. When the cooperative was formed the cost of debt was more than 4%.

As a cooperative with access to low-cost capital, KIUC was able to reduce its debt service significantly, which saves money for our member-owners.



## **Keeping You Powered**



At the core of KIUC's mission is to provide safe, reliable power to our members. Our operations, power generation and transmission & distribution teams work around the clock to insure that you have electricity when you need it. When outages occur, we stand ready to respond and take pride in restoring you as quickly as possible.

KIUC's grid includes a wide variety of power inputs: from conventional generators to solar, biomass and hydro-powered renewable facilities. Each has its own unique characteristics, strengths and vulnerabilities. Keeping these moving parts working in synch while seamlessly delivering power to our members is not an easy task.

Our staff has risen to the challenge: facility improvements, information technology enhancements and focus on cybersecurity help us significantly improve our ability to provide you with uninterrupted power 24 hours a day. It's a continual process that is embraced by each of our dedicated team members.

Mahalo.

Mike Yamane, Chief of Operations

Carey Koide, Transmission and Distribution Manager

## **Tree Trimming**

Since 2010, KIUC has spent

\$12.6 million

on tree trimming

25%

of tree trimming budget spent on transmission line clearing

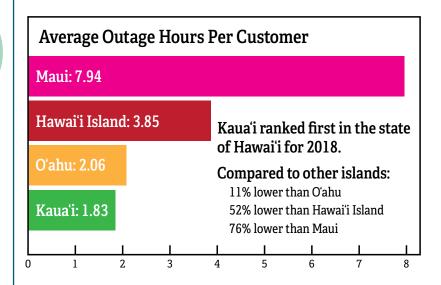
**75%** 

of tree trimming budget spent on distribution line clearing

## Reliability

2018:99.979%

Average hours of outage per customer: 1.83 Average duration of outage: 23 minutes



## **Batteries Making an Impact**

Underfrequency events impact grid stability and potentially cause "load shedding" in order to prevent an islandwide blackout. In 2014, KIUC began installing battery energy storage systems to support utility scale solar fields, which is contributing to a downward trend in underfrequency events.

## **Resiliency/Emergency Response**

The torrential rains of April 14-15, 2018 on Kaua'i's north shore set a new record for the most rainfall during a 24-hour period in the United States. Damage was significant, primarily on Kaua'i's north, east and south sides, and KIUC crews worked throughout the day and night to respond to outages as conditions permitted.

> 14,000 **Number of Customers Out at Peak**

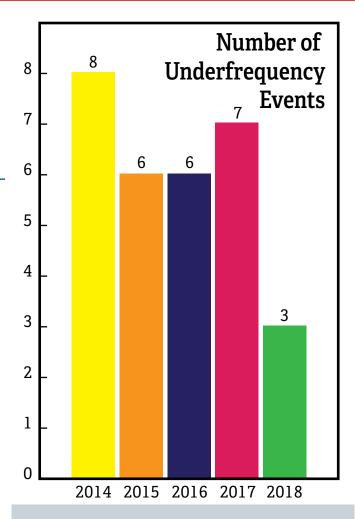
90%

**Number of Customers Restored Within 24 hours** 

515.5

**Total Overtime Hours Logged** (hourly employees)

\$368,000 **Total Damage to KIUC Assets** 



#### **Hurricane Lane**

Because KIUC is a not-for-profit cooperative, we are able to apply for reimbursement of up to 75% of FEMA-eligible costs. FEMA has yet to determine how much of the cost of the April 2018 flood will be reimbursed to KIUC. However, we did receive FEMA funds related to costs associated with Hurricane Lane in August 2018:

**Total Damage: \$59,279** 

\$51,466

**Eligible for FEMA Reimbursement** 

\$38,599

**Approved FEMA Reimbursement** 

# Leading the Way



The strategic direction forged by our Board of Directors beginning in 2008 has launched us to more than 50% renewable in 10 short years. This has not gone unnoticed: KIUC is nationally and internationally known as an innovative trailblazer in renewable technology.

In 2018 we had the first full year of production from the Tesla solar plus storage facility, which was like no other when it was opened. KIUC ended 2018 with an impressive 43.5% renewable generation, in spite of unusual weather patterns that did not allow us to maximize either our solar or hydro resources.

The AES Lāwa'i solar plus storage facility was constructed during 2018, and two other renewable projects took important steps forward: a second AES solar plus storage array at the Pacific Missile Range Facility in Kekaha and the West Kaua'i Energy Project, which will utilize pumped storage hydro coupled with solar.

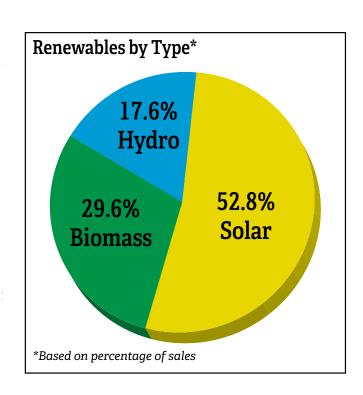
Moving closer to our strategic goal of 70% renewable by 2030 and the State of Hawai'i mandate of 100% renewable by 2045 is good for our members and for the environment. Best of all, the strides we're making are paving the way for other utilities around the globe.

Aloha,

Brad Rockwell, Power Supply Manager

### **Renewable Portfolio**

12.7 millio **Gallons of Diesel Avoide Highest Achieved** Renewable Generation



#### **Solar Generation**

Utility Scale = 77.4%

Rooftop = **22.6%** 

#### **Tesla Battery Storage**

**21** months in operation

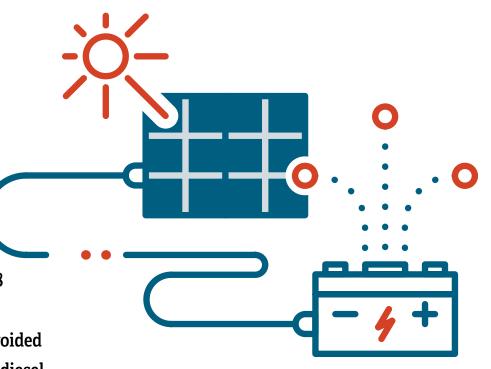
Meets 20% of nighttime peak demand

18,864 MWh produced in 2018

**4.2%** of sales

1.4 million gallons of diesel avoided

\$705,000 saved versus cost of diesel



#### **Accolades**



#1 Annual Storage Watts Per Customer **#5 Annual Megawatts of Storage** 



**Associate Member** of the Year



**Corporate Member** of the Year



KAUA'I UNITED WAY

**Top Employee Giving Group** 2018 Total: \$35,000

## 2018 Board of Directors

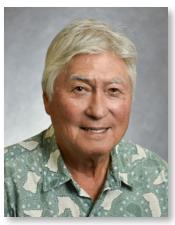
### **Executive Board**



**Allan Smith** Chairman



Jan TenBruggencate Vice Chair



Peter Yukimura Treasurer



Calvin K. Murashige Secretary

### **Board of Directors**



Dee Crowell



David Iha



Janet Kass



Jim Mayfield



**Teofilo Phil Tachian** 

#### 2018 Executive Board

Chairman: Allan Smith

Vice Chair: Jan TenBruggencate

Treasurer: Peter Yukimura

Secretary: Calvin K. Murashige

Board: Dee Crowell, David Iha. Janet Kass, Jim Mayfield,

Teofilo Phil Tachian

#### 79 years and 9 months

Total years of collective experience on KIUC Board.

#### **Executive**

Chairman: Jan TenBruggencate Members: Calvin K. Murashige, Allan Smith, Peter Yukimura

#### Finance & Audit

Chairman: Peter Yukimura

Members: Janet Kass, Jim Mayfield

#### **Government Relations/Legislative Affairs**

Chairman: Teofilo Phil Tacbian Members: Dee Crowell, David Iha

#### **International**

Chairman: David Iha

Members: Teofilo Phil Tacbian.

Peter Yukimura

#### **2018 Board Committees**

#### **Member Relations**

Chairman: Calvin K. Murashige

Members: Janet Kass, Jan TenBruggencate

#### **Policy**

Chairman: Dee Crowell Members: Jim Mayfield, Calvin K. Murashige

#### **Strategic Planning**

Chairman: Jim Mayfield

Members: Dee Crowell, Janet Kass

## **Summary of Operations**

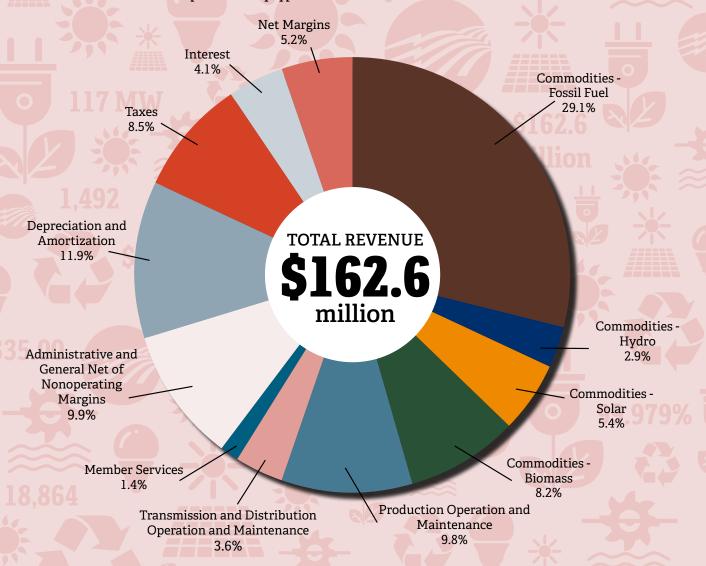
For the period 01/01/2018 through 12/31/2018

KIUC ended 2018 in a strong financial position: revenues were up 10% from the prior year and there was a 1.4% increase in electricity usage by members. The increase in revenue can be attributed primarily to increased fossil fuel prices and a decrease in solar energy production due to prolonged periods of inclement weather. Renewable production from biomass, solar and hydro reached 43.5% in spite of these challenges. Construction of the AES Lawa'i dispatchable solar facility, completed at the close of 2018, promises to propel Kaua'i beyond the 50% mark in renewable production in 2019.

The cooperative is working hard to reduce costs, operate efficiently and effectively, and preserve a strong financial position, while maintaining safety and reliability. Revenues, expenses, and net margins totaled \$162.6 million, \$154.2 million, and \$8.4 million, respectively, for the 12-month period ending December 31, 2018.

As is the case for all electric utilities, the cost of power generation is KIUC's largest expense, totaling \$90.2 million or 55.4% of revenues. Commodities, which are fuel and purchased power costs, are the largest component of power generation totaling \$74.2 million. Currently, fossil fuel is the largest component of commodities, followed by biomass, solar and hydropower. The remaining \$16.0 million represents the cost of operating and maintaining the generating units.

The below chart summarizes expenditures by type.



## **Balance Sheet**

December 31, 2018 and 2017

		December 31,		
	2018	2017		
Assets				
LITTLE TO DE ANTE AT COCT				
UTILITY PLANT AT COST  Electric Plant in Service	\$ 547,69	5,291 \$ 541,587,292		
Electric Plant In Service  Electric Plant Acquisition Cost		2,453 541,567,292 54,852,453		
Accumulated Depreciation and Amortization				
Net Electric Plant in Service	(306,950			
Construction Work in Progress		8,523 4,779,354		
Net Utility Plant	1994 311,19			
Net Othicy Flant	1334	3,003		
OTHER INVESTMENTS				
Investments in Associated Organizations	1,51	5,565 1,336,331		
Rural Economic Development Loans	83	2,479 960,426		
Total Other Invesments	2,34	8,044 2,296,757		
CURRENT ASSETS				
Cash & Cash Equivalents	17,82	1,710 11,376,600		
Restricted Cash & Cash Equivalents		3,304 2,484,517		
Other Investments	5,00	0,000		
Accounts and Notes Receivable (Less allowance for doubtful accounts of	1000	4.057		
\$125,000 in 2018 and \$225,000 in 2017)	10,80	4,057 9,846,528		
Accrued Unbilled Revenue	8,62	0,834 7,954,977		
Inventories	15,05	1,310 14,379,607		
Other Current Assets	1,64	3,155 1,354,861		
Total Current Assets	61,56	47,397,090		
DEFERRED DEBITS	13 97	4,299 11,799,858		
Total Assets	\$389,08	2,596 \$ 372,530,099		
Equities and Liabilities				
-6- 451.				
EQUITIES	AT.	500 #		
Memberships  Petropogo Copital	\$	533 \$ 515		
Patronage Capital Other Equity	116,29	0,932 111,417,571 6,937 646,973		
Post-retirement Benefit Obligation Gain (Loss)	(1,39)			
Controlling Equity Interest	115,65			
Controlling Equity Interest	113,03	3,000		
Capital Account - A&B KRS II LLC	19,30	4,898 20,400,187		
Non-Controlling Equity Interest	19,30	4,898 20,400,187		
Total Equities	134,96	3,966		
LONG -TERM DEBT, Less Current Maturities	204,21	1,945 192,756,653		
POSTRETIREMENT BENEFITS OBLIGATION	45	2,257 596,600		
ASSET RETIREMENT OBLIGATIONS		2,345 2,450,209		
CURRENT LIABILITIES				
Current Maturities of Long-Term Debt	15,71	0,813 15,194,997		
Line of Credit		- 3,000,000		
Accounts Payable	6,09	8,780 5,176,835		
Energy Rate Adjustment Clause	75	6,880 4,588		
Consumer Deposits		8,031 1,481,759		
Accrued Employee Compensation		8,306 1,976,448		
Accrued Taxes		2,897 6,525,850		
Other Current and Accrued Liabilities		6,234 622,477		
Total Current Liabilities	34,93	1,941 33,982,954		
DEFERRED CREDITS				
	11,98	0,142 11,793,937		
Total Liabilities and Equities	\$ 389,08			

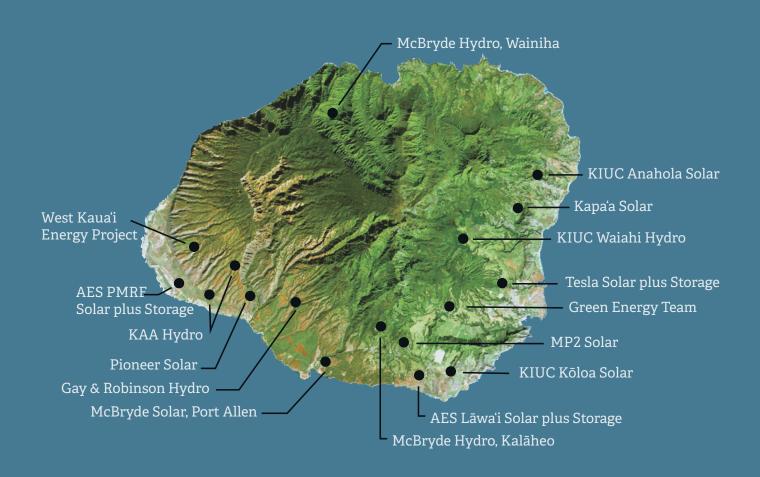
# Statement of Income and Patronage Capital For the years ended December 31, 2018 and 2017

107 the just of thick Betchmar 51, 2010 that 2017	Year Ended Decembe	r 31
Will De Mill	2018	2017
OPERATING REVENUES		
Residential \$	65,170,080 \$	58,459,375
Irrigation	361,634	143,182
Commercial and Industrial	95,941,559	88,065,085
Public Street and Highway Lighting	719,376	708,102
Other Operating Revenues	466,989	474,044
Total Operating Revenues	162,659,638	147,849,788
MW SILL OF THE SECOND S		
OPERATING EXPENSES		
Power Cost	90,182,164	76,031,389
Transmission - Operation	414,004	380,737
Transmission - Maintenance	572,903	595,295
Distribution - Operation	1,208,431	1,370,681
Distribution - Maintenance	3,733,766	3,723,289
Customer Accounts	1,976,634	2,031,531
Customer Service and Information	347,423	434,316
Administrative and General	17,857,110	17,513,329
Depreciation and Amortization	19,343,605	18,589,648
Taxes	13,780,073	12,456,979
Accretion Expense	92,136	87,955
Other Interest Expense	114,013	115,851
Total Operating Expenses	149,622,262	133,331,000
OPERATING MARGINS - Before Interest	13,037,376	14,518,788
INTEREST ON LONG-TERM DEBT	6,602,071	6,451,639
117 1/1/1		
OPERATING MARGINS	6,435,305	8,067,149
NONOPERATING MARGINS		
Interest Income	986,367	752,621
Capital Credits	349,740	318,974
Other Nonoperating Income (Expense)	154,552	(152,751)
Total Nonoperating Margins	1,490,659	918,844
EXTRAORDINARY INCOME	94,892	
NET MARGINS S39 MILLION	8,020,856	8,985,993
Net Loss (Margins) Attributable to Non-controlling Interest	411,672	(2,083)
NET MARGINS - COOPERATIVE	8,432,528 \$	8,983,910
\$25.00 <b>-0-</b>	7	
PATRONAGE CAPITAL - BEGINNING OF YEAR \$	111,417,571 \$	102,596,914
	4141-11	
Allocation of Net Margins	8,432,528	8,983,910
Patronage Capital Retired	(3,559,167)	(163,253)
		19.9/9% CO
PATRONAGE CAPITAL - END OF YEAR \$	116,290,932 \$	111,417,571
~~~ ( 3/03,000		

## Statement of Cash Flows

For the years ended December 31, 2018 and 2017

	December 3	31,
HI W DOWN NW SA	2018	2017
OPERATING ACTIVITIES		
Net Margins \$	8,432,528 \$	8,983,910
Adjustments to Reconcile Net Margins to Net Cash from		
Operating Activities		
Depreciation and Amortization	19,813,713	19,112,913
Accretion of Asset Retirement Obligation	92,136	87,955
Interest Earned on Cushion of Credit	(736,098)	(700,416)
Capital Credit Allocations	(349,740)	(318,974)
Net Margins Attributable to Non-controlling Equity Interest	(411,672)	2,083
Change in Assets and Liabiliaties:	(411,072)	2,003
	(1,022,200)	(174515)
Accounts Receivable and Unbilled Revenue	(1,623,386)	(174,515)
Energy Rate Adjustment Clause	752,292	(351,336)
Inventories and Other Current Assets	(959,997)	(597,389)
Deferred Debits	(2,174,441)	(362,964)
Post Retirement Benefit Obligation	(28,177)	139,400
Payables and Accrued Expenses	2,242,763	(252,803)
Deferred Credits	186,205	2,891,620
Net Cash from Operating Activities	25,236,126	28,459,484
INVESTING ACTIVITIES		
Additions to Utility Plant, net	(19,535,086)	(12,151,941)
Grant Funds and Tax Credit Applied to Utility Plant		2,328,294
Rural Economic Development Loans	127,947	202,440
Other Investments	(4,829,494)	18,459
Net Cash used for Investing Activities	(24,236,633)	(9,602,748)
-0- 431,114	<del>\$162.</del> 6	
FINANCING ACTIVITIES		
Borrowings from Long-Term Debt	27,899,000	1100 200
Principal Payments on Long-Term Debt	(15,191,794)	(14,799,975)
Net Activity on Line of Credit	(3,000,000)	
		(2,308,600)
Distribution to Non-controlling Equity Interest	(683,617)	(1,119,721)
Memberships	18	16
Other Equities 339 million 14	119,964	69,448
Retirement of Patronage Capital	(3,559,167)	(163,253)
Net Cash from (used for) Financing Activities	5,584,404	(18,322,085)
CHANGE IN CASH AND CASH EQUIVALENTS	6,583,897	534,651
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	13,861,117	13,326,466
CASH AND CASH EQUIVALENTS - END OF YEAR \$	20,445,014 \$	13,861,117
		00 0700/
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Cash Paid During the Year for:		
Interest	6,716,084	6,567,490
Income Taxes	6,015	4,079
10.064		
Noncash Investing Activities:		
Liabilities Incurred for Utility Plant Additions	438,116	448,796
Endominies incurred for ormity Frank Additions	150,110	110,130



	Туре	MW	% of Sales			
Active						
KIUC, Kōloa	Solar	12.0	3.9			
KIUC, Anahola	Solar	12.0	4.1			
Green Energy Team	Biomass	6.7	10.9			
McBryde, Port Allen	Solar	6.0	2.3			
McBryde, Wainiha/Kalāheo	Hydro	6.0	4.4			
KIUC, Waiahi	Hydro	1.5	1.0			
Gay & Robinson, Olokele	Hydro	1.3	0.9			
KAA, Waimea/Kekaha	Hydro	1.5	0.3			
Pioneer, Waimea	Solar	0.3	0.1			
Kapa'a Solar	Solar	1.0	0.3			
Tesla Solar Storage	Solar	13.0	4.2			
MP2, 'Ōma'o	Solar	0.3	0.1			
Customer Solar	Solar	31.3	11.0			
Under Construction/Permitting						
AES Lāwaʻi Solar Storage	Solar	20.0	8.9			
Gay & Robinson, Olokele	Hydro	6.0	5.5			
Under Development						
West Kauaʻi Energy Project	Hydro	25.0	16.6			
AES PMRF Solar plus Storage	Solar	14.0	7.8			

Total Renewable **Energy in Service 2018** 92.9 MW/43.5%

Potential Renewable **Energy in Service 2025** 157.9 MW/82.3%

## Vision, Mission and Culture

Vision — Improve the quality of life for KIUC's members and on Kaua'i

**Mission** — Be an energy solutions leader by:

- © Safely providing reliable power that is fairly and competitively priced
- © Encourage conservation and efficient use of energy resources
- Increasing sustainable power supply and environmental stewardship

**Culture** — The culture is shaped by several elements, all critical to KIUC's success. KIUC embraces the seven cooperative principles and a Hawaiian-based values system, derived from an employee-adopted set of shared values called Hoʻokaʻana Waiwai.

## 7 Cooperative Principles

#### **Voluntary and Open Membership**

Cooperatives are voluntary organizations, open to all persons able to use their services and willing to accept the responsibilities of membership, without gender, social, racial, political, or religious discrimination.

#### **Democratic Member Control**

Cooperatives are democratic organizations controlled by their members, who actively participate in setting policies and making decisions. The elected representatives are accountable to the membership.

#### Members' Economic Participation

Members contribute equitably to, and democratically control, the capital of their cooperative. At least part of that capital is usually the common property of the cooperative. Members usually receive limited compensation, if any, on capital subscribed as a condition of membership.

Members allocate surpluses for any or all of the following purposes: developing the cooperative, possibly by setting up reserves, part of which at least would be indivisible; benefiting members in proportion to their transactions with the cooperative; and supporting other activities approved by the membership.

#### Autonomy and Independence

Cooperatives are autonomous, self-help organizations controlled by their members. If they enter into agreements with other organizations, including governments, or raise capital from external sources, they do so on terms that ensure democratic control by their members and maintain their cooperative autonomy.

#### **Education, Training and Information**

Cooperatives provide education and training for their members, elected representatives, managers, and employees so they can contribute effectively to the development of their cooperatives. They inform the general public, particularly young people and opinion leaders, about the nature and benefits of cooperation.

#### **Cooperation Among Cooperatives**

Cooperatives serve their members most effectively and strengthen the cooperative movement by working together through local, national, regional, and international structures.

#### **Concern for Community**

While focusing on member needs, cooperatives work for the sustainable development of their communities through policies accepted by their members.



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