

NATURAL GAS UTILITY DISTRICT
OF HAWKINS COUNTY

Financial Statements
With Supplementary Information

March 31, 2021 and 2020

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Financial Statements
With Supplementary Information
March 31, 2021 and 2020

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INTRODUCTORY SECTION (UNAUDITED)

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Roster of Officials and Commissioners
March 31, 2021 and 2020

Officials

Mr. Patrick Lund

General Manager

Commissioners

Mr. Reed Matney

Chairman

Mr. Tommy Young

Vice-Chairman

Mr. Eugene Christian

Secretary

FINANCIAL SECTION

Rodger Moss & Co, PLLC

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Management's Discussion and Analysis
March 31, 2021 and 2020

Our discussion and analysis of the financial performance of Natural Gas Utility District of Hawkins County (the "District") provides an overview of the District's financial activities for the fiscal years ended March 31, 2021, 2020, and 2019. Please read it in conjunction with the District's financial statements, which begin on page 8.

FINANCIAL HIGHLIGHTS

- The District's net position increased \$291,541 for 2021, decreased \$231,204 for 2020, and increased \$714,782 for 2019.
- During the year 2021, the District had operating revenues that were \$725,436 more than last year compared to 2020 which was \$1,651,989 less than 2019. The decrease in revenue for the year ended 2020 was a result of warmer weather for the year ended 2020. The increase in revenue for 2021 is a result of colder weather as well as a rate increase that was implemented during February 2021 due to higher transportation costs from Enbridge. Cost of sales for were \$194,228 more than 2020 compared to 2020 which was \$1,001,767 less than 2019. The cost of sales have closely followed the change in revenue for the years 2021, 2020, and 2019.
- The District's non-operating revenues increased by \$5,120 for 2021 compared to 2020 while 2020 non-operating revenues increased \$62,372 compared to 2019. The increase for 2020 was due to insurance recoveries for a trencher.
- It has been increasingly difficult in recent years to project operating costs due to the extreme volatility of natural gas and propane prices. Both revenue and cost have been based on historical averages adjusted for estimated gas costs. Effective October 1, 2004, the District instituted a Purchase Gas Adjustment (PGA) rate. The retail rates are adjusted each month based on the District's cost of gas for that month. The Utility raised rates in February 2021 to absorb the rising transportation costs being charged.

DESCRIPTION OF BASIC FINANCIAL STATEMENTS

The District operates as a utility enterprise and its annual report consists of a series of financial statements presented on the full accrual basis of accounting. The Statements of Net Position, Statements of Revenue, Expenses, and Changes in Net Position and Statements of Cash Flows (on pages 8-10) provide information about the District as a whole and present a longer-term view of the District's finances.

CONDENSED FINANCIAL INFORMATION

The following condensed financial information provides an overview of the District's financial activities for the years ended March 31, 2021, 2020, and 2019.

NET POSITION

	<u>2021</u>	<u>2020</u>	<u>2019</u>
Capital assets, net	\$ 10,971,121	\$ 11,376,565	\$ 10,761,531
Other assets, net	<u>11,521,289</u>	<u>10,674,561</u>	<u>11,767,605</u>
Total assets	22,492,410	22,051,126	22,529,136
Long-term liabilities	101,303	103,747	96,025
Other Liabilities	<u>701,345</u>	<u>549,158</u>	<u>803,686</u>
Total liabilities	802,648	652,905	899,711
Net investment in capital assets	10,971,121	11,376,565	10,761,531
Unrestricted	<u>10,718,641</u>	<u>10,021,656</u>	<u>10,867,894</u>
Total net position	<u>\$ 21,689,762</u>	<u>\$ 21,398,221</u>	<u>\$ 21,629,425</u>

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Management's Discussion and Analysis (Continued)

CONDENSED FINANCIAL INFORMATION (Continued)

Capital and other assets - The change in capital assets for 2021 is a net decrease of \$405,444 over 2020 compared to a net increase of \$615,034 for 2020 compared to 2019. The decrease for 2021 is due to few projects done during 2021 due to COVID-19. The increase for 2020 compared to 2019 was due to the extension of lines and replacement of obsolete equipment. Depreciation has remained relatively stable over the 3 years. Other assets increased \$846,728 for 2021 compared to 2020 due to not a lot of capital projects were done due to COVID-19 and accounts receivable had increased due to the increase in rates in February 2021. Inventory is also down for 2021 compared to 2020 due to the drop in gas rates due to COVID-19. Other assets decreased \$1,093,044 in 2020 compared to 2019 primarily due to decreases in certificates of deposit and accounts receivable.

Long-term and other liabilities - Long-term liabilities has remained stable over the three years due to meter deposits have remained consistent and the only long term debt that the Utility has is a capital lease for a copier. Other liabilities increased \$152,187 for 2021 compared to 2020 due to an increase in gas charges. Other liabilities decreased \$254,528 in 2020 compared to 2019 due to a decrease in accounts payable.

CHANGES IN NET POSITION

	<u>2021</u>	<u>2020</u>	<u>2019</u>
Total operating revenues	\$ 10,268,876	\$ 9,543,440	\$ 11,195,429
Total non-operating revenues	<u>166,221</u>	<u>161,101</u>	<u>98,729</u>
 Total revenues	 10,435,097	 9,704,541	 11,294,158
 Total operating expenses	 5,196,239	 5,002,011	 6,003,778
Total other operating expenses	<u>4,947,317</u>	<u>4,933,734</u>	<u>4,575,598</u>
 Total expenses	 <u>10,143,556</u>	 <u>9,935,745</u>	 <u>10,579,376</u>
 Change in net position	 291,541	 (231,204)	 714,782
 Net position, beginning of year	 <u>21,398,221</u>	 <u>21,629,425</u>	 <u>20,914,643</u>
Net position, end of year	<u>\$ 21,689,762</u>	<u>\$ 21,398,221</u>	<u>\$ 21,629,425</u>

Revenues - The District's operating revenues consist primarily of natural gas sales. The main source of the District's other operating revenues are connection charges and forfeited discounts.

Expenses - The District's total expenses increased by \$207,811 due to an increase in cost of goods sold and an increase in maintenance expenses.

CAPITAL ASSET

Capital Assets - At March 31, 2021, 2020 and 2019, the District had \$27.2, \$26.8, and \$25.5 million, respectively, invested in distribution plant, intangible plant, propane plant, land, buildings, equipment, furniture and fixtures and automobiles (see table below), respectively.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Management's Discussion and Analysis (Continued)

CAPITAL ASSET (Continued)

	<u>2021</u>	<u>2020</u>	<u>2019</u>
Distribution plant	\$ 20,050,149	\$ 19,820,307	\$ 18,819,656
Intangible plant	16,958	16,958	16,958
Propane plant	2,896,449	2,749,705	2,668,713
Land and right-of-ways	186,206	186,206	186,206
Buildings	1,585,442	1,585,442	1,433,053
Equipment	522,264	522,264	511,231
Furniture and fixtures	583,151	572,240	560,226
Automobile and trucks	1,329,289	1,329,289	1,262,957
Totals	<u>\$ 27,169,908</u>	<u>\$ 26,782,411</u>	<u>\$ 25,459,000</u>

The 2019-2020 capital improvements include progress on Automated Meter Reading for meters and new trucks and equipment. The District will continue to extend mains as needed for future development. The Utility did not invest a lot in capital assets during 2021 due to the COVID-19 pandemic.

RESULTS AND OUTLOOK

The District began the Fiscal Year 2020-2021 with a partial to full shut-down of businesses and industries due to the Covid-19 pandemic. As a result, the natural gas sales remained below the levels of the previous year until after August when the industry began to open back up to full production. The winter season began on a warm note, but finally arrived near the end of December. This resulted in gas sales that surpassed the previous winter for the months of January, February and March. This boost in gas sales was enough to make up the losses due to the Covid-19 shutdown and end the fiscal year with a 0.04% increase over the previous year.

Interestingly, the District saw no drop in the demand for new HVAC and appliance installations. In fact, the demand increased due to the Federal government's economic stimulus payments. That demand has not abated for over a year now. However, since last summer there have been issues in getting gas appliances due to the high demand. Only recently has that become a problem with HVAC equipment and parts. There are now shortages in basic materials such as steel and copper. The price of steel has seen increases of over 30% at a time. This has caused drastic increases in water heater prices with monthly quotes no longer being honored. There was one instance in which there were two price increases on water heaters in one week alone. These increases are being seen across the spectrum of other appliances and equipment as well as steel piping.

The District suspended its steel gas main replacement program and released its contractor when the Covid-19 shut-down began. This was done not only to protect the workers and the public, but to conserve funds as it was immediately recognized that a drop in demand for natural gas would occur. Also, all non-emergency related overtime was stopped and capital purchases delayed where possible. The shut-down effected the District's AMR program by suspending it for almost a year in order to minimize contact in people's homes. The District recently re-started its AMR program about the first of June.

Natural Gas prices have begun to creep up with current prices higher than winter prices. This is due to the market reacting to the country opening back up and industrial usage returning to normal levels. Propane prices, which decreased due lower demand because of Covid-19 has not seen dramatic increases as of yet. As long as prices continue to remain reasonable, the District believes that the growth in residential consumers of natural gas and propane will continue. The District continues to see solid customer growth in both the natural gas side and the propane side.

Enbridge Energy, the transmission pipeline that transports natural gas from producers to the District filed a huge rate increase last summer. The 85% increase, if left to stand would increase the District's expenses by over \$500,000 per year. Per rules by the Federal Energy Regulatory Commission (FERC) the increase was immediately suspended for six months until a hearing could be set. Unfortunately, FERC was unable to set a hearing in time and the increase

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Management's Discussion and Analysis (Continued)

RESULTS AND OUTLOOK (CONTINUED)

went into effect January 1, 2021. The Board of Commissioners for the District then instituted an \$0.074/therm increase across all rate classes to cover the Enbridge increase. Enbridge and its customers have since negotiated a smaller increase near the end of May. However, this settlement has to be approved by FERC, but that is not expected to happen till September. In the mean-time the increase by Enbridge remains unchanged. Once the settlement is approved, Enbridge will return all over-collected funds to its customers. In turn, the District will lower its increase and return its over-collected funds to its customer either by direct credit or via a temporary rate reduction.

CONTACTING THE DISTRICT'S FINANCIAL MANAGEMENT

This financial report is designed to provide our purveyors, taxpayers, customers, investors and creditors with a general overview of the District's finances and to show the District's accountability for the money it receives. If you have any questions about this report, or need additional financial information, contact the District at 202 Park Boulevard, Rogersville, Tennessee 37857.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
 Statements of Net Position
 March 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
ASSETS		
Current Assets		
Cash	\$ 2,909,169	\$ 2,121,131
Certificates of deposit	6,067,701	5,967,694
Accounts receivable, net	750,299	545,781
Inventories	1,486,499	1,706,683
Unbilled revenues	206,531	153,053
Prepaid expenses	49	42,332
Interest receivable	<u>6,924</u>	<u>45,047</u>
Total current assets	<u>11,427,172</u>	<u>10,581,721</u>
Designated Funds		
Gas meter deposits - cash	<u>94,117</u>	<u>92,840</u>
Total designated funds	<u>94,117</u>	<u>92,840</u>
Utility Plant		
Utility plant, not being depreciated	186,206	186,206
Utility plant, being depreciated	26,983,702	26,596,205
Less accumulated depreciation	<u>(16,198,787)</u>	<u>(15,405,846)</u>
Total utility plant, net	<u>10,971,121</u>	<u>11,376,565</u>
Total assets	<u>\$ 22,492,410</u>	<u>\$ 22,051,126</u>
LIABILITIES AND NET POSITION		
Current Liabilities		
Accounts payable	\$ 410,662	\$ 310,966
Capital lease payable, due within one year	3,253	3,198
Other payables and accrued liabilities	<u>287,430</u>	<u>234,994</u>
Total current liabilities	<u>701,345</u>	<u>549,158</u>
Non-Current Liabilities		
Capital lease payable, less amount due within one year	7,186	10,907
Payable from designated funds - gas meter deposits	<u>94,117</u>	<u>92,840</u>
Total non-current liabilities	<u>101,303</u>	<u>103,747</u>
Total liabilities	<u>802,648</u>	<u>652,905</u>
Net investment in capital assets	10,971,121	11,376,565
Unrestricted	<u>10,718,641</u>	<u>10,021,656</u>
Total net position	<u>\$ 21,689,762</u>	<u>\$ 21,398,221</u>

See accompanying notes to financial statements.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
 Statements of Revenues, Expenses, and Changes in Net Position
 Years Ended March 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
OPERATING REVENUES		
Sales	\$ 10,268,876	\$ 9,381,080
Cost of sales	<u>5,196,239</u>	<u>5,002,011</u>
	5,072,637	4,379,069
Other operating revenues	<u>101,899</u>	<u>162,360</u>
Total operating revenues	<u>5,174,536</u>	<u>4,541,429</u>
OPERATING EXPENSES		
General and administrative	3,114,280	2,991,659
Transmission and distribution	725,896	903,160
Depreciation	792,942	797,781
Customer accounting and collection	258,269	165,077
Sales promotion	<u>55,930</u>	<u>76,057</u>
Total operating expenses	<u>4,947,317</u>	<u>4,933,734</u>
Operating (loss) income	<u>227,219</u>	<u>(392,305)</u>
OTHER INCOME		
Interest income	64,322	127,840
Gain on disposal of utility plant	<u>-</u>	<u>33,261</u>
Total other income	<u>64,322</u>	<u>161,101</u>
Change in net position	291,541	(231,204)
Net position at the beginning of the year	<u>21,398,221</u>	<u>21,629,425</u>
Net position at the end of the year	<u>\$ 21,689,762</u>	<u>\$ 21,398,221</u>

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Statements of Cash Flows
Years Ended March 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash receipts from customers	\$ 10,050,280	\$ 9,773,275
Cash paid to suppliers	(5,366,679)	(5,790,215)
Cash paid to employees including benefits	(3,573,002)	(3,568,721)
Other operating receipts	<u>101,899</u>	<u>162,360</u>
Net cash flows from operating activities	<u>1,212,498</u>	<u>576,699</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Proceeds from disposal of equipment	-	70,126
Acquisition and construction of utility plant	<u>(387,497)</u>	<u>(1,452,101)</u>
Net cash flows from capital and related financing activities	<u>(387,497)</u>	<u>(1,381,975)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Maturities of investments	5,956,257	6,496,753
Purchases of investments	(6,052,605)	(5,956,257)
Interest collected	<u>60,662</u>	<u>16,373</u>
Net cash flows from investing activities	<u>(35,686)</u>	<u>556,869</u>
Net change in cash	789,315	(248,407)
Cash at the beginning of the year	<u>2,213,971</u>	<u>2,462,378</u>
Cash at the end of the year	<u>\$ 3,003,286</u>	<u>\$ 2,213,971</u>
RECONCILIATION OF OPERATING INCOME TO NET CASH FROM OPERATING ACTIVITIES		
Operating income	\$ 227,219	\$ (392,305)
Adjustments to reconcile operating income to cash flows from operating activities		
Depreciation	792,942	797,781
Decrease (increase) in:		
Accounts receivable	(204,518)	373,089
Inventories	220,184	22,432
Unbilled revenues	(53,478)	35,035
Prepaid expenses and interest receivable	80,406	(12,527)
Increase (decrease) in:		
Accounts payable	99,696	(261,159)
Accrued liabilities	52,436	6,295
Capital lease payable	(3,666)	8,888
Gas meter deposits	<u>1,277</u>	<u>(830)</u>
Net cash flows from operating activities	<u>\$ 1,212,498</u>	<u>\$ 576,699</u>

See accompanying notes to financial statements.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Notes to Financial Statements
March 31, 2021 and 2020

NOTE 1 - NATURE OF ORGANIZATION

Natural Gas Utility District of Hawkins County (the “District”) was created under the Utility District Act of 1937 to provide natural gas and propane gas services to residents and businesses of Hawkins County, Tennessee.

The District receives the majority of its natural gas supply through East Tennessee Natural Gas, a division of Enbridge and Tennessee Gas Pipeline interstate pipelines. The District has firm transportation and storage contracts with these pipelines. The District purchases its natural gas supply from two marketing companies, CenterPoint Energy and Tennessee Energy Acquisition Corporation, (“TEAC”). The TEAC natural gas supply is a firm long-term supply contract.

The District is operated under the control of a three-member Board of Commissioners (“Board”). The District’s operations alone constitute the reporting entity since the Board is not financially accountable for any other entities and the District has no relationships with any other entities where the nature and significance of the relationships would require inclusion in the financial statements of the District. Operating revenues are based on rates approved by the Board of Commissioners. No other board or commission has jurisdiction over the District in the management and control of its operations.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation - The District is an enterprise fund. An enterprise fund is a proprietary type fund used to account for operations 1) that are financed and operated in a manner similar to private business enterprises - where the intent of the governing body is that the costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges; or 2) where the governing body has decided that periodic determination of revenues earned, expenses incurred, and/or net income is appropriate for capital maintenance, public policy, management control, accountability, or other purposes. The District has implemented Governmental Accounting Standards Board Statement No. 62, “*Codification of Accounting and Financial Reporting Guidance contained in Pre-November 30, 1989 FASB and AICPA pronouncements.*”

Measurement Focus, Basis of Accounting, and Financial Statement Presentation - Measurement focus is a term used to describe “which” transactions are recorded within the various financial statements. Basis of accounting refers to “when” transactions are recorded regardless of the measurement focus applied.

The accompanying financial statements are reported using the “economic resources management focus,” and the “accrual basis of accounting”. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash Equivalents - For purposes of reporting cash flows, cash includes highly liquid investments (including restricted assets) purchased with a maturity of three months or less.

Accounts Receivable - The District extends unsecured credit to its customers in the ordinary course of business but mitigates the associated credit risk by actively pursuing past due accounts. Management has established an allowance for doubtful accounts of approximately \$180,000 in 2021 and \$138,000 in 2020. Based on subsequent collections, historical performance, and experience with the District’s customers, management believes that the allowance is adequate.

Inventories - Materials, which include appliances, supplies and gas in storage, are valued at average cost.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Notes to Financial Statements (Continued)

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Utility Plant - is stated at the historical cost of construction. Such costs include direct construction costs and payroll related costs. Depreciation is provided by the straight-line method over the estimated useful lives of the related assets ranging from three to thirty-three years. The cost of normal repairs of property and the replacements and renewal of items considered being less than units of property are charged to maintenance expense. Units of property replaced or retired are credited to the utility plant accounts and charged to accumulated depreciation.

Revenues and Expenses - The District distinguishes operating revenues and expenses from non-operating items. Operating revenues and expenses generally result from providing services and delivering gas in connection with ongoing operations. The principal operating revenues of the District are charges to customers for sales and services. Operating expenses include the cost of sales and services, administrative expenses, and depreciation on capital assets. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

Date of Management Review - Management has evaluated events and transactions occurring subsequent to the statement of net position for items that should potentially be recognized or disclosed in these financial statements. The evaluation was conducted through the date of the report, which is the date these financial statements were available to be issued.

NOTE 3 - CASH AND INVESTMENTS

State statutes require that all deposits with financial institutions must be collateralized by securities whose market value is equal to 105 percent of the value of the deposits, less so much of such amount as is insured by federal deposit insurance. The collateral must be held by the District or its agent in the District's name, or by the Federal Reserve in the District's name.

Statutes also authorize the District to invest in bonds, notes or treasury bills of the United States or any of its agencies, certificates of deposit at Tennessee state chartered banks and savings and loan associations and federally chartered banks and savings and loan associations, repurchase agreements utilizing obligations of the United States or its agencies as the underlying securities, state pooled investment fund, and money market mutual funds. Statutes also require that securities underlying repurchase agreements must have a market value at least equal to the amount of funds invested in the repurchase transaction.

Following are the components of the District's cash on hand and carrying amounts at March 31, 2021 and 2020:

<u>March 31, 2021</u>	<u>Undesignated</u>	<u>Designated</u>	<u>Total</u>
Cash on hand	\$ 1,000	\$ -	\$ 1,000
Bank deposits -			
Non-interest bearing demand	499,828	-	499,828
Interest bearing demand	<u>2,408,341</u>	<u>94,117</u>	<u>2,502,458</u>
Total cash	2,909,169	94,117	3,003,286
Investments in certificates of deposit	<u>6,067,701</u>	-	<u>6,067,701</u>
Total	<u>\$ 8,976,870</u>	<u>\$ 94,117</u>	<u>\$ 9,070,987</u>

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Notes to Financial Statements (Continued)

NOTE 3 - CASH AND INVESTMENTS (Continued)

<u>March 31, 2020</u>	<u>Undesignated</u>	<u>Designated</u>	<u>Total</u>
Cash on hand	\$ 1,425	\$ -	\$ 1,425
Bank deposits -			
Non-interest bearing demand	258,428	-	258,428
Interest bearing demand	<u>1,861,278</u>	<u>92,840</u>	<u>1,954,118</u>
Total cash	2,121,131	92,840	2,213,971
Investments in certificates of deposit	<u>5,967,694</u>	<u>-</u>	<u>5,967,694</u>
Total	<u>\$ 8,088,825</u>	<u>\$ 92,840</u>	<u>\$ 8,181,665</u>

The carrying amounts of the District's deposits were \$9,070,987 and \$8,181,665 and the bank balances were \$9,172,568 and \$8,249,897 as of March 31, 2021 and 2020. Of the bank balances, \$784,946 for 2021 and \$1,048,312 for 2020 were covered by federal depository insurance and \$8,387,622 and \$7,201,585 were covered through the banks' participation in the Tennessee Bank Collateral Pool.

NOTE 4 - INVENTORIES

Inventory is valued at average cost. Inventories consisted of:

	<u>2021</u>	<u>2020</u>
Natural gas storage	\$ 333,215	\$ 561,460
Appliances, parts and supplies	942,117	892,847
Propane	<u>211,167</u>	<u>252,376</u>
	<u>\$ 1,486,499</u>	<u>\$ 1,706,683</u>

NOTE 5 - MAJOR SUPPLIERS

For the years ended March 31, 2021 and 2020 there were two suppliers that comprised greater than ten percent of the District's gas purchases. These purchases totaled approximately \$2.9 million for 2021 and \$3 million for 2020 or 100% of gas purchases, respectively.

NOTE 6 - MAJOR CUSTOMER

There were no major customers that comprised greater than ten percent of the District's gas sales for 2021. For the year ended March 31, 2020, one customer comprised greater than ten percent of the District's gas sales. These sales totaled approximately \$678,000 for 2020.

NOTE 7 - RISK MANAGEMENT

The District is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The District obtains commercial insurance to cover general liability claims, errors or omissions liability, auto liability, property damage, and workers' compensation. The District is covered by the Tennessee Governmental Tort Liability Act, which generally limits the District's tort liability to \$350,000 per claim. Settled claims resulting from these risks have not exceeded commercial insurance coverage in the past three years.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Notes to Financial Statements (Continued)

NOTE 8 - UTILITY PLANT

Utility plant activity for the year ended March 31, 2021 was as follows:

	Beginning Balance	Increases	Decreases	Ending Balance
Capital assets not being depreciated				
Land and land rights	\$ 186,206	\$ -	\$ -	\$ 186,206
Total capital assets not being depreciated	<u>186,206</u>	<u>-</u>	<u>-</u>	<u>186,206</u>
Capital assets being depreciated				
Buildings and permanent improvements	1,585,442	-	-	1,585,442
Equipment and gas distribution system	25,010,763	387,497	-	25,398,260
Total capital assets being depreciated	26,596,205	387,497	-	26,983,702
Less accumulated depreciation	<u>15,405,846</u>	<u>792,941</u>	<u>-</u>	<u>16,198,787</u>
Total capital assets being depreciated, net	<u>11,190,359</u>	<u>(405,444)</u>	<u>-</u>	<u>10,784,915</u>
Total capital assets, net	<u>\$11,376,565</u>	<u>\$ (405,444)</u>	<u>\$ -</u>	<u>\$10,971,121</u>

Utility plant activity for the year ended March 31, 2020 was as follows:

	Beginning Balance	Increases	Decreases	Ending Balance
Capital assets not being depreciated				
Land and land rights	\$ 186,206	\$ -	\$ -	\$ 186,206
Total capital assets not being depreciated	<u>186,206</u>	<u>-</u>	<u>-</u>	<u>186,206</u>
Capital assets being depreciated				
Buildings and permanent improvements	1,433,053	152,389	-	1,585,442
Equipment and gas distribution system	23,839,742	1,299,712	128,691	25,010,763
Total capital assets being depreciated	25,272,795	1,452,101	128,691	26,596,205
Less accumulated depreciation	<u>14,697,470</u>	<u>797,781</u>	<u>(89,405)</u>	<u>15,405,846</u>
Total capital assets being depreciated, net	<u>10,575,325</u>	<u>654,320</u>	<u>39,286</u>	<u>11,190,359</u>
Total capital assets, net	<u>\$10,761,531</u>	<u>\$ 654,320</u>	<u>\$ 39,286</u>	<u>\$11,376,565</u>

Depreciation charged to income was \$792,941 and \$797,781 for the years ended March 31, 2021 and 2020, respectively.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Notes to Financial Statements (Continued)

NOTE 9 - DEFERRED COMPENSATION PLAN

Employees of the District are offered a deferred compensation plan through Natural Gas Utility District of Hawkins County (the "Plan") created in accordance with Internal Revenue Code Section 457. The plan permits employees to defer a portion of their salary until future years. The deferred compensation is not available to employees until termination, retirement, death, or unforeseen emergency. The assets of the plan are held in a trust for the exclusive benefit of the participants and their beneficiaries. Presently, the District does not match any employee deferrals.

NOTE 10 - DEFINED CONTRIBUTION PLAN

Employees of the District are provided a contributory target benefit defined contribution retirement plan covering substantially all of its employees through Hawkins County Gas Utility Defined Contribution Retirement Plan (the "Plan"). The Plan provisions and contribution requirements are established by and may be amended by the District's Board of Commissioners. Employees are eligible to participate in the plan after completion of six months of service and attainment of their 21st birthday. Employees participate in the plan on January 1, April 1, July 1, or October 1 after the eligibility requirements are met. The plan allows employees to contribute up to 2% of their annual salary to the plan. The District's contributions to the plan are actuarially calculated based on age, salary, and date of employment, using a target benefit of 25% of the employee's annual average compensation. The District's contributions for each employee and earnings allocated to each employee's account are vested on a graded schedule of 20% increments for 2-6 years of service. The employee is vested 100% at all times for employee contributions. Forfeitures of the Plan may be used to satisfy any contribution paid by the District or to pay any administrative expenses of the Plan. The Plan did not use any forfeitures during the years ended March 31, 2021 and 2020. The balances of forfeitures available at March 31, 2021 and 2020 were \$733 and \$0. The District's contributions to the plan totaled \$300,815 for 2021 and \$101,149 for 2020. Employees' contributions to the plan totaled \$36,782 for 2021 and \$31,592 for 2020.

NOTE 11 - CONCENTRATIONS OF CREDIT RISK

Financial instruments that potentially subject the District to concentrations of credit risk consist primarily of cash, certificates of deposit and customer accounts receivable. The District's cash deposits and investments in certificates of deposit are in financial institutions and are federally insured or collateralized. Credit evaluation and account monitoring procedures are utilized to minimize the risk of loss. Management does not believe significant credit risk existed at March 31, 2021.

NOTE 12 - COMMITMENTS AND CONTINGENCIES

The District has firm gas supply and firm gas transportation contracts some of which do not expire until September 2049. These contracts typically contain minimum demand or storage obligations on the part of the District.

The District is involved in litigation and claims arising principally in the normal course of business. In the opinion of management, the outcomes of these claims will not have a material adverse effect on the accompanying financial statements and accordingly, no provisions have been recorded.

SUPPLEMENTARY INFORMATION

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedules of Operating Revenues
Years Ended March 31, 2021 and 2020

	<u>Sales</u>	<u>Cost of Sales</u>	<u>Gross Profit</u>	<u>Gross Profit Percentage</u>
Year Ended March 31, 2021				
Natural gas	\$ 7,434,473	\$ 3,197,324	\$ 4,237,149	57.0%
Propane	1,428,067	555,170	872,897	61.1%
Appliances and service	<u>1,406,336</u>	<u>1,443,745</u>	<u>(37,409)</u>	<u>-2.7%</u>
	<u>\$ 10,268,876</u>	<u>\$ 5,196,239</u>	<u>\$ 5,072,637</u>	49.4%
Year Ended March 31, 2020				
Natural gas	\$ 6,700,351	\$ 2,977,329	\$ 3,723,022	55.6%
Propane	1,334,584	542,389	792,195	59.4%
Appliances and service	<u>1,346,145</u>	<u>1,482,293</u>	<u>(136,148)</u>	<u>-10.1%</u>
	<u>\$ 9,381,080</u>	<u>\$ 5,002,011</u>	<u>\$ 4,379,069</u>	46.7%

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedules of Other Operating Revenues
Years Ended March 31, 2021 and 2020

	2021		2020	
	Amount	Percent of Sales	Amount	Percent of Sales
Connection charges	\$ 34,660	0.3%	\$ 34,140	0.4%
Forfeited discounts	61,717	0.6%	67,481	0.7%
Miscellaneous revenues	1,380	0.0%	57,089	0.6%
Discounts taken	<u>4,142</u>	<u>0.0%</u>	<u>3,650</u>	<u>0.0%</u>
	<u>\$ 101,899</u>	0.9%	<u>\$ 162,360</u>	1.7%

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedules of Other Operating Expenses
Years Ended March 31, 2021 and 2020

	<u>2021</u>		<u>2020</u>	
	<u>Amount</u>	<u>Percent of Sales</u>	<u>Amount</u>	<u>Percent of Sales</u>
Transmission and distribution expense				
Salaries	\$ 410,056	4.0%	\$ 441,610	4.7%
Repair and Maintenance	275,627	2.7%	419,744	4.5%
Engineering	<u>40,213</u>	<u>0.4%</u>	<u>41,806</u>	<u>0.4%</u>
	<u>725,896</u>	<u>7.1%</u>	<u>903,160</u>	<u>9.6%</u>
Customer accounting and collection expense				
Salaries	101,939	1.0%	107,625	1.1%
Uncollectible accounts	85,735	0.8%	(3,262)	0.0%
Supplies and expenses	<u>70,595</u>	<u>0.7%</u>	<u>60,714</u>	<u>0.6%</u>
	<u>258,269</u>	<u>2.5%</u>	<u>165,077</u>	<u>1.8%</u>
Sales promotions	<u>55,930</u>	<u>0.5%</u>	<u>76,057</u>	<u>0.8%</u>
General and administrative expense				
Employee benefits	1,385,846	13.5%	1,266,146	13.5%
Salaries	1,093,421	10.6%	1,169,592	12.5%
Insurance	314,318	3.1%	197,594	2.1%
Office supplies and expense	109,414	1.1%	124,929	1.3%
Utilities and telephone	69,959	0.7%	72,986	0.8%
Repairs and maintenance	80,753	0.8%	108,271	1.2%
Other general and administrative expense	75,487	0.7%	56,039	0.6%
Professional fees	66,268	0.6%	58,694	0.6%
Commissioners expense	18,000	0.2%	20,294	0.2%
Transportation	-	0.0%	5,768	0.1%
Freight	239	0.0%	303	0.0%
Overhead capitalized to plant	<u>(99,425)</u>	<u>-1.0%</u>	<u>(88,957)</u>	<u>-0.9%</u>
	<u>3,114,280</u>	<u>30.3%</u>	<u>2,991,659</u>	<u>31.9%</u>
Depreciation	<u>792,942</u>	<u>7.7%</u>	<u>797,781</u>	<u>8.5%</u>
	<u>\$ 4,947,317</u>	<u>48.2%</u>	<u>\$ 4,933,734</u>	<u>52.6%</u>

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedule of Utility Plant in Service
March 31, 2021

	Cost April 1, 2020	Additions	Retirements	Cost March 31, 2021
	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Distribution plant				
Mains	\$ 13,334,096	\$ 81,369	\$ -	\$ 13,415,465
Service lines	3,953,908	124,949	-	4,078,857
Meters	<u>2,532,303</u>	<u>23,522</u>	<u>-</u>	<u>2,555,825</u>
	<u>19,820,307</u>	<u>229,840</u>	<u>-</u>	<u>20,050,147</u>
Intangible plant	<u>16,958</u>	<u>-</u>	<u>-</u>	<u>16,958</u>
Propane plant	<u>2,749,705</u>	<u>146,747</u>	<u>-</u>	<u>2,896,452</u>
General plant				
Land and right-of-ways	186,206	-	-	186,206
Buildings	1,585,442	-	-	1,585,442
Equipment	522,264	-	-	522,264
Furniture and fixtures	572,240	10,910	-	583,150
Automobiles and trucks	<u>1,329,289</u>	<u>-</u>	<u>-</u>	<u>1,329,289</u>
	<u>4,195,441</u>	<u>10,910</u>	<u>-</u>	<u>4,206,351</u>
	<u>\$ 26,782,411</u>	<u>\$ 387,497</u>	<u>\$ -</u>	<u>\$ 27,169,908</u>

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedule of Utility Rates
March 31, 2021

Residential
Base Tariff Rates Excluding Gas Cost

Customer service charge	\$5.95
Standard gas charge	0.709 per therm
Summer reduced rate	.382 per therm
Supplemental service rate	1.682 per therm

Commercial
Base Tariff Rates Excluding Gas Cost

Customer service charge	\$6.95
Standard gas charge	0.719 per therm
Summer reduced rate	.412 per therm
Supplemental service rate	1.692 per therm

Public Authority and Religious
Base Tariff Rates Excluding Gas Cost

Customer service charge	\$5.95
Standard gas charge	0.672 per therm
Summer reduced rate	.412 per therm
Supplemental service rate	1.682 per therm

Small Industrial
Base Tariff Rates Excluding Gas Cost

Customer service charge	\$60.00
Standard gas charge	0.692 per therm

Large Industrial
Base Tariff Rates Excluding Gas Cost

Customer service charge	\$100.00
Next 40,000 therms	0.662 per therm
For all over 40,000 therms each month	0.602 per therm

Interruptible
Base Tariff Rates Excluding Gas Cost

For the first 40,000 therms each month	.454 per therm
For all over 40,000 therms each month	.384 per therm

The average cost of gas for the current month will be added to the above base tariff rates for the current month billing.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedule of Utility Rates (Continued)

A 10% penalty is added to all amounts not paid by the discount date. Summer reduced rates apply to gas used for space cooling from May through September. Supplemental service rates apply to gas used for supplemental and/or auxiliary fuel in automatically controlled heating equipment where gas is not the primary heat source from November through March.

The number of natural gas customers at March 31, 2021 and 2020 is as follows:

	<u>2021</u>	<u>2020</u>
Residential	6,787	6,683
Commercial	481	484
Public authority and religious	395	398
Industrial and interruptible	<u>35</u>	<u>35</u>
	<u>7,698</u>	<u>7,600</u>

COMPLIANCE REPORTS

Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance
and Other Matters Based on an Audit of Financial Statements Performed
in Accordance with *Government Auditing Standards*

Board of Commissioners
Natural Gas Utility District
of Hawkins County

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Natural Gas Utility District of Hawkins County (the "District") as of and for the year ended March 31, 2021, and the related notes to the financial statements, and have issued our report thereon dated June 28, 2021.

Internal Control Over Financial Reporting

In planning and performing our audits of the financial statements, we considered the District's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the District's internal control. Accordingly, we do not express an opinion on the effectiveness of the District's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the District's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified. We did identify a deficiency in internal control, described in the accompanying schedule of findings and responses as item 2021-001 that we consider to be a significant deficiency.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the District's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

District's Response to Finding

The District's response to the finding identified in our audit is described in the accompanying schedule of findings and responses. The District's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the District's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the district's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Rodger Moss & Co, PLLC

Greeneville, Tennessee
June 28, 2021



NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedule of Findings and Responses
Year Ended March 31, 2021

Findings - Financial Statement Audit

Significant Deficiencies - Internal Control Over Financial Reporting

2021-001 - Segregation of Duties (repeated from prior year)

Criteria

Ideally, duties should be segregated so that one person is performing only one of the following functions in relation to a specific aspect of the District:

- 1) Custody
- 2) Recording
- 3) Authorization

Condition

Due to the small size of the bookkeeping staff, segregation of duties is inadequate.

Effect of Condition

One person in control of all aspects of accounting leaves greater potential for error or fraud to occur.

Cause of Condition

The District only employs one individual in the accounting department.

Recommendation

Internal control procedures should be in place to segregate the duties of custody, recording, and authorization of the accounting records to prevent error and fraud.

Management's Response

Management acknowledges that segregation of duties is not ideal; however, management continues to study the most efficient ways to eliminate or mitigate this weakness.

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY
Schedule of Disposition of Prior Year Findings
Year Ended March 31, 2021

Prior Year Financial Statement Findings

<u>Prior Year Finding Number</u>	<u>Finding Title</u>	<u>Status/ Current Year Finding Number</u>
2020-001	Segregation of Duties (original finding #2016-001)	Repeated/2021-001



Management's Corrective Action Plan
March 31, 2021

202 Park Boulevard – PO Box 667
Rogersville, TN 37857
(423) 272-8841 • (423) 246-4212 • (423) 357-8585
www.hcgas.com

2021-001 - Segregation of Duties (Repeated from prior year)

Recommendation

Internal control procedures should be in place to segregate the duties of custody, recording, and authorization of the accounting records to prevent error and fraud.

Action Taken

Currently the general ledger is maintained by the accountant with the Board reviewing financial statements at meetings. The accounting process does not lend itself to an appropriate segregation of duties and oversight of transactions. Due to the small size of the organization and cost efficiency, the current accounting process is the most beneficial. The Board will add levels of duties if the District increases in transactions and size.

Name of Contact Person: Patrick Lund
Anticipated Completion Date: Ongoing

Sincerely,

A handwritten signature in black ink that reads "Patrick Lund".

Patrick Lund
General Manager