Financial Statements
With Supplementary Information

March 31, 2022 and 2021

Financial Statements With Supplementary Information March 31, 2022 and 2021

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NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY Roster of Officials and Commissioners March 31, 2022 and 2021

Officials

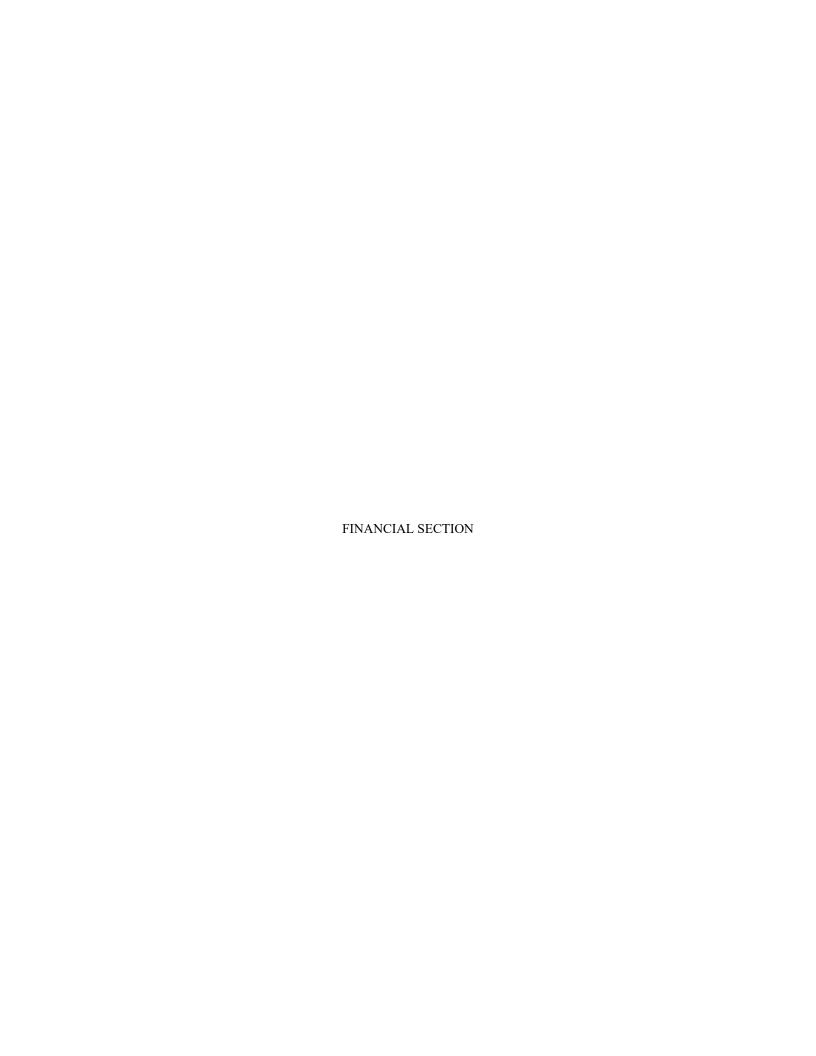
Mr. Patrick Lund General Manager

Commissioners

Mr. Reed Matney Chairman

Mr. Tommy Young Vice-Chairman

Mr. Eugene Christian Secretary



Independent Auditors' Report

Board of Commissioners Natural Gas Utility District of Hawkins County Rogersville, Tennessee

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Natural Gas Utility District of Hawkins County (the "District") as of and for the years ended March 31, 2022 and 2021, and the related notes to the financial statements, as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the District as of March 31, 2022 and 2021, and the respective changes in financial position, and cash flows, thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with 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. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the District and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the District's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial

likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and Government Auditing Standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the District's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the District's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis as listed in the table of contents, be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements of the District. The supplementary information listed in the table of contents is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplementary information is fairly stated in all material respects in relation to the financial statements as a whole.

Other Information

Management is responsible for the other information included in the annual report. The other information comprises the introductory section but does not include the basic financial statements and our auditors' report thereon. Our opinion on the basic financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the basic financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the basic financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated June 27, 2022, on our consideration of the District's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the District's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering the District's internal control over financial reporting and compliance.

Greeneville, Tennessee

Kodezu Wass & Co, PLLC

June 27, 2022

Management's Discussion and Analysis March 31, 2022 and 2021

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, 2022, 2021, and 2020. Please read it in conjunction with the District's financial statements, which begin on page 9.

FINANCIAL HIGHLIGHTS

- The District's net position increased \$76,294 for 2022, increased \$291,541 for 2021, and decreased \$231,204 for 2020.
- During the year 2022, the District had operating revenues that were \$1,855,673 more than 2021. During the year 2021, the District had operating revenues that were \$725,436 more than 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. The increase in revenue for 2022 resulted from higher natural gas and propone costs as well as colder weather. Industrial customer usage also increased for 2022 compared to 2021. Cost of sales for 2022 were \$2,025,162 more than 2021 and 2021 was \$194,228 more compared to 2020. The large increase for 2022 compared to 2021 was due to higher cost of gas as well as increased transportation costs from Enbridge. Propane costs increased 94% in 2022 compared to 2021 and the District did not increase their charge for propane until after the first delivery of the winter season. The District increased their cost by 70 cents per gallon which still did not absorb the entire cost increase of propane. The cost of sales have closely followed the change in revenue for the years 2021 and 2020. Due to the volatility of gas prices in 2022, revenue increased 18% while cost of sales increased 39%.
- The District's non-operating revenues decreased \$9,592 during 2022 and increased by \$5,120 for 2021 compared to 2020. The increase for 2020 was due to insurance recoveries for a trencher. The decrease for 2022 is because of a decrease in appliances and service due to issues in obtaining appliances because of supply issues caused by Covid-19.
- 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.
- During the year, a settlement was reached between Enbridge and gas suppliers including the District. As a result, the District was refunded \$173,335 in November and December 2021. The District issued credits to the industrial customers of \$85,908 and lowered their rates to return the remaining \$87,427 to the non-industrial customers. The District will return to their previous rates starting with the first billing in June 2022.

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 9-11) 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, 2022, 2021, and 2020.

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

NET POSITION

	2022	2021	2020
Capital assets, net	\$ 10,982,743	\$ 10,971,121	\$ 11,376,565
Other assets, net	11,649,827	11,521,289	10,674,561
Total assets	22,632,570	22,492,410	22,051,126
Long-term liabilities	100,004	101,303	103,747
Other Liabilities	766,510	701,345	549,158
Total liabilities	866,514	802,648	652,905
Net investment in capital assets	10,975,524	10,971,121	11,376,565
Unrestricted	10,790,532	10,718,641	10,021,656
Total net position	\$ 21,766,056	\$ 21,689,762	\$ 21,398,221

Other assets increased \$128,538 for 2022 compared to 2021 because of an increase in accounts receivable of \$191,033 due to higher gas prices and inventory decreased \$110,177 because although gas prices increased, the District's storage decreased as of March 31, 2022 compared to March 31, 2021. 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.

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 District has are two capital leases for two copiers. Other liabilities increased \$65,165 for 2022 compared to 2021 due to an increase in gas charges. Other liabilities increased \$152,187 for 2021 compared to 2020 due to an increase in gas charges.

CHANGES IN NET POSITION

	2022	2021	2020
Total operating revenues	\$ 12,124,549	\$ 10,268,876	\$ 9,543,440
Total non-operating revenues	156,629	166,221	161,101
Total revenues	12,281,178	10,435,097	9,704,541
Total operating expenses	7,221,401	5,196,239	5,002,011
Total other operating expenses	4,983,483	4,947,317	4,933,734
Total expenses	12,204,884	10,143,556	9,935,745
Change in net position	76,294	291,541	(231,204)
Net position, beginning of year	21,689,762	21,398,221	21,629,425
Net position, end of year	\$ 21,766,056	\$ 21,689,762	\$21,398,221

<u>Revenues</u> - 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.

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

<u>Expenses</u> - The District's total expenses increased by \$2,061,328 during 2022 due to an increase in cost of gas and more gas sold. The District's expenses increased by \$207,811 during 2021 due to an increase in cost of gas and an increase in maintenance expenses.

CAPITAL ASSET

<u>Capital Assets</u> - At March 31, 2022, 2021 and 2020, the District had \$27.9, \$27.2, and \$26.8 million, respectively, invested in distribution plant, intangible plant, propane plant, land, buildings, equipment, furniture and fixtures and automobiles (see table below), respectively.

	2022	2021	2020
Distribution plant	\$ 20,264,853	\$ 20,050,149	\$ 19,820,307
Intangible plant	16,958	16,958	16,958
Propane plant	3,077,373	2,896,449	2,749,705
Land and right-of-ways	382,406	186,206	186,206
Buildings	1,741,032	1,585,442	1,585,442
Equipment	527,951	522,264	522,264
Furniture and fixtures	588,605	583,151	572,240
Automobile and trucks	1,329,289	1,329,289	1,329,289
Totals	\$ 27,928,467	\$ 27,169,908	\$ 26,782,411

The 2019-2020 capital improvements include progress on Automated Meter Reading for meters and new trucks and equipment. The District has completed approximately 76% of the meters to automated meters but progress has been affected by supply chain issues. The District will continue to extend mains as needed for future development. During 2022, the District purchased land and a building as well as completed property improvements beside their existing building for \$351,790. The Utility did not invest a lot in capital assets during 2022 or 2021 due to the Covid-19 pandemic due to supply chain issues. Depreciation has remained relatively stable over the 3 years

RESULTS AND OUTLOOK

The District began the Fiscal Year 2021-2022 with most of its businesses and industries back up and running as normal. Sales of natural gas picked back up and increased by over 20,000 dekatherms from the previous two (2) years. Residential growth of natural gas customers remained good though down a little from the previous year. Although no new industrial growth occurred, that should change soon. At least one new industry has agreed to relocate from another state to the Hawkins County Phipps Bend Industrial Park in the near future. A potentially second one that is a supplier to the aforementioned industry is currently looking to possibly relocate in the industrial park also. Both industries consume natural gas in their operations.

Prices for HVAC equipment and residential gas-burning appliances continue to surge due to high inflation rates. Despite this, the District has not experienced any decrease in sales of such equipment. In addition to inflation woes, supply-chain issues continue to plague all aspects of the District's operations. Delivery of a new piping truck was 16 months. Gas pressure regulators remain on back order, with some for almost a year.

New gas meters and propane tanks have at least an 18-month lead time. Management believes this will continue for the foreseeable future and has taken steps to stock up on critical parts and equipment needed for its day-to-day operations.

The District bought adjacent property to its Rogersville office in January of 2022. The property was once used by AT&T and consists of an acre lot with two (2) buildings and an overhead garage to park vehicles under. The Construction Department's vehicles, equipment and PE pipe and supplies were all relocated to that property giving them more room for expansion. This in turn freed up space behind the warehouse for the Propane Department to

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

RESULTS AND OUTLOOK (Continued)

park all of its vehicles and equipment under cover as well. The move also freed up space in the warehouse to allow for more storage.

Natural Gas prices continued to increase as inflation and a disjointed energy policy from the Federal government has led to uncertainties in the futures markets. Natural gas prices are now at highs not seen in almost 20 years with futures trading at over \$9 per dekatherm. Even if the price of natural gas was to return to pre-2021 levels immediately, it would not alleviate the fact that customers will experience higher heating bills this coming winter. Because the District must purchase storage gas in the summer for use in the winter, those higher storage costs must be recouped in the rates during the winter.

Propane also took a dramatic turn with wholesale prices approaching \$2 per gallon. In turn, the District had to increase its propane rates to historic highs. The Board of Commissioners, after consultation with the General Manager, delayed raising the rates to allow all of its customers to have their fall fill-up at the old rates so as to help alleviate the burden of higher prices on them. The customers were then notified of the up-coming rate increases to give them time to prepare. The District's gross profit margins on propane sales were down considerably, but the Board of Commissioners felt it was in the best interest of its propane customer base to absorb some of these losses. As a result, the growth of new propane customers outpaced the District's available tanks so much so that a waiting list was created for the first time. As tanks become available, potential customers on the list are contacted to see if they are still interested in propane service from the District.

Enbridge Energy, the transmission pipeline that transports natural gas from producers to the District, filed a huge rate increase that went into effect in January 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 and a rate reduction occurred at the beginning of September 2021. Enbridge then refunded all over-collected monies along with interest to the gas utilities. The Board of Commissioners reduced the natural gas rates by \$0.0456 per therm across all rate classes. The District's large industrial customers received a refund via credit on their bills while all other natural gas customers received a discount beginning in February 2022 until the end of May 2022 when all of the refund monies had been used up.

Enbridge has notified all of its customers that it plans to file for another rate increase in the near future. Enbridge over-sold its pipeline capacity and now must make system expansions and improvements so as to be able to honor those capacity contracts. They plan on making all of their customer base pay for those improvements. The customer base has vowed to vigorously fight the proposed rate increase before the Federal Energy Regulatory Authority (FERC).

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.

Statements of Net Position March 31, 2022 and 2021

	<u>2022</u>	<u>2021</u>
ASSETS		
Current Assets		
Cash	\$ 4,405,310	\$ 2,909,169
Certificates of deposit	4,491,383	6,067,701
Accounts receivable, net	941,332	750,299
Inventories	1,376,322	1,486,499
Unbilled revenues	274,253	206,531
Prepaid expenses	62,057	49
Interest receivable	3,095	6,924
Total current assets	11,553,752	11,427,172
Designated Funds		
Gas meter deposits - cash	96,075	94,117
Total designated funds	96,075	94,117
Utility Plant		
Utility plant, not being depreciated	382,406	186,206
Utility plant, being depreciated	27,546,061	26,983,702
Less accumulated depreciation	(16,945,724)	(16,198,787)
Less decandated depreciation	(10,5 13,721)	(10,170,707)
Total utility plant, net	10,982,743	10,971,121
Total assets	\$ 22,632,570	\$ 22,492,410
LIABILITIES AND NET POSITION		
Current Liabilities		
Accounts payable	\$ 479,428	\$ 410,662
Capital lease payable, due within one year	3,290	3,253
Other payables and accrued liabilities	283,792	287,430
Since purposes with movimon information		
Total current liabilities	766,510	701,345
Non-Current Liabilities		
Capital lease payable, less amount due within one year	3,929	7,186
Payable from designated funds - gas meter deposits	96,075	94,117
Total non-current liabilities	100,004	101,303
Total liabilities	866,514	802,648
Net Position		
Net investment in capital assets	10,975,524	10,971,121
Unrestricted	10,790,532	10,718,641
Total net position	\$ 21,766,056	\$ 21,689,762

Statements of Revenues, Expenses, and Changes in Net Position Years Ended March 31, 2022 and 2021

	<u>2022</u>	<u>2021</u>
OPERATING REVENUES		
Sales	\$ 12,124,549	\$ 10,268,876
Cost of sales	7,221,401	5,196,239
	4,903,148	5,072,637
Other operating revenues	138,793	101,899
Net operating revenues	5,041,941	5,174,536
OPERATING EXPENSES		
General and administrative	3,172,556	3,114,280
Transmission and distribution	787,727	725,896
Depreciation	746,937	792,942
Customer accounting and collection	212,393	258,269
Sales promotion	63,870	55,930
Total operating expenses	4,983,483	4,947,317
Operating (loss) income	58,458	227,219
OTHER INCOME		
Interest income	17,836	64,322
Total other income	17,836	64,322
Change in net position	76,294	291,541
Net position at the beginning of the year	21,689,762	21,398,221
Net position at the end of the year	\$21,766,056	\$21,689,762

Statements of Cash Flows Years Ended March 31, 2022 and 2021

CASH FLOWS FROM OPERATING ACTIVITIES		<u>2022</u>		<u>2021</u>
Cash receipts from customers Cash paid to suppliers Cash paid to employees including benefits	\$	11,871,581 (7,831,524) (3,516,346)	\$	10,050,280 (5,366,679) (3,573,002)
Other operating receipts Net cash flows from operating activities		138,793 662,504	_	1,212,498
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		,		, , ,
Acquisition and construction of utility plant		(758,559)		(387,497)
Net cash flows from capital and related financing activities	-	(758,559)		(387,497)
CASH FLOWS FROM INVESTING ACTIVITIES				
Maturities of investments Purchases of investments Interest collected	_	6,052,605 (4,491,383) 32,932		5,956,257 (6,052,605) 60,662
Net cash flows from investing activities		1,594,154	_	(35,686)
Net change in cash		1,498,099		789,315
Cash at the beginning of the year	_	3,003,286		2,213,971
Cash at the end of the year	\$	4,501,385	\$	3,003,286
RECONCILIATION OF OPERATING INCOME TO NET CASH FROM OPERATING ACTIVITIES				
Operating income Adjustments to reconcile operating income to cash flows from operating activities	\$	58,458	\$	227,219
Depreciation Decrease (increase) in:		746,937		792,942
Accounts receivable		(191,033)		(204,518)
Inventories		110,177		220,184
Unbilled revenues		(67,722)		(53,478)
Prepaid expenses and interest receivable Increase (decrease) in:		(58,179)		80,406
Accounts payable		68,766		99,696
Accrued liabilities		(3,638)		52,436
Capital lease payable		(3,220)		(3,666)
Gas meter deposits		1,958		1,277
Net cash flows from operating activities	\$	662,504	\$	1,212,498

March 31, 2022 and 2021

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, Symmetry 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 \$199,000 in 2022 and \$180,000 in 2021. 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.

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, 2022 and 2021:

March 31, 2022	Undesignated		ndesignated Designated		Total	
Cash on hand Bank deposits -	\$	1,000	\$	-	\$	1,000
Non-interest bearing demand		520,535		-		520,535
Interest bearing demand		3,883,775		96,075		3,979,850
Total cash		4,405,310		96,075		4,501,385
Investments in certificates of deposit		4,491,383		-		4,491,383
Total	\$	8,896,693	\$	96,075	\$	8,992,768

NOTE 3 - CASH AND INVESTMENTS (Continued)

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

The carrying amounts of the District's deposits were \$8,992,768 and \$9,070,987 and the bank balances were \$9,108,509 and \$9,172,568 as of March 31, 2022 and 2021. Of the bank balances, \$836,065 for 2022 and \$784,946 for 2021 were covered by federal depository insurance and \$8,272,444 and \$8,387,622 were covered for 2022 and 2021 through the banks' participation in the Tennessee Bank Collateral Pool.

NOTE 4 - INVENTORIES

Inventory is valued at average cost. Inventories consisted of:

		2022		2022		2021
Natural gas storage Appliances, parts and supplies Propane	\$	201,813 1,061,494 113,015	\$	333,215 942,117 211,167		
	<u>\$</u>	1,376,322	\$	1,486,499		

NOTE 5 - MAJOR SUPPLIERS

For the years ended March 31, 2022 and 2021 there were two suppliers that comprised greater than ten percent of the District's gas purchases. These purchases totaled approximately \$4.6 million for 2022 and \$2.9 million for 2021 or 98% and 100% of gas purchases during 2022 and 2021, respectively.

NOTE 6 - MAJOR CUSTOMER

For the year ended March 31, 2022, one customer comprised greater than ten percent of the District's gas sales. These sales totaled approximately \$1.1 million of 12.17% of gas sales for 2022. There were no major customers that comprised greater than ten percent of the District's gas sales for 2021.

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.

NOTE 8 - UTILITY PLANT

Utility plant activity for the year ended March 31, 2022 was as follows:

	Beginning			Ending		
	Balance	Increases	Decreases	Balance		
Capital assets not being depreciated						
Land and land rights	\$ 186,206	\$ 196,200	\$ -	\$ 382,406		
Total capital assets not being depreciated	186,206	196,200		382,406		
Capital assets being depreciated						
Buildings and permanent improvements	1,585,442	155,590	-	1,741,032		
Equipment and gas distribution system	25,398,260	406,769		25,805,029		
Total capital assets being depreciated	26,983,702	562,359	-	27,546,061		
Less accumulated depreciation	16,198,787	746,937		16,945,724		
Total capital assets being depreciated, net	10,784,915	(184,578)		10,600,337		
Total capital assets, net	\$10,971,121	\$ 11,622	\$ -	\$10,982,743		
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	186,206		<u>-</u>	186,206		
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	15,405,846	792,941		16,198,787		
Total capital assets being depreciated, net	11,190,359	(405,444)		10,784,915		
Total capital assets, net	\$11,376,565	\$ (405,444)	\$ -	\$10,971,121		

Depreciation charged to income was \$746,937 and \$792,941 for the years ended March 31, 2022 and 2021, respectively.

NOTE 9 - CAPITAL LEASES

During 2019, the District entered into two capital leases for copiers. The cost of the equipment was capitalized for \$16,164. The leases are for a period of 60 months and monthly payments are required in the amount of \$284. The following is a schedule of future lease payments at March 31:

2023	\$	3,414
2024		3,414
2025	_	569
Total minimum lease payments		7,397
Less amount representing interest	_	178
Present value of minimum lease payments	\$	7,219

NOTE 10 - 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 11 - 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, 2022 and 2021. The balances of forfeitures available at March 31, 2022 and 2021 were \$733. The District's contributions to the plan totaled \$31,972 for 2022 and \$300,815 for 2021. Employees' contributions to the plan totaled \$35,027 for 2022 and \$36,782 for 2021.

NOTE 12 - 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 13 - 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.



Schedules of Operating Revenues Years Ended March 31, 2022 and 2021

Year Ended March 31, 2022	Sales	Cost of Sales	Gross Profit	Gross Profit Percentage
Natural gas Propane Appliances and service	\$ 9,103,359	\$ 4,747,059	\$ 4,356,300	47.9%
	1,689,717	1,074,557	615,160	36.4%
	1,331,473	1,399,785	(68,312)	<u>-5.1%</u>
	\$ 12,124,549	\$ 7,221,401	\$ 4,903,148	40.4%
Year Ended March 31, 2021				
Natural gas Propane Appliances and service	\$ 7,434,473	\$ 3,197,324	\$ 4,237,149	57.0%
	1,428,067	555,170	872,897	61.1%
	1,406,336	1,443,745	(37,409)	-2.7%
	\$ 10,268,876	\$ 5,196,239	\$ 5,072,637	49.4%

Schedules of Other Operating Revenues Years Ended March 31, 2022 and 2021

		2022			2021				
		Amount	Percent of Sales		Amount	Percent of Sales			
Connection charges	\$	34,280	0.3%	\$	34,660	0.3%			
Forfeited discounts		98,527	0.8%		61,717	0.6%			
Miscellaneous revenues		1,920	0.0%		1,380	0.0%			
Discounts taken		4,066	<u>0.0</u> %		4,142	<u>0.0</u> %			
	<u>\$</u>	138,793	1.1%	\$	101,899	0.9%			

Schedules of Other Operating Expenses Years Ended March 31, 2022 and 2021

	2022		2021			
	Percent			Percent		
	Amount	of Sales	Amount	of Sales		
Transmission and distribution expense						
Salaries	\$ 397,431	3.3%	\$ 410,056	4.0%		
Repair and Maintenance	348,442	2.9%	275,627	2.7%		
Engineering	41,854	0.3%	40,213	<u>0.4</u> %		
	787,727	6.5%	725,896	<u>7.1</u> %		
Customer accounting and collection expense						
Salaries	98,340	0.8%	101,939	1.0%		
Uncollectible accounts	57,121	0.5%	85,735	0.8%		
Supplies and expenses	56,932	0.5%	70,595	0.7%		
	212,393	1.8%	258,269	<u>2.5</u> %		
Sales promotions	63,870	0.5%	55,930	0.5%		
General and administrative expense						
Employee benefits	1,405,467	11.6%	1,385,846	13.5%		
Salaries	1,098,344	9.1%	1,093,421	10.6%		
Insurance	329,805	2.7%	314,318	3.1%		
Office supplies and expense	126,426	1.0%	109,414	1.1%		
Repairs and maintenance	95,143	0.8%	80,753	0.8%		
Utilities and telephone	78,841	0.7%	69,959	0.7%		
Professional fees	54,485	0.4%	66,268	0.6%		
Other general and administrative expense	53,509	0.4%	75,487	0.7%		
Commissioners expense	19,620	0.2%	18,000	0.2%		
Transportation	332	0.0%	-	0.0%		
Freight	83	0.0%	239	0.0%		
Overhead capitalized to plant	(89,499)	<u>-0.7%</u>	(99,425)	- <u>1.0</u> %		
	3,172,556	26.2%	3,114,280	30.3%		
Depreciation	746,937	6.2%	792,942	<u>7.7</u> %		
	\$ 4,983,483	41.1%	\$ 4,947,317	48.2%		

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY Schedule of Utility Plant in Service March 31, 2022

	Cost April 1, 2021	Additions	Retirements	Cost March 31, 2022
Distribution plant				
Mains	\$ 13,415,465	\$ 13,350	\$ -	\$ 13,428,815
Service lines	4,078,857	70,900	-	4,149,757
Meters	2,555,825	130,456		2,686,281
	20,050,147	214,706	_	20,264,853
Intangible plant	16,958			16,958
Propane plant	2,896,452	180,921		3,077,373
General plant				
Land and right-of-ways	186,206	196,200	-	382,406
Buildings	1,585,442	155,590	-	1,741,032
Equipment	522,264	5,687	-	527,951
Furniture and fixtures	583,150	5,455	-	588,605
Automobiles and trucks	1,329,289	<u> </u>		1,329,289
	4,206,351	362,932		4,569,283
	\$ 27,169,908	\$ 758,559	\$ -	\$ 27,928,467

NATURAL GAS UTILITY DISTRICT OF HAWKINS COUNTY Schedule of Utility Rates March 31, 2022

Residential Base Tariff Rates Excluding Gas Cost

	base Tarri Rates Excluding Gas Cost	
Customer service charge Standard gas charge		\$5.95 0.618 per therm
Summer reduced rate Supplemental service rate		.291 per therm 1.591 per therm
	Commercial	
	Base Tariff Rates Excluding Gas Cost	
Customer service charge Standard gas charge		\$6.95 0.628 per therm
Summer reduced rate Supplemental service rate		.321 per therm 1.601 per therm
	Public Authority and Religious Base Tariff Rates Excluding Gas Cost	
Customer service charge Standard gas charge		\$5.95 0.581 per therm
Summer reduced rate Supplemental service rate		.321 per therm 1.591 per therm
	Small Industrial Base Tariff Rates Excluding Gas Cost	
Customer service charge Standard gas charge		\$60.00 0.646 per therm
	Large Industrial Base Tariff Rates Excluding Gas Cost	
Customer service charge Next 40,000 therms For all over 40,000 therms each month		\$100.00 0.616 per therm 0.556 per therm
	I44.1.1	

Interruptible
Base Tariff Rates Excluding Gas Cost

For the first 40,000 therms each month

For all over 40,000 therms each month

.408 per therm

.338 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.

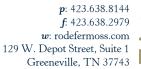
The number of natural gas customers at March 31, 2022 and 2021 is as follows:

	2022	2021
Residential	6,841	6,787
Commercial	489	481
Public authority and religious	395	395
Industrial and interruptible	35	35
	7,760	7,698

Schedule of Changes in Long-Term Debt by Individual Issue Year Ended March 31, 2022

Description of Indebtedness	A	riginal mount of Issue	Interest Rate	Date of Issue	Last Maturity Date	utstanding 1/1/2021	Ι	Issued During Period	Paid and/or Matured During Period		Refunded During Period		ntstanding /31/2022
Capital Leases													
Copier - Mount Carmel office	\$	7,748	1.72%	9/6/2019	5/6/2024	\$ 5,435	\$	-	\$ 1,544	\$	-	\$	3,891
Copier - Rogersville office		8,415	1.72%	9/6/2019	5/6/2024	 5,004			 1,676	_		_	3,328
Total capital leases						\$ 10,439	\$	_	\$ 3,220	\$	-	\$	7,219







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, 2022, and the related notes to the financial statements, and have issued our report thereon dated June 27, 2022.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the District's internal control over financial reporting (internal control) as a basis for designing 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. We did identify a deficiency in internal control, described in the accompanying schedule of findings and responses as item 2022-001 that we consider to be a significant deficiency.

Report on 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 financial statements. 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

Government Auditing Standards requires the auditor to perform limited procedures on the District's response to the finding identified in our audit and described in the accompanying schedule of findings and questioned costs. The District's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

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.

Greeneville, Tennessee

Kodezu Woss & Co, PLLC

June 27, 2022

Schedule of Findings and Responses Year Ended March 31, 2022

Findings - Financial Statement Audit

Significant Deficiencies - Internal Control Over Financial Reporting

2022-001 - 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, 2022

Prior Year Financial Statement Findings

Prior Year Finding Number	Finding Title	Status/ Current Year <u>Finding Number</u>
2021-001	Segregation of Duties (original finding #2016-001)	Repeated/2022-001



Management's Corrective Action Plan March 31, 2022

2022-001 - Segregation of Duties (Repeated from prior year)

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

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: Anticipated Completion Date: Patrick Lund Ongoing

Sincerely,

Patrick Lund General Manager