

KWh Sales in 2022

total sales up nearly 5%; highest growth since 2018

Total electricity demand for rural electric systems exceeded 500 billion kWh in 2022.¹
500 billion kWh is the most electricity that distribution cooperatives have ever sold in one year.

Co-op sales growth exceeded the growth for the electricity industry as a whole. In 2022, total co-op sales were up 4.8%, whereas sales by *all* electric utilities averaged 3.1%.²

Sales growth is primarily dependent on 3 factors: weather, economic conditions and the number of new consumers added. All 3 contributed to co-op sales growth in 2022.

Co-op **residential** sales were up 4.1% in 2022¹ as above average temperatures, new consumers and the number of people working from home increased electricity usage.

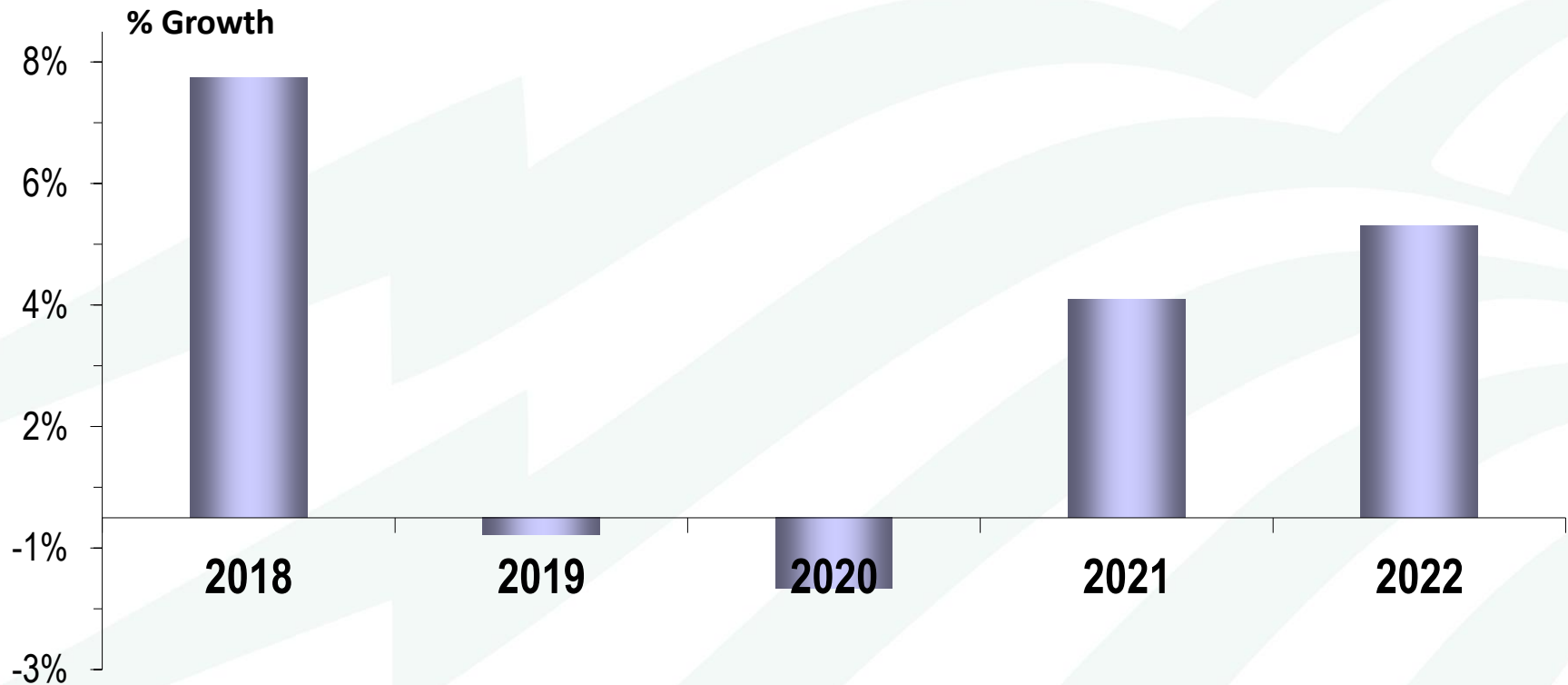
Commercial & industrial (C&I) sales were up 5.6%¹ as the economy continued to grow.

The following section contains charts and maps showing kWh sales growth patterns.

¹EIA data for 836 rural electric distribution systems

²EIA Electric Power Annual, Table 2.2. Sales of Electricity to Ultimate Customers

Co-op Sales Growth Can Vary Greatly from Year to Year

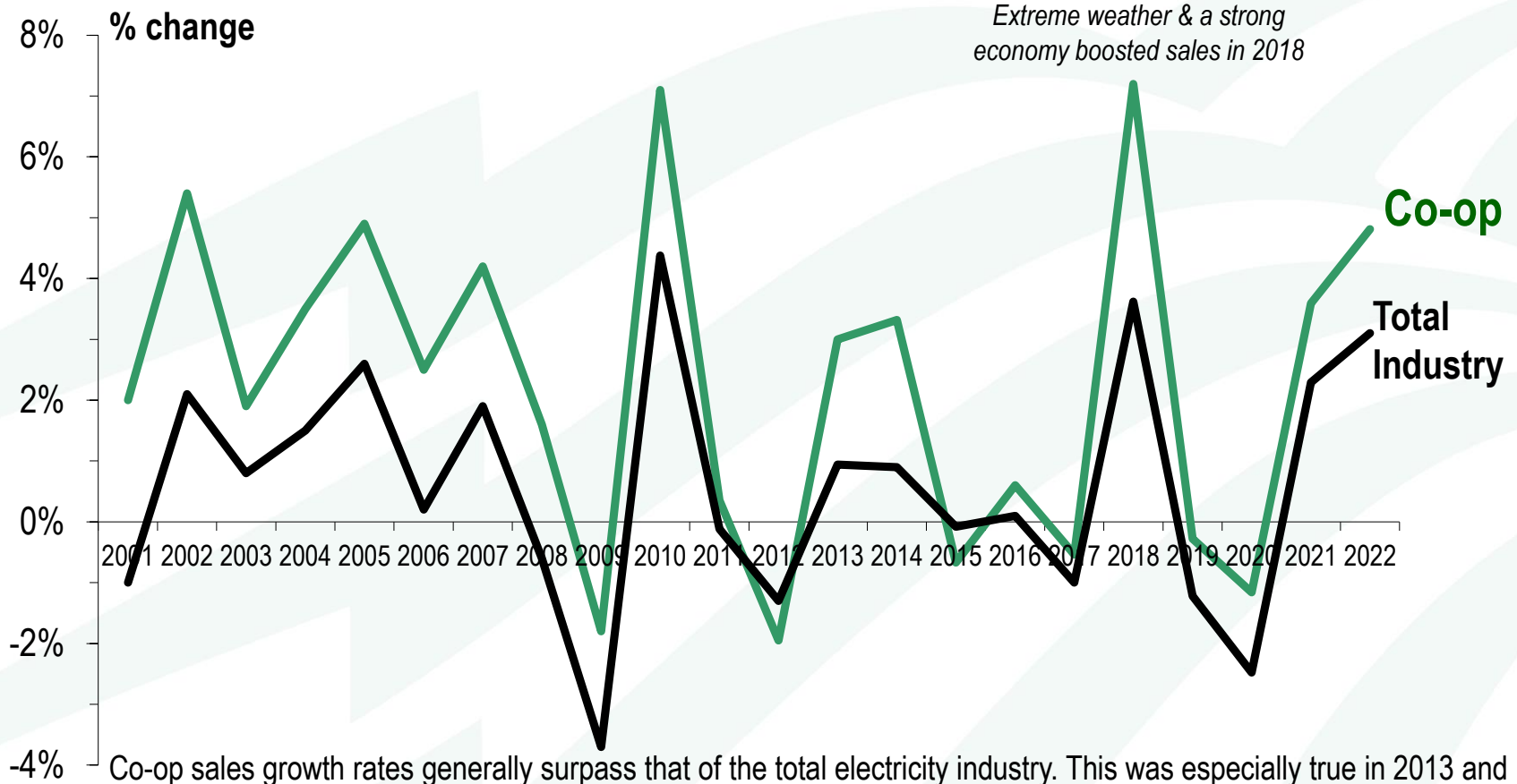


Electricity sales rise and fall from one year to the next depending on weather and economic conditions. 2018 was a strong year due to extreme weather and economic growth. Total sales growth turned negative in 2019 and 2020. The most recent 2 years reflect strong post-pandemic recovery and warmer than average temperatures.

Source: EIA Form 861 data for rural electric distribution systems

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Co-op Sales Growth Normally Outpaces the Industry

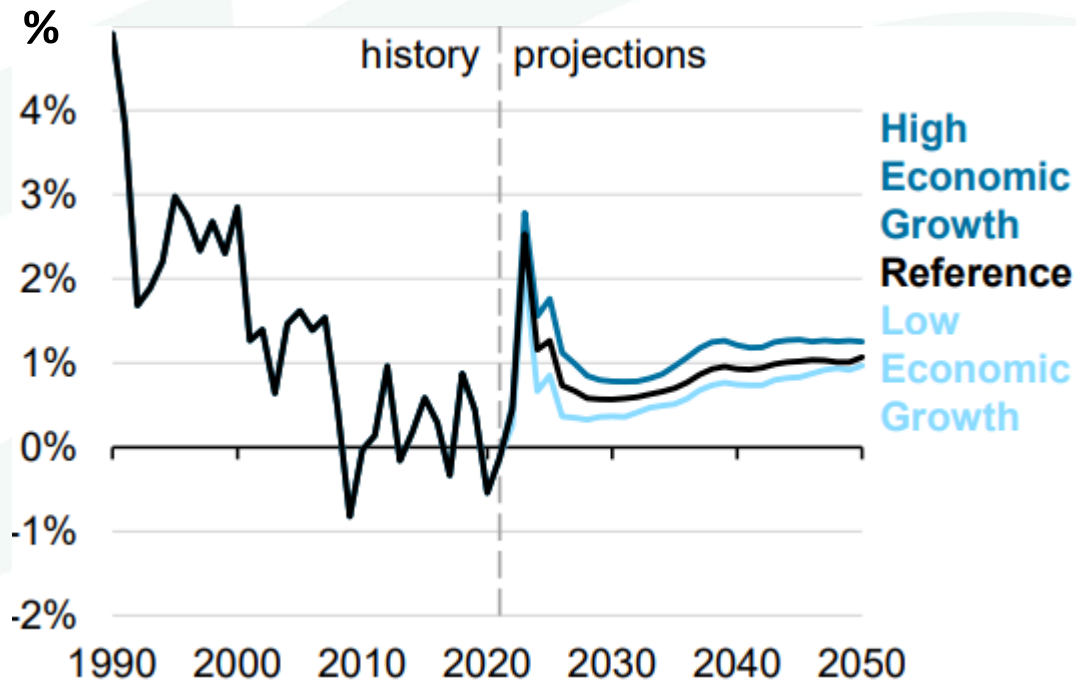


Co-op sales growth rates generally surpass that of the total electricity industry. This was especially true in 2013 and 2014 when co-op sales growth outpaced the industry by wide margins. In 2018, extreme weather caused sales to soar, especially for co-ops whose sales are more heavily residential than the industry as a whole. In 2019 and 2020, sales growth was negative for both co-ops and the total industry but then rebounded in 2021-22.

Source: EIA Form 861 data; NOAA National Climate Reports

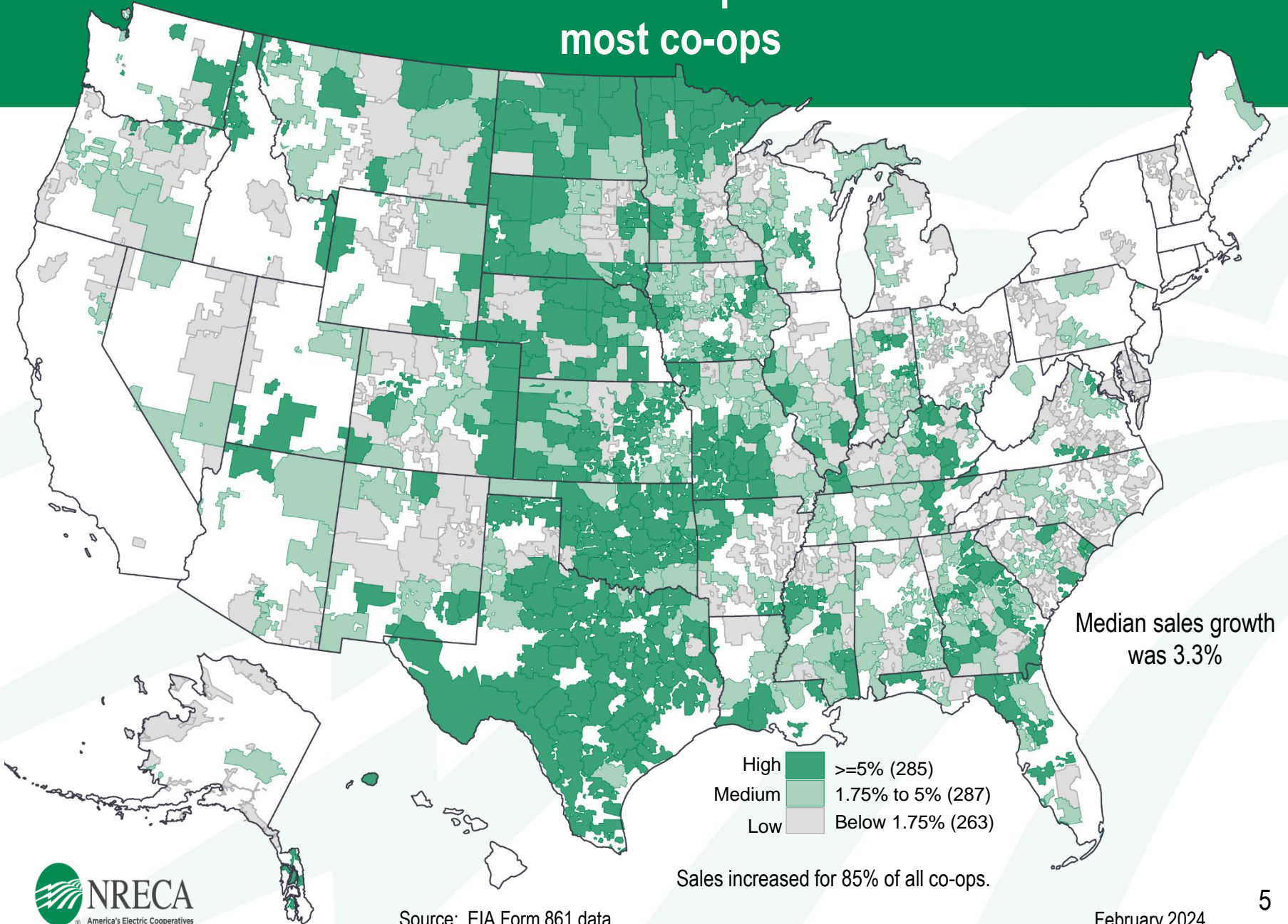
Growth in electricity use has been slowing and is projected by EIA to be around 1% per year going forward

Electricity Use for the Total Electricity Industry
percent growth rate (3-year rolling average)

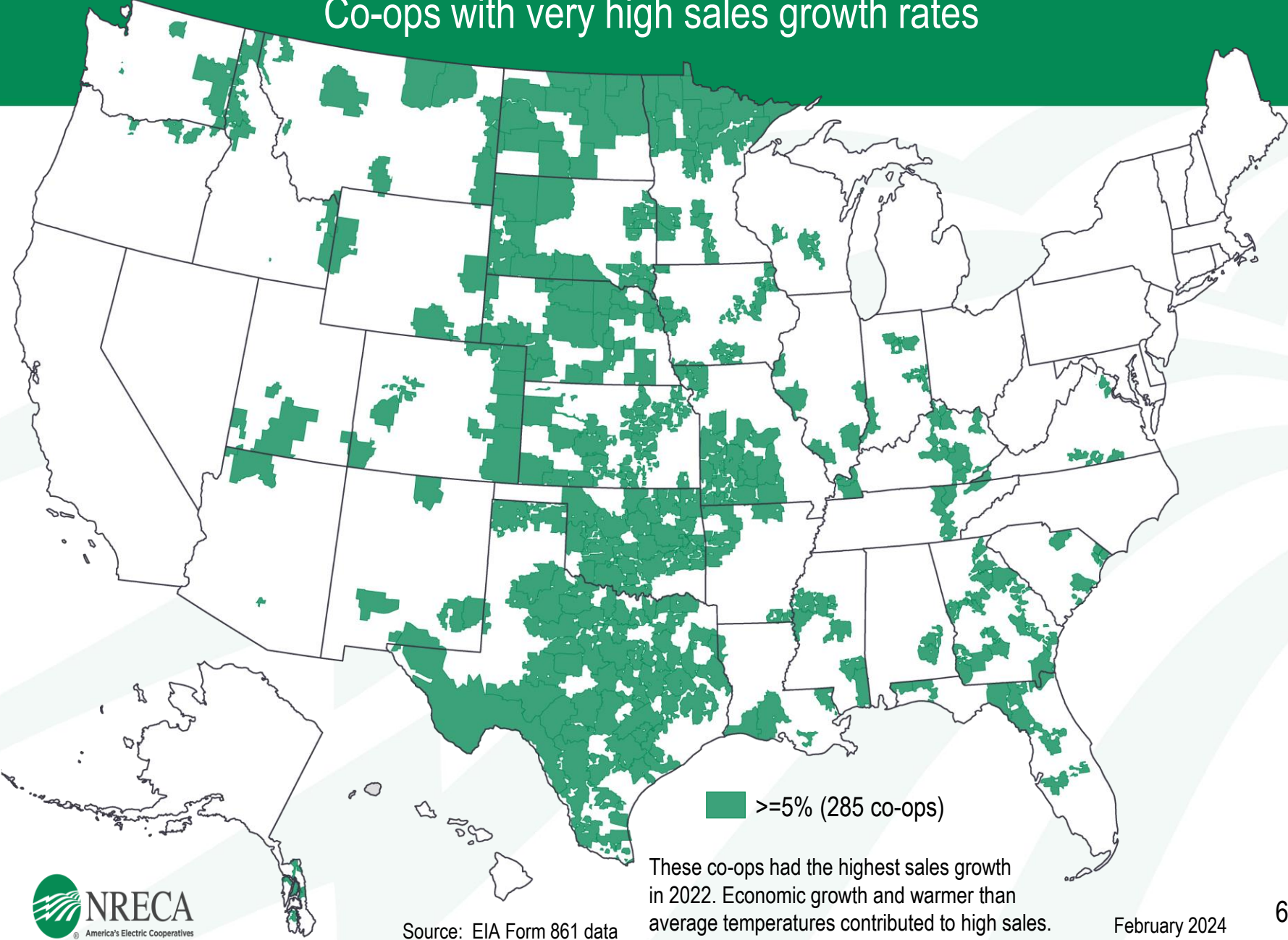


Short-term electricity demand fluctuates annually, mainly as a result of weather. Long-term demand has trended downward over the last few decades as new, efficient devices and production processes replace older, less-efficient appliances, heating, ventilation, cooling units and capital equipment, even as the economy continues to grow. For example, half of all homes now use LEDs for most of their indoor lighting needs.

KWh sales were up in 2022 for most co-ops



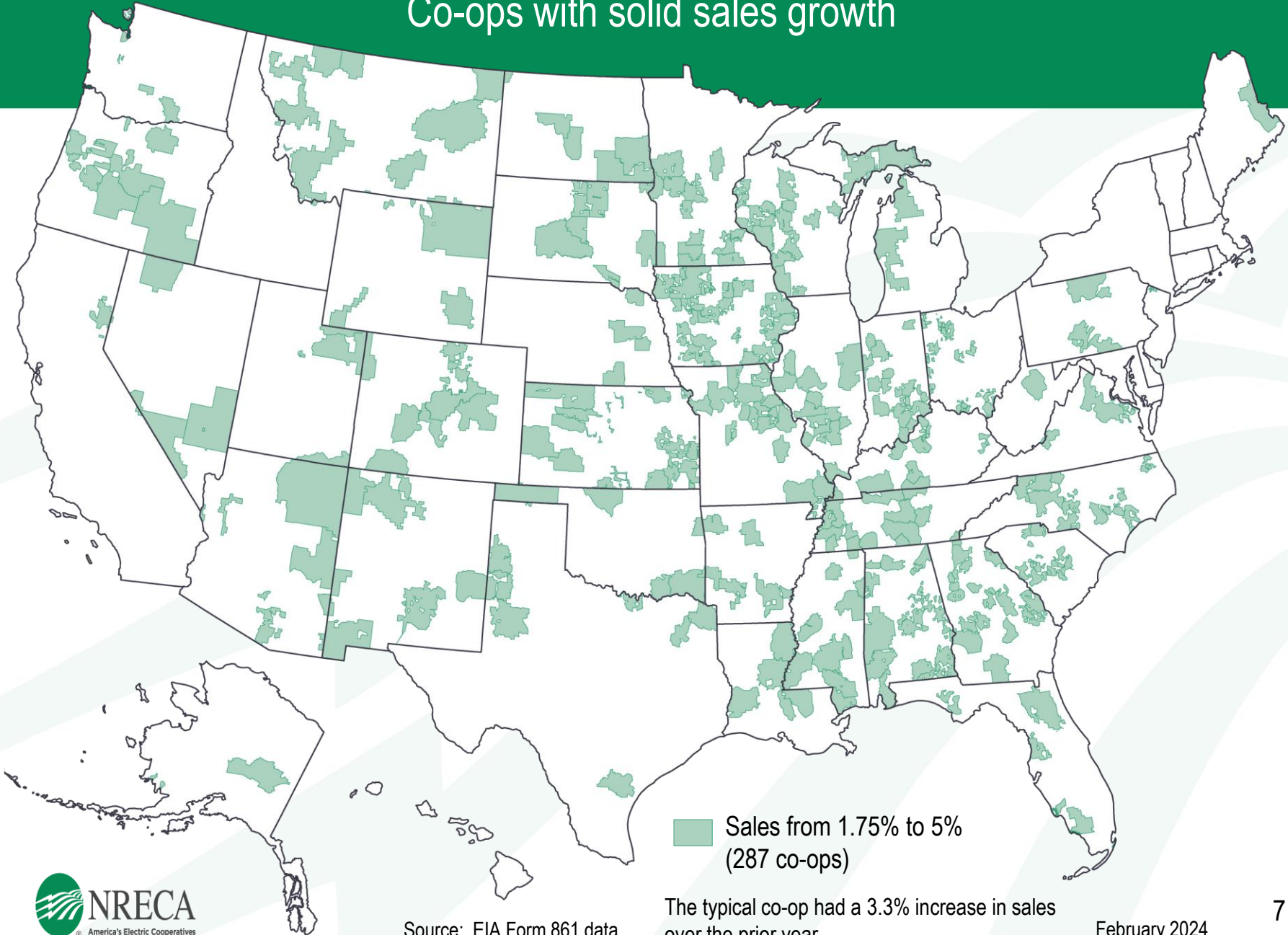
Co-ops with very high sales growth rates



Source: EIA Form 861 data

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Co-ops with solid sales growth



Source: EIA Form 861 data

The typical co-op had a 3.3% increase in sales over the prior year.

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Co-ops with lower sales growth in 2022

