Co-op Sales Growth

The following section contains charts and maps showing co-op kWh sales growth.
Co-op Sales Growth, 2002

- High >6%
- Medium 3-6%
- Low <3%
282 co-ops had sales growth close to the median of 4.7%, still relatively strong sales growth. An exceptionally warm winter across the Great Plains, Great Lakes and Northeast moderated winter energy usage in those areas.
Strong sales growth reflected a hot, dry summer across much of the country. States in the Northeast and in the Southwest region (Utah, Colorado, Arizona and New Mexico) had their warmest summers on record. In addition, October ranked as the 14th coldest on record boosting energy sales in the Fall.
Alaska had its warmest year on record, moderating sales considerably there. Texas, Oklahoma, Kansas, Missouri and parts of the Northwest had moderate temperatures and above-average precipitation. In addition, the relatively slow economy in 2002 kept electricity sales low for those areas.
Annual kWh sales for utilities will vary according to weather and economic conditions. Co-ops sales are largely residential and therefore even more weather dependent. Coming off a slow year in 2001, sales rebounded in 2002 reflecting a hot, dry summer and cold winter in much of the country. Residential sales were up 5.8% and C&I sales up over 4%. Irrigation sales, which can be very volatile, were up 12%.

Source: Form 7 data for 776 distribution co-ops
Co-op sales growth generally surpasses that of the total electric utility industry as a whole. Annual kWh sales for utilities varies according to weather and economic conditions. Co-ops sales are largely residential and therefore even more weather dependent.

Source: RUS and EIA data