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March 8, 2005

Ms. Pamela Bonrud, Executive Director  
S. D. Public Utilities Commission  
500 East Capitol Avenue  
Pierre, SD 57501

RECEIVED

MAR 09 2005

SOUTH DAKOTA PUBLIC  
UTILITIES COMMISSION

Re: NorthWestern Corporation Proposed Electric Tariff Changes  
PUC Docket EL05-\_\_\_

Dear Ms. Bonrud:

With this letter, NorthWestern Corporation ("NorthWestern" or the "Company"), doing business as NorthWestern Energy, is filing with the Commission proposed changes to two of its electric rate tariffs. Pursuant to ARSD 20:10:13:39, the Company states:

(1) The documents submitted with this filing include:

- The Application for Tariff Change of NorthWestern;
- An original and one copy of a Report of NorthWestern Corporation in Support of Tariff Filing, pursuant to ARSD 20:10:13:26 (the "Report");
- The Affidavit of NorthWestern's Vice President – Distribution Operations Curtis T. Pohl, which is filed as Exhibit A to the Report; and
- The proposed revised tariff schedules:
  - Option N Section No. 3, Second Revised Sheet No. 19.1
  - Option L Section No. 3, First Revised Sheet No. 21.1

(2) The proposed effective date for the changes in the tariffs is April 10, 2005 (thirty days after the date of filing of this application).

(3) The names and addresses of those to whom copies of the rate schedules have been mailed:

Because these proposed tariffs do not apply to any current customers of NorthWestern, the Company has not mailed copies of the proposal to any customers.

(4) Brief description of the proposed changes in rates:

NorthWestern is proposing the addition of language to these tariffs to allow NorthWestern to have the ability to discount energy charges applicable for a new customer, receiving service at a new location, with a demand of 2 megawatts or more in order to offer competitive rates for such customer.

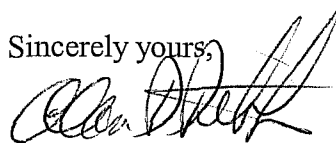
(5) Reasons for the proposed changes:

The reasons for the proposed changes are spelled out more fully in the Report (see paragraph 4 therein).

(6) Number of customers whose cost of service will be affected and annual changes in cost of service to such customers.

The impact of the proposed changes are spelled out more fully in the Report (see paragraphs 8 and 10 therein).

Sincerely yours,

A handwritten signature in black ink, appearing to read "Alan D. Dietrich", written over a horizontal line.

Alan D. Dietrich

Vice President – Legal Administration &  
Corporate Secretary

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MAR 09 2005

STATE OF SOUTH DAKOTA  
BEFORE THE  
PUBLIC UTILITIES COMMISSION

SOUTH DAKOTA PUBLIC  
UTILITIES COMMISSION

Proposed Tariff Schedule Filing of )  
NorthWestern Corporation, doing business )  
as NorthWestern Energy )

Docket No. EL05-\_\_\_\_

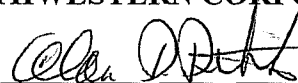
**APPLICATION OF NORTHWESTERN CORPORATION  
FOR APPROVAL OF REVISED ELECTRIC TARIFFS**

NorthWestern Corporation ("NorthWestern" of the "Company"), doing business as NorthWestern Energy, hereby applies to the South Dakota Public Utilities Commission (the "Commission") for approval of revised electric tariffs, as detailed and supported more fully in the Company's Report in Support of Tariff Filing, filed herewith.

WHEREFORE, NorthWestern requests that the Commission accept and approve these revised electric tariffs.

Dated at Sioux Falls, South Dakota, this 8<sup>th</sup> day of March, 2005.

**NORTHWESTERN CORPORATION**

By:   
Alan D. Dietrich  
Vice President – Legal Administration &  
Corporate Secretary  
125 S. Dakota Avenue, Suite 1100  
Sioux Falls, SD 57104  
Ph (605) 978-2907  
Fax (605) 978-2910

## CERTIFICATE OF SERVICE

The undersigned hereby certifies that an original and one copy of this Application of NorthWestern Corporation for Approval of Revised Electric Tariffs, the Report of NorthWestern Corporation in Support of Tariff Filing (with the attached Exhibit A Affidavit of Vice President – Distribution Operations Curtis T. Pohl), the proposed revised Tariffs, and the transmittal letter of Alan D. Dietrich have been sent by Federal Express overnight delivery, charges prepaid, to Pamela Bonrud, Executive Director, S. D. Public Utilities Commission, 500 East Capitol, Pierre, SD 57501, this 8<sup>th</sup> day of March, 2005.



Alan D. Dietrich, attorney for NorthWestern Corporation

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SOUTH DAKOTA PUBLIC  
UTILITIES COMMISSION

**STATE OF SOUTH DAKOTA  
BEFORE THE  
PUBLIC UTILITIES COMMISSION**

**RECEIVED**  
**MAR 09 2005**  
**SOUTH DAKOTA PUBLIC  
UTILITIES COMMISSION**

Proposed Tariff Schedule Filing of )  
NorthWestern Corporation, doing business ) Docket No. EL05-\_\_\_\_  
as NorthWestern Energy )

**REPORT OF NORTHWESTERN CORPORATION  
IN SUPPORT OF TARIFF FILING**

NorthWestern Corporation ("NorthWestern" of the "Company"), doing business as NorthWestern Energy, hereby files this report, pursuant to ARSD 20:10:13:26 in support of its Proposed Tariff Schedule Filing to NorthWestern's electric service tariffs as follows:

Option N New Business Incentive Rider

Option L Extended Service Rider

**Contents of Report:**

(1) Name and address of the public utility

NorthWestern Corporation, doing business as NorthWestern Energy  
600 West Market Street  
Huron, SD 57350-1500  
Phone (605) 353-7500  
Fax (605) 353-7519

Those individuals to whom information concerning this filing should be provided:

Alan D. Dietrich  
Vice President – Legal Administration & Corporate Secretary  
NorthWestern Corporation, doing business as NorthWestern Energy  
125 S. Dakota Ave.  
Sioux Falls, SD 57104  
Phone (605) 978-2907  
Fax (605) 978-2910  
Email [alan.dietrich@northwestern.com](mailto:alan.dietrich@northwestern.com)

Jeffrey Decker  
Regulatory Analyst  
NorthWestern Corporation, doing business as NorthWestern Energy  
600 Market Street West  
Huron, SD 57350  
Phone (605) 353-8315  
Fax (605) 353-7560  
Email [jeffrey.decker@northwestern.com](mailto:jeffrey.decker@northwestern.com)

(2) Section and sheet numbers of tariff schedules:

Option N Section No. 3, Second Revised Sheet No. 19.1  
Option L Section No. 3, First Revised Sheet No. 21.1

The other tariff sheets related to the Option N and L Riders are unaffected by this filing.

(3) Description of the change:

NorthWestern is proposing the addition of language to these tariffs to allow NorthWestern to have the ability to discount energy charges applicable for a new customer, receiving service at a new location, with a demand of 2 megawatts or more in order to offer competitive rates for such customer.

(4) Reason for the change:

Under SDCL 49-34A-56 a new customer seeking service to a new location, provided the customer has a minimum electrical demand of 2 MW, may petition the Commission to be served by a different electrical utility than the electric utility in whose assigned service area (under SDCL 49-34A-42) the customer will be located. Based upon a recent petition and upon what the Company anticipates will be potential future new large load customers, both in the Company's assigned service area and in the assigned service areas of neighboring electric utilities, NorthWestern would like to be able to offer electrical service including energy charges competitive with those offered by other electric utilities for service to such customers. Because, in most cases, the other competing electric utility is not providing service under a tariff regulated by the Commission, such competing electric utility can negotiate more freely with the new customer. In order to negotiate and fairly compete with such unregulated utilities, NorthWestern believes that it must have more energy rate flexibility. Without such flexibility, NorthWestern's Commission-approved tariffs are a fixed "stalking horse," allowing an unregulated utility to offer a rate lower than the Company's, with NorthWestern having no way to effectively compete. The use of a "contract with deviation" negotiation with the customer is not an effective alternative because the Company could not ensure the customer that such contract will be approved by the Commission,

and in weighing two alternatives, including the unregulated utility's firm offer with a conditional offer from NorthWestern, the firm offer is likely to be preferred.

NorthWestern recognizes that its service to such a large customer needs to be at a rate that fully covers its cost to serve the customer and, beyond those costs, provides a benefit to the Company's system as a whole and its other customers served. Therefore, the proposed new tariff language includes the Company's recognition that it must make such a determination before it provides the customer a proposed discounted service offering.

This proposed energy sales flexibility is not without Commission precedent. In its rates for natural gas service in South Dakota, MidAmerican Energy Company has an interruptible rate for large volume customers (its Economic Development Service or EDS rate schedule, Section III, Sheet No. 21) which allows that company to provide service on a negotiated rate basis, with floor and ceiling rates.

(5) Present rate:

Currently, NorthWestern's Option N rider does not allow any discount in the energy charges for customers under such tariff, and NorthWestern's Option L rider allows a minimal discount in energy charges for customers under such tariff. These riders provide demand charge discounts, and NorthWestern does not propose changing any of the provisions of these tariffs related to such demand charge discounts.

(6) Proposed rate:

Under the proposed change to Option N, the proposed rate would simply allow NorthWestern to discount the energy charges, but only in the limited circumstance where a new customer, seeking service to a new location, has a 2 MW demand.

Under the proposed change to Option L, the proposed rate would simply allow NorthWestern to continue to discount energy charges for a large load customer who had previously qualified for a discount under the revised Option N, in order to allow NorthWestern to offer a longer term agreement to a proposed new customer, to be competitive with offerings from an unregulated electric utility.

(7) Proposed effective date of modified rates:

NorthWestern proposes that these revised rates be available thirty days following the filing of this application, or April 10, 2005.

(8) Approximation of annual amount of increase or decrease in revenue.

Because the application of such tariffs is subject to a variety of factors, including: potential new large load customers, at new service locations, qualifying for the tariff; ability of NorthWestern to successfully "bid" to serve such customers; and discount necessary to successfully compete for the electrical load; any approximation of a change in NorthWestern's revenues as a result of this tariff change would be conjecture. The Company can predict that, without a tool to assist it in competing with unregulated electric utilities, NorthWestern may be unsuccessful in obtaining commitments from such customers to serve them, resulting in it losing the opportunity to have such customers' revenues added to the Company's total electric revenues.

(9) Points affected:

These proposed tariff changes will only affect new, qualifying large load customers.

(10) Estimation of the number of customers whose cost of service will be affected and annual amounts of either increases or decreases, or both, in cost of service to those customers

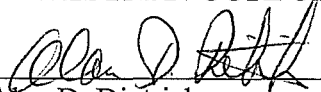
These proposed tariff changes would not affect any of NorthWestern's existing electric customers directly (and should only affect them indirectly in a positive way).

(11) Statement of facts, expert opinions, documents, and exhibits to support the proposed changes.

The Affidavit of Vice President – Distribution Operations Curtis T. Pohl in support of this application is attached hereto as Exhibit A.

Dated at Sioux Falls, South Dakota, this 8<sup>th</sup> day of March, 2005.

**NORTHWESTERN CORPORATION**

By:   
Alan D. Dietrich  
Vice President – Legal Administration &  
Corporate Secretary  
125 S. Dakota Avenue, Suite 1100  
Sioux Falls, SD 57104  
Ph (605) 978-2907  
Fax (605) 978-2910



**STATE OF SOUTH DAKOTA  
BEFORE THE  
PUBLIC UTILITIES COMMISSION**

Proposed Tariff Schedule Filing of	)	
NorthWestern Corporation, doing business	)	Docket No. EL05-____
as NorthWestern Energy	)	

**AFFIDAVIT OF  
VICE PRESIDENT – DISTRIBUTION OPERATIONS  
CURTIS T. POHL**

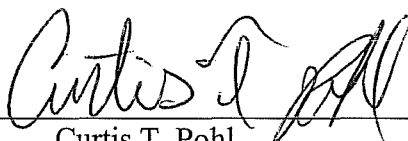
State of Montana	)	
	) SS	
County of Silver Bow	)	

Curtis T. Pohl, being first duly sworn, deposes and says as follows:

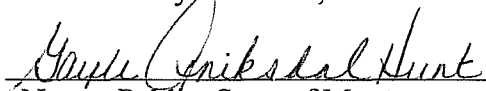
- He is the Vice President – Distribution Operations for NorthWestern Corporation (“NorthWestern” or the “Company”), doing business as NorthWestern Energy, and has responsibility for the electric and natural gas distribution operations of the Company in the States of Montana, South Dakota, and Nebraska.
- He is familiar with SDCL 49-34A-56 and the rights afforded a new customer, seeking service at a new location, which customer has a minimum electrical demand of 2 MW under that statute.
- As larger new customers are seeking electrical service to their facilities, the competitive pricing of electricity is becoming an increasingly important item, and, particularly with the above-mentioned statute providing certain special options for such new customers, such customers are increasingly seeking competitive bids for electric service, including the facilities to be provided by the competing electric suppliers as well as the rates to be charged for such service.

- It is important for NorthWestern to be able to negotiate electric rates as part of its overall service proposal to such proposed electric customers, and with the electric utilities that are most likely to compete with NorthWestern for service to such customers, it is especially important that NorthWestern's service offerings be more flexible than a fixed price tariff.
- If NorthWestern is going to have a legitimate opportunity to serve such customers, the proposed tariff changes included in this application would be a helpful tool to allow the Company to compete.
- NorthWestern, if granted this tariff change, will seriously follow a procedure to ensure that any discount offered to a qualifying customer provides sufficient revenues to cover all of the Company's costs to serve the customer and to provide margins for the benefit of the NorthWestern system as a whole and its other customers.
- If requested by the Commission, NorthWestern will provide an annual report to the Commission, on a confidential basis because of the proprietary nature of the information, detailing any discounts provided and the analysis undertaken by the Company with regard to determining the benefits from such discounts.

Dated this 8<sup>th</sup> day of March, 2005.

  
Curtis T. Pohl

Subscribed and sworn to before me this 8<sup>th</sup> day of March, 2005.

  
Notary Public, State of Montana  
My Commission Expires: 8-17-08

## SOUTH DAKOTA ELECTRIC RATE SCHEDULE

NORTHWESTERN CORPORATION, doing business as NorthWestern Energy HURON SOUTH DAKOTA	Section No. 3 2nd Revised No. 19.1 Canceling 1 <sup>st</sup> Revised Sheet No.19.1
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### New Business Incentive Rider

OPTION N

(continued)

### OTHER PROVISIONS

- 1) The applicability of monthly customer and minimum charges, adjustment clauses and other provisions is unaffected by this rider. Stated provisions of tariff schedule under which load is being served shall remain in effect.
- 2) New customer load is defined as load being connected to the Company's system for the first time or re-established load that has been off service for a period of twelve months. In the event re-established load is under new ownership, the twelve month off service provision may be reduced or waived on a case by case basis at the Company's discretion.
- 3) This promotional rider is being offered as a result of a current capacity condition on the Company's system. The Company reserves the right to reject customer loads for which sufficient capacity is not available or where said loads may otherwise jeopardize the Company's system or the welfare of existing customers.
- 4) The Company shall have the ability to discount energy charges applicable for a new customer, seeking service to a new location, and with a demand of 2 MW or more in order to offer competitive rates for such new customer, if the Company determines that service to the customer allows fuller utilization of the Company's existing facilities and to the extent the resulting demand and energy charges fully cover the Company's costs to serve the customer and provides benefit to the Company's electrical system through margins in excess of such costs. N

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Date Filed: March 9, 2005

Effective Date: April 10, 2005

Jeffrey Decker  
Issued By: Regulatory Analyst

## SOUTH DAKOTA ELECTRIC RATE SCHEDULE

NORTHWESTERN CORPORATION, doing business as NorthWestern Energy HURON SOUTH DAKOTA	1 <sup>st</sup> Revised	Section No. 3 No. 21.1 Sheet No.21.1
	Canceling _____	

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### Extended Service Rider OPTION L

( Continued )

For a customer for whom an energy charge discount has been provided under the Company's Option N Rider, the Company shall have the ability to discount energy charges applicable for such customer, provided the customer's demand continues to be 2 MW or more in order to offer competitive rates for such customer, if the Company determines that service to the customer allows fuller utilization of the Company's existing facilities and to the extent the resulting demand and energy charges fully cover the Company's costs to serve the customer and provides benefit to the Company's electrical system through margins in excess of such costs. N

#### OTHER PROVISIONS

- 1) The applicability of monthly customer and minimum charges, adjustment clauses and other provisions is unaffected by this rider. Stated provisions of tariff schedule under which load is being served shall remain in effect.
- 2) This discount may not be used concurrently with any other discounting pursuant to tariff or special contract.
- 3) Option L may be renewed on an annual basis, at the discretion of Northwestern and the customer.
- 4) Northwestern reserves the right to reject customer loads for which sufficient capacity is not available or where said loads may otherwise jeopardize Northwestern's system or the welfare of existing customers.
- 5) Northwestern, at its option, may terminate the Option L agreement if the customers Demand or energy use is reduced on an annual basis by 10% or more.
- 5) Revenues which may be lost by Northwestern by reason of its entering into agreements under Option L shall not be recovered from its customers irrespective of their customer class. The determination of whether revenues have been lost shall be made by the South Dakota Public Utilities Commission in a rate proceeding or in a proceeding pursuant to SDCL 49-34A-26.
- 6) Discounts offered under Option L shall be applied to standard rates as approved by the South Dakota Public Utilities Commission from time to time.

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Date Filed: March 9, 2005

Effective Date: April 10, 2005

Jeffrey Decker  
Issued By: Regulatory Analyst

CURRENT NORTHWESTERN ENERGY

OPTION N AND OPTION L

TARIFF LANGUAGE

## SOUTH DAKOTA ELECTRIC RATE SCHEDULE

**NORTHWESTERN PUBLIC SERVICE COMPANY  
HURON  
SOUTH DAKOTA**

**Section No. 3  
No. 19  
Sheet No. 19**

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Canceling     5th Revised     4th Revised

New Business Incentive Rider

OPTION N

CLASS OF SERVICE: Commercial and Industrial Service

APPLICABILITY

This rider is available to new Commercial and Industrial customers for new loads which represent minimum additional demand requirements of 5 KW or greater. The applicability of this rider is subject to consummation of an agreement between the Company and customer and shall be effective on a prospective basis only. Customers have primary responsibility for applying for service pursuant to this rider.

TERRITORY

Company's Assigned Service Area

RATE

Qualifying loads applicable to new customers shall be eligible for:

Non-Demand Accounts ( Rate Nos. 21 & 25 )

A 20% discount applicable to standard rates ( exclusive of fuel cost )  
otherwise applicable based upon the Company's filed retail tariff for a period of     two years.

Demand Accounts ( Rate Nos. 33& 34 )

A 30% discount applicable to standard demand charges otherwise     applicable based upon  
the Company's filed retail tariff for a period of five years.

plus

A bonus discount applicable to standard demand charges other wise applicable     based upon achieved  
load factors during the billing period as follows:

<u>Achieved Load Factor</u>	<u>Bonus Discount</u>
50%	20%
60%	30%
70%	40%
80%	50%

(continued)

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Date Filed: October 11 , 1984

Effective Date: October 15, 1984

R. F. Levendecker  
Issued By: Vice-President, Rates & Regulations

## SOUTH DAKOTA ELECTRIC RATE SCHEDULE

NORTHWESTERN PUBLIC SERVICE COMPANY  
HURON  
SOUTH DAKOTA

	Section No. 3
	No. 19.1
1st Revised	
Canceling Original	Sheet No.19.1

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New Business Incentive Rider

OPTION N

(continued)

### OTHER PROVISIONS

- 1) The applicability of monthly customer and minimum charges, adjustment clauses and other provisions is unaffected by this rider. Stated provisions of tariff schedule under which load is being served shall remain in effect.
- 2) New customer load is defined as load being connected to the Company's system for the first time or re-established load that has been off service for a period of twelve months. In the event re-established load is under new ownership, the twelve month off service provision may be reduced or waived on a case by case basis at the Company's discretion.
- 3) This promotional rider is being offered as a result of a current capacity condition on the Company's system. The Company reserves the right to reject customer loads for which sufficient capacity is not available or where said loads may otherwise jeopardize the Company's system or the welfare of existing customers.

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Date Filed: October 11 , 1984

Effective Date: October 15, 1984

R. F. Levendecker  
Issued By: Vice-President, Rates & Regulations

## SOUTH DAKOTA ELECTRIC RATE SCHEDULE

NORTHWESTERN PUBLIC SERVICE COMPANY  
HURON  
SOUTH DAKOTA

Section No. 3  
Original No. 21  
Canceling                      Sheet No. 21

### Extended Service Rider

OPTION L

CLASS OF SERVICE: Commercial and Industrial Service

### APPLICABILITY

This rider is available to Commercial and Industrial customers for loads which represent either (1) a trailing 12 month average demand of 1,000 KW or greater and an average load factor greater than 50 percent or (2) a trailing 12 month average load factor greater than 75 percent and an average demand of 500 KW or greater. The applicability of this rider is subject to consummation of an agreement between Northwestern and customer and shall be effective on a prospective basis only. Customers have primary responsibility for applying for service pursuant to this rider.

### TERRITORY

Northwestern's Assigned Service Area

### RATE

The following discounts shall be applied to the non-fuel portion of the total demand and energy charges:

<u>Months Remaining in Contract Term</u>	<u>Discount</u>
49 - 120	8 percent
37 - 48	4 percent
25 - 36	3 percent
13 - 24	2 percent
12 or less	1 percent

All provisions of Northwestern's filed tariff not specifically changed by this rider schedule shall apply. Option L can be contracted for a period of up to 10 years.

( Continued )

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Date Filed: October 20, 1997

Effective Date: November 1, 1997

R. F. Leyendecker  
Issued By: Vice-President, Market Development



## SOUTH DAKOTA ELECTRIC RATE SCHEDULE

NORTHWESTERN PUBLIC SERVICE COMPANY  
HURON  
SOUTH DAKOTA

Original	Section No. 3
Canceling	No. 21.1
	Sheet No. 21.1

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### Extended Service Rider      OPTION L

( Continued )

#### OTHER PROVISIONS

- 1) The applicability of monthly customer and minimum charges, adjustment clauses and other provisions is unaffected by this rider. Stated provisions of tariff schedule under which load is being served shall remain in effect.
- 2) This discount may not be used concurrently with any other discounting pursuant to tariff or special contract.
- 3) Option L may be renewed on an annual basis, at the discretion of Northwestern and the customer.
- 4) Northwestern reserves the right to reject customer loads for which sufficient capacity is not available or where said loads may otherwise jeopardize Northwestern's system or the welfare of existing customers.
- 5) Northwestern, at its option, may terminate the Option L agreement if the customers Demand or energy use is reduced on an annual basis by 10% or more.
- 6) Revenues which may be lost by Northwestern by reason of its entering into agreements under Option L shall not be recovered from its customers irrespective of their customer class. The determination of whether revenues have been lost shall be made by the South Dakota Public Utilities Commission in a rate proceeding or in a proceeding pursuant to SDCL 49-34A-26.
- 7) Discounts offered under Option L shall be applied to standard rates as approved by the South Dakota Public Utilities Commission from time to time.

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Date Filed: October 20 , 1997

Effective Date: November 1, 1997

\_\_\_\_\_  
R. F. Leyendecker  
Issued By: Vice-President, Market Development

## SOUTH DAKOTA ELECTRIC RATE SCHEDULE

**NORTHWESTERN PUBLIC SERVICE COMPANY**  
**HURON**  
**SOUTH DAKOTA**

Section No. 3  
No. 21.2  
Sheet No.21.2

Original  
Canceling

### EXTENDED SERVICE AGREEMENT

NAME(S) \_\_\_\_\_ DATE \_\_\_\_\_

SERVICE ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_

ACCOUNT NO. \_\_\_\_\_ RATE NO. \_\_\_\_\_ BILLING CYCLE \_\_\_\_\_

The undersigned Customer and Northwestern Public Service "Northwestern" agree that electricity will be provided by Northwestern to Customer as follows:

(1) Customer has either (1) a trailing 12 month average demand of 1,000 KW or greater and an average load factor greater than 50 percent or (2) a trailing 12 month average load factor greater than 75 percent and an average demand of 500 KW or greater and is receiving electric service from Northwestern under the rate listed above.

(2) During the term of this Agreement, the rate per KWH of electricity delivered by Northwestern to Customer will be subject to the discounts on the non-fuel portion of the demand and energy charges in accordance with the following:

Months Remaining in Contract Term	Discount
49 - 120	8 percent
37 - 48	4 percent
25 - 36	3 percent
13 - 24	2 percent
12 or less	1 percent

(3) The term of this Agreement shall be \_\_\_ months, beginning with the execution of this Agreement.

(4) All provisions of Northwestern's filed tariff listed above, including Northwestern's General Terms and Conditions, all as amended from time to time and filed with the South Dakota Public Utilities Commission, not specifically changed by this Agreement shall apply.

Accepted and approved this \_\_\_\_\_ day of \_\_\_\_\_, 19\_\_.

NORTHWESTERN PUBLIC SERVICE

CUSTOMER

By \_\_\_\_\_

By \_\_\_\_\_

Title \_\_\_\_\_

Title \_\_\_\_\_

Date Filed: October 20 , 1997

Effective Date: November 1, 1997

R. F. Levendecker  
Issued By: Vice-President, Market Development