

## 2013 Actual Weather Normalization Adjustment

W/N Retail Revenues	194,967,183
Actuals Retail Revenues	197,402,267
<b>Weather Impact on Revenues</b>	<b>(2,435,083)</b>
Fuel Costs W/N Sales	57,323,453
Fuel Costs Actual	58,106,767
<b>Weather Impact on Fuel Costs</b>	<b>(783,314)</b>
Net Margin Impact	(1,651,769)

2013 Actual Fuel Lag Adjustment

Fuel Lag

**Base** (217,000)  
**Fuel Clause Revs** (185,000)

(402,000)

**Weather Norm plus Fuel Lag Adj (2,837,083)**

South Dakota - 2013 Revenue

	Calendar Month Actual			Calendar Month Weather-Norm			
	SUM	WIN	ANN	SUM	WIN	ANN	
	<b>Total Revenue - Present</b>			<b>Total Revenue - Present</b>			
AllRes	33,707	49,502	83,209	32,934	48,828	81,762	
RES	31,765	45,004	76,770	31,012	44,547	75,559	
RSH	1,941	4,498	6,439	1,923	4,281	6,203	
SCI	34,582	52,935	87,516	33,781	52,736	86,517	
LCI	10,164	14,943	25,108	10,169	14,950	25,118	
LTG	465	1,101	1,566	466	1,101	1,567	
OPA	1	2	3	1	2	3	
<b>Retail</b>	<b>78,919</b>	<b>118,483</b>	<b>197,402</b>	<b>77,350</b>	<b>117,617</b>	<b>194,967</b>	2,435,083
	<b>Base Revenue - Present</b>			<b>Base Revenue - Present</b>			
AllRes	24,230	34,516	58,746	23,689	34,068	57,756	
RES	22,826	31,555	54,381	22,298	31,244	53,542	
RSH	1,404	2,961	4,365	1,391	2,823	4,214	
SCI	22,737	32,864	55,601	22,207	32,731	54,939	
LCI	5,953	8,257	14,210	5,953	8,257	14,210	
LTG	383	861	1,244	383	861	1,244	
OPA	1	2	3	1	2	3	
<b>Retail</b>	<b>53,305</b>	<b>76,499</b>	<b>129,804</b>	<b>52,233</b>	<b>75,919</b>	<b>128,152</b>	1,651,769
	<b>Fuel - Present Total</b>			<b>Fuel - Present Total</b>			
AllRes	8,182	12,906	21,088	7,968	12,687	20,656	
RES	7,718	11,582	19,301	7,510	11,435	18,945	
RSH	464	1,324	1,787	458	1,253	1,711	
SCI	10,191	17,222	27,414	9,940	17,133	27,072	
LCI	3,616	5,725	9,341	3,612	5,720	9,332	
LTG	68	196	264	68	196	264	
OPA	0	0	0	0	0	0	
<b>Retail</b>	<b>22,057</b>	<b>36,050</b>	<b>58,107</b>	<b>21,588</b>	<b>35,735</b>	<b>57,323</b>	783,314
	<b>Riders - Present Total</b>			<b>Riders - Present Total</b>			
AllRes	1,294	2,080	3,374	1,277	2,073	3,350	
RES	1,221	1,867	3,088	1,204	1,868	3,072	
RSH	73	213	287	73	205	278	
SCI	1,653	2,849	4,502	1,634	2,872	4,506	
LCI	595	961	1,557	603	973	1,576	
LTG	15	44	58	15	44	59	
OPA	0	0	0	0	0	0	
<b>Retail</b>	<b>3,558</b>	<b>5,934</b>	<b>9,492</b>	<b>3,529</b>	<b>5,963</b>	<b>9,492</b>	
	<b>GWH Sales</b>			<b>GWH Sales</b>			
AllRes	278,241	447,263	725,505	271,218	440,133	711,351	
RES	262,471	401,403	663,873	255,619	396,684	652,303	
RSH	15,771	45,860	61,631	15,598	43,450	59,048	
SCI	355,419	612,560	967,979	346,965	609,999	956,964	
LCI	128,024	206,694	334,718	128,024	206,694	334,718	
LTG	3,166	9,358	12,524	3,166	9,358	12,524	
OPA	0	0	0	0	0	0	
<b>Retail</b>	<b>764,851</b>	<b>1,275,875</b>	<b>2,040,726</b>	<b>749,373</b>	<b>1,266,184</b>	<b>2,015,557</b>	

**Weather Analysis**  
2013 vs. Budget

	January	February	March	April	May	June	July	August	September	October	November	December	Annual
<b>Weather effect - Energy \$'s</b>													
<b>Minnesota</b>													
Residential	(429)	329	1,058	2,296	232	1,496	3,198	5,773	3,412	(188)	471	3,184	\$ 20,832
Small C&I	(36)	31	90	280	43	312	578	1,340	1,882	(194)	35	231	\$ 4,591
Large C&I	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
PSHL	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
OSPA	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
<b>North Dakota</b>													
Residential	(98)	29	270	281	(13)	104	123	151	(20)	17	40	433	\$ 1,317
Small C&I	(20)	6	54	55	(4)	13	31	49	(0)	6	7	82	\$ 280
Large C&I	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
PSHL	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
OSPA	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
<b>South Dakota</b>													
Residential	(36)	(1)	80	137	9	118	(130)	248	309	(9)	34	232	\$ 991
Small C&I	(7)	(0)	15	24	4	33	(30)	65	202	(12)	9	43	\$ 345
Large C&I	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
PSHL	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
OSPA	0	0	0	0	0	0	0	0	0	0	0	0	\$ -
<b>Total Retail</b>	<b>(626)</b>	<b>394</b>	<b>1,567</b>	<b>3,073</b>	<b>270</b>	<b>2,076</b>	<b>3,771</b>	<b>7,625</b>	<b>5,785</b>	<b>(381)</b>	<b>597</b>	<b>4,204</b>	<b>\$ 28,356</b>
<b>Weather effect - Demand \$'s</b>													
Minnesota	(25)	23	69	218	36	363	648	1,476	2,092	(164)	29	177	4,943
North Dakota	(12)	4	36	38	(3)	14	31	49	(0)	4	6	53	220
South Dakota	(5)	(0)	10	18	2	32	(27)	59	187	(9)	6	27	301
<b>Total Demand</b>	<b>\$ (41)</b>	<b>\$ 27</b>	<b>\$ 114</b>	<b>\$ 274</b>	<b>\$ 35</b>	<b>\$ 410</b>	<b>\$ 652</b>	<b>\$ 1,584</b>	<b>\$ 2,280</b>	<b>\$ (168)</b>	<b>\$ 41</b>	<b>\$ 256</b>	<b>\$ 5,465</b>

PF10-4