

Section 3
Revenue Comparison
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NorthWestern Corporation, dba NorthWestern Energy
South Dakota Electric
Comparison of Sales and Revenue by Rate Schedule
Test Year Ended September 30, 2014

Line	Service Schedule	Rate	Average Customers	MWH Sales			Revenues						Revenue Change	
				Summer	Off-Peak	Annual	Summer		Winter		Annual		Amount	Percent
							Present	Proposed	Present	Proposed	Present	Proposed		
27	Commercial and Industrial													
28	Commercial and Industrial Service	33, 33YS	1,906	52,396,882	104,042,931	156,439,813	\$3,725,779	\$4,895,333	\$6,834,889	\$8,980,605	\$10,560,669	\$13,875,937	\$3,315,268	31.39%
29	MAXAJ Adjustment										\$23,981	\$31,509	\$7,528	31.39%
30	MSC ECI										<u>-\$18,521</u>	<u>-\$24,335</u>	<u>-\$5,814</u>	31.39%
31	Commercial and Industrial Service	33, 33YS									\$10,566,129	\$13,883,111	\$3,316,983	31.39%
32	Large Commercial and Industrial Service	34, 34L4%, 34L8%, 34YS	506	226,982,041	423,117,244	650,099,285	\$8,246,778	\$11,631,723	\$12,035,154	\$16,975,314	20,281,931	28,607,037	8,325,106	41.05%
33	PENPW Adjustment										1,289,013	1,818,002	528,989	41.04%
34	PRIMD Adjustment										-77,627	-109,484	-31,857	41.04%
35	Elimination of Option L Discounts										<u>339,137</u>	<u>478,313</u>	<u>139,176</u>	41.04%
36	Large Commercial and Industrial Service	34, 34L4%, 34L8%, 34YS									\$21,832,455	\$30,793,869	\$8,961,415	41.05%
37	Controlled Off Peak Service	70, 70YS	4	11,711	38,148	49,859	\$2,930	\$3,643	\$2,970	\$3,812	5,901	7,455	1,555	26.34%
38	Total Commercial and Industrial		2,416	279,390,634	527,198,323	806,588,956	\$11,975,487	\$16,530,698	\$18,873,013	\$25,959,731	\$32,404,484	\$44,684,435	\$12,279,952	37.90%
39														
40	Municipal													
41	Municipal Pumping Service	41, 41YS	263	2,578,419	4,406,891	6,985,310	159,434	211,299	251,991	334,614	411,424	545,913	134,489	32.69%
42	Total Municipal Service		263	2,578,419	4,406,891	6,985,310	\$159,434	\$211,299	\$251,991	\$334,614	\$411,424	\$545,913	\$134,489	32.69%
43														
44	Lighting													
45	Reddy-Guard	19	7,466	1,517,902	3,916,005	5,433,907	\$134,787	175,540	\$260,186	338,852	\$394,973	\$514,393	119,420	30.23%
46	Adjustment to Book										<u>-3,515</u>	<u>-\$3,515</u>	0	0.00%
47	Total Reddy-Guard	19									\$391,458	\$510,878	119,420	30.51%
48	Highway, Street and Area Lighting Systems	56	12,123	3,557,115	9,208,459	12,765,574	323,923	419,348	641,974	831,092	965,897	1,250,440	284,543	29.46%
49	Adjustment to Book										<u>-19,403</u>	<u>-19,403</u>	0	0.00%
50	Total Hwy, Street & Area Lighting Systems	56									\$946,494	\$1,231,037	284,543	30.06%
51	Total Lighting		19,589	5,075,017	13,124,464	18,199,481	\$458,711	\$594,888	\$902,160	\$1,169,945	\$1,337,952	\$1,741,915	\$403,962	30.19%
52														
53	TOTAL RETAIL		80,826	498,257,081	1,087,995,337	1,586,252,417	\$26,024,706	\$35,276,298	\$45,761,552	\$62,379,060	\$73,327,387	\$99,836,926	\$26,509,539	36.15%
54														
55	Revenue Class													
56	Residential		49,513	166,828,299	417,428,838	584,257,137	\$10,247,606	\$13,667,893	\$19,745,405	\$26,847,366	\$29,993,788	\$40,516,253	\$10,522,465	35.08%
57	Irrigation		57	315,428	1,823,819	2,139,247	85,213	116,723	12,571	17,706	97,783	134,430	36,647	37.48%
58	Commercial		8,988	44,069,284	124,013,002	168,082,286	3,098,255	4,154,796	5,976,413	8,049,698	9,081,955	12,213,980	3,132,025	34.49%
59	Commercial and Industrial		2,416	279,390,634	527,198,323	806,588,956	11,975,487	16,530,698	18,873,013	25,959,731	32,404,484	44,684,435	12,279,952	37.90%
60	Municipal		263	2,578,419	4,406,891	6,985,310	159,434	211,299	251,991	334,614	411,424	545,913	134,489	32.69%
61	Lighting - Lights		19,589	5,075,017	13,124,464	18,199,481	458,711	594,888	902,160	1,169,945	1,337,952	1,741,915	403,962	30.19%
62	Total Retail		80,826	498,257,081	1,087,995,337	1,586,252,417	\$26,024,706	\$35,276,298	\$45,761,552	\$62,379,060	\$73,327,387	\$99,836,926	\$26,509,539	36.15%