

Black Hills Power, Inc. d/b/a Black Hills Energy

Exhibit A - 2016 Budget vs Actual

	2016 Approved Budget	2016 Actual Expense	Variance from Budget	Explanation for Variance
Economic Development Memberships:				
Black Hills Badlands & Lakes Association	\$350	\$313	\$37	
Lead & Deadwood Economic Development Corp.	\$500	\$0	\$500	Corp. did not invoice membership fee for 2016
Black Hills Community Economic Development, Inc.	\$750	\$750	\$0	
Heart of the Hills Economic Development Corp.	\$100	\$0	\$100	Corp. did not invoice membership fee for 2016
Black Hills Vision	\$50,000	\$50,000	\$0	
Belle Fourche Economic Development Corp	\$200	\$1,000	(\$800)	At time of 2016 budget preparation - Black Hills did not know exact membership fee
Custer Area Economic Development Corp	\$100	\$500	(\$400)	First year of membership fee and Black Hills did not know exact fee Corp. would charge
Black Hills Business Council	\$150	\$0	\$150	Corp. did not invoice membership fee for 2016
Rapid City Area Economic Development Corp.	\$5,000	\$5,000	\$0	
Spearfish Economic Development Corp.	\$1,000	\$1,000	\$0	
Sturgis Economic Development Corp.	\$1,000	\$1,000	\$0	
Southern Hills Economic Development Corp.	\$500	\$0	\$500	Corp. did not invoice membership fee for 2016
South Dakota Chamber & Economic Development Council	\$265	\$250	\$15	
Economic Development Memberships Total	\$59,915	\$59,813	\$102	
Community Sponsorships:				
South Dakota Center for Enterprise Opportunity	\$3,500	\$7,750	(\$4,250)	Under estimated budget see note (1) for actual for sponsorship
Destination Rapid City	\$7,500	\$7,500	\$0	
South Dakota Governors Office of Economic Development Annual Conference	\$2,000	\$1,500	\$500	Over estimated budget
Economic Development Community Sponsorships Total	\$13,000	\$16,750	(\$3,750)	
Business Retention, Recruitment & Marketing:				
Labor and related expenses	\$32,000	\$31,629	\$371	
Travel and meals	\$4,000	\$4,326	(\$326)	
Other	\$4,700	\$4,549	\$151	
Business Retention, Recruitment & Marketing Total	\$40,700	\$40,503	\$197	
TOTAL BUDGET & EXPENSES	\$113,615	\$117,066	(\$3,451)	

Notes:

(1) Black Hills Sponsorship - South Dakota Center for Enterprise Opportunity

Celebrating Women in Business Luncheon	\$ 1,000
Women's Business Conference	\$ 2,000
Make Energy Make Cents Seminar	\$ 1,000
Exclusive Premier Sponsor for SD CEO Educational Seminars	\$ 3,750
Total	\$ 7,750