

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

Exhibit A - 2017 Economic Development Report

	<u>2017 Approved Budget</u>	<u>2017 Actual Expense</u>	<u>Variance from Budget</u>	<u>Explanation for Variance</u>
<b>Economic Development Memberships:</b>				
Black Hills Community Economic Development, Inc.	\$ 750	\$ 750	\$ -	
Belle Fourche Economic Development Corp	\$ 1,000	\$ 1,000	\$ -	
Custer Area Economic Development Corp	\$ 500	\$ -	\$ (500)	Membership not billed for 2017
Rapid City Area Economic Development Corp.	\$ 5,000	\$ 5,000	\$ -	
Spearfish Economic Development Corp.	\$ 1,000	\$ 1,000	\$ -	
Sturgis Economic Development Corp.	\$ 1,000	\$ 1,000	\$ -	
Southern Hills Economic Development Corp.	\$ 1,000	\$ -	\$ (1,000)	Membership not billed for 2017
South Dakota Chamber & Economic Development Council	\$ 250	\$ 250	\$ -	
<b>Economic Development Memberships Total</b>	<b>\$ 10,500</b>	<b>\$ 9,000</b>	<b>\$ (1,500)</b>	
<b>Community Sponsorships:</b>				
South Dakota Center for Enterprise Opportunity	\$ 7,750	\$ 7,500	\$ (250)	Budget variance
Destination Rapid City	\$ 7,500	\$ 7,500	\$ -	
South Dakota Governors Office of Economic Development Annual Conference	\$ 2,000	\$ 1,500	\$ (500)	Budget variance
Economic Development Grant Program	\$ 50,000	\$ 48,550	\$ (1,450)	Budget variance
<b>Economic Development Community Sponsorships Total</b>	<b>\$ 67,250</b>	<b>\$ 65,050</b>	<b>\$ (2,200)</b>	
<b>Business Retention, Recruitment &amp; Marketing:</b>				
Labor and related expenses	\$ 32,000	\$ 39,199	\$ 7,199	Increased engagement with organization throughout the Black Hills
Travel and meals	\$ 4,000	\$ 5,469	\$ 1,469	Increase engagement caused more travel
Other	\$ 4,700	\$ 4,868	\$ 168	Budget variance
<b>Business Retention, Recruitment &amp; Marketing Total</b>	<b>\$ 40,700</b>	<b>\$ 49,537</b>	<b>\$ 8,837</b>	
<b>TOTAL BUDGET &amp; EXPENSES</b>	<b>\$ 118,450</b>	<b>\$ 123,587</b>	<b>\$ 5,137</b>	
<b>Customer Share of 2017 Expenses</b>	<b>\$ 50,000</b>	<b>\$ 50,000</b>	<b>40%</b>	
<b>Shareholder Share of 2017 Expenses</b>	<b>\$ 68,450</b>	<b>\$ 73,587</b>	<b>60%</b>	