

**Montana-Dakota Utilities Co.  
Gas Utility - South Dakota  
DSM Performance Financial Incentive  
for 2012 Program Year**

<u>Black Hills</u>		
Total costs incurred 1/	\$38,120	
Authorized Return 2/	11.739%	
Calculated Incentive	\$4,475	
<b>Incentive Achieved 3/</b>		<b>\$4,475</b>

<u>East River</u>		
Total costs incurred 1/	\$13,434	
Authorized Return 2/	11.770%	
Calculated Incentive	\$1,581	
<b>Incentive Achieved 3/</b>		<b>\$1,581</b>

1/ Exhibit 2 Page 5. Excludes the DSM incentive authorized in Docket No. NG11-006.

2/ Authorized return, adjusted for taxes as established in Docket No. NG09-001.

3/ Incentive range authorized in Docket No. NG09-001. Incentive minimum and cap authorized in Docket No. NG11-006, Exhibit 5.

	<u>Black Hills</u>	<u>East River</u>
Minimum Incentive	\$3,381	\$799
Incentive Cap	9,922	2,351