

BLACK HILLS POWER, INC.
ENERGY RELATED UNITS OF SERVICE
For the Test Year Ended June 30, 2012

Line No.	Customer Class	Reference	(a)	(b)	(c) (a) * (b)	(d) (a) + (c)
			Energy Sales	Percent of Input	Estimated Losses Amount	System Energy Input
			MWh	%	MWh	MWh
1						
2	South Dakota Retail					
3						
4	Residential	Stmt I pg 3, ln 5	494,713	8.83%	43,683	538,396
5						
6	General Service	Stmt I pg 3, ln 12	417,920	8.83%	36,902	454,822
7						
8	General Service, Large					
9	Secondary Sales	Stmt I pg 3, ln 15	251,270	8.83%	22,187	273,457
10	Primary Sales	Stmt I pg 3, ln 16	71,206	6.83%	4,863	76,069
11	69 kV	Stmt I pg 3, ln 17	25,579	3.90%	998	26,577
12	Total General Service, Large		<u>348,055</u>		<u>28,048</u>	<u>376,103</u>
13						
14	Industrial Contract					
15	Secondary Sales	Stmt I pg 3, ln 23	11,155	8.83%	985	12,140
16	Primary Sales	Stmt I pg 3, ln 24	65,389	6.83%	4,466	69,855
17	69kV Sales	Stmt I pg 3, ln 25	100,072	3.90%	3,903	103,975
18	Total Industrial Contract		<u>176,616</u>		<u>9,354</u>	<u>185,970</u>
19						
20	Lighting Service	Stmt I pg 3, ln 31	13,983	8.83%	1,235	15,218
21						
22	Total South Dakota Retail		<u>1,451,287</u>		<u>119,222</u>	<u>1,570,509</u>
23						
24	Wyoming Retail					
25	Secondary Services		115,185	8.83%	10,171	125,356
26	Primary Services		62,009	6.83%	4,235	66,244
27	Total Wyoming Retail		<u>177,194</u>		<u>14,406</u>	<u>191,600</u>
28						
29	Montana Retail					
30	Secondary Services		50,771	8.83%	4,483	55,254
31	Total Montana Retail		<u>50,771</u>		<u>4,483</u>	<u>55,254</u>
32						
33	Total Retail Sales		<u>1,679,252</u>		<u>138,111</u>	<u>1,817,363</u>
34						
35	Contract Sales:					
36	Contract Sales - MEAN		242,088	3.90%	9,441	251,529
37	Contract Sales - MDU		79,746	3.90%	3,110	82,856
38	Total Contract Sales		<u>321,834</u>		<u>12,551</u>	<u>334,385</u>
39						
40	Total Retail/Contract Sales		<u>2,001,086</u>		<u>150,662</u>	<u>2,151,748</u>