

NorthWestern Corporation, dba NorthWestern Energy  
South Dakota Rate Case  
Capital Structure and Rate of Return - Consolidated  
December 31, 2006 Test Year

Line No.	Description	Amount	Percent of Capitalization	Rate	Rate of Return
	(a)	(b)	(c)	(d)	(e)
1	Long-Term Debt	700,604,448	48.54%	6.60%	3.20%
2	Common Equity	742,771,580	51.46%	11.25% *	5.79%
3	Total	1,443,376,028	100.00%		8.99%

*\*Per Mike Vilbert of The Brattle Group*





NorthWestern Corporation, dba NorthWestern Energy  
South Dakota Rate Case  
Common Stock Capital  
December 31, 2006 Test Year

Statement G  
Page 4 of 4

Line  
No.

- 1 NorthWestern Corporation emerged from bankruptcy on November 1, 2004. The initial issuance on this date was 35,500,000 shares at a price of \$20.
- 2 The Company did not receive any proceeds from this initial issuance since the shares were distributed to unsecured creditors.
- 3 Other shares issued since emergence from bankruptcy are restricted shares to employees and directors, for which the Company did not receive
- 4 any proceeds, and shares issued for warrants.

NorthWestern Corporation, dba NorthWestern Energy  
 South Dakota Rate Case  
 Stock Dividends, Stock Splits, or Change in Par Value  
 December 31, 2006 Test Year

Line No.	Year	Stock Dividen	Stock Splits	Changes in Par Value	Stated Value *
	(a)	(b)	(c)	(d)	(e)
1	2004	None	None	None	20.17
2					
3	2005				
4	January	None	None	None	20.18
5	February	None	None	None	20.12
6	March	None	None	None	20.12
7	April	None	None	None	20.12
8	May	None	None	None	20.11
9	June	None	None	None	20.11
10	July	None	None	None	20.11
11	August	None	None	None	20.11
12	September	None	None	None	20.14
13	October	None	None	None	20.14
14	November	None	None	None	20.11
15	December	None	None	None	20.10
16					
17	2006				
18	January	None	None	None	20.10
19	February	None	None	None	20.09
20	March	None	None	None	20.10
21	April	None	None	None	20.07
22	May	None	None	None	20.07
23	June	None	None	None	20.07
24	July	None	None	None	20.07
25	August	None	None	None	20.09
26	September	None	None	None	20.09
27	October	None	None	None	20.11
28	November	None	None	None	20.13
29	December	None	None	None	20.14
30					

31 \* The "Stated Value" as shown here is determined by dividing the Common Stock capital (net of treasury stock and unearned  
 32 restricted stock) by the number of common shares outstanding.

NorthWestern Corporation, dba NorthWestern Energy  
 South Dakota Rate Case  
 Common Stock Information  
 December 31, 2006 Test Year

Line No.	Year	Average Shares Outstanding (000)	Earnings Per Share	Latest Reported Annual Earnings	Annual Dividend Per Share	Dividends As % of Earnings	Average Market Price *	High for Month	Low for Month	Earnings Price Ratio	Dividend Price Ratio
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
1	Nov 1, to Dec 31, 2004	35,614	(\$0.19)		\$0.00	0.0%	\$26.07			-0.7%	0.0%
2	2005 Monthly Average	35,630	\$1.67		\$1.00	59.9%	\$29.20	29.95	28.45	5.7%	3.4%
3											
4	2006										
5	January	35,602					\$31.58	32.11	31.05	3.4%	3.9%
6	February	35,573					\$31.83	32.88	30.78	3.4%	3.9%
7	March	35,577					\$31.85	32.70	31.00	3.4%	3.9%
8	April	35,545					\$32.66	35.24	30.07	3.3%	3.8%
9	May	35,494					\$34.73	35.24	34.21	3.1%	3.6%
10	June	35,494					\$34.39	34.95	33.83	3.1%	3.6%
11	July	35,495					\$34.27	34.80	33.73	3.1%	3.6%
12	August	35,518					\$34.76	35.08	34.43	3.1%	3.6%
13	September	35,519					\$34.96	35.20	34.72	3.1%	3.5%
14	October	35,565					\$35.34	35.73	34.95	3.0%	3.5%
15	November	35,636					\$35.56	35.85	35.26	3.0%	3.5%
16	December	35,638					\$35.52	35.85	35.19	3.0%	3.5%
17	2006 Monthly Average	35,554		\$1.07	\$1.24	115.9%	\$33.95	34.64	33.27	3.2%	3.7%
18											
19											
20	* Average market price based on the monthly high and low										

Line  
 No.

1 **Costs Associated with Debt Reacquired during the 18-month period November 1, 2005 Through April 30, 2007:**

2 Since November 1, 2005 there have been \$320,205,000 of Bonds reacquired during the 18-month period.

3  
 4

				Unamortized Issue Expense/Loss on Reacquired Debt	Net Book Value	Reacquisition Cost	Gain/(Loss) on Reacquisition	Estimated Income Tax on Gain/(Loss)**	
5	Description	Principal Amount	Redemption Date	Discount					
6	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	
7								(i)	
8									
9									
10	Montana PCRRB - 6.125% Series, Due 2023*	90,205,000	30-May-06	1,137,059	636,820	88,431,121	90,205,000	(1,773,879)	(698,687)
11	Montana PCRRB - 5.900% Series, Due 2023*	80,000,000	30-May-06	563,580	1,435,176	78,001,244	80,000,000	(1,998,756)	(787,260)
12	First Mortgage - 7.30% Series	150,000,000	09-Sep-06	35,428	18,396	149,946,176	150,706,800	(760,624)	(299,591)
13	Total	<u>320,205,000</u>		<u>1,736,067</u>	<u>2,090,392</u>	<u>316,378,541</u>	<u>320,911,800</u>	<u>(4,533,259)</u>	<u>(1,785,537)</u>
14									
15									

16 \* The PCRRBs were refinanced with one new \$170,205,000 4.65% Series Due 2023.

17 \*\* The income tax associated with any gain or loss is based on a 39.3875 % effective tax rate.

NorthWestern Corporation, dba NorthWestern Energy  
South Dakota Rate Case  
Earnings per Share for Claimed Rate of Return  
December 31, 2006 Test Year

Schedule G-4  
Page 1 of 1

(Thousands of dollars, except per share amounts)

Line No.	Description	Total Company (Per 10-K)	Pro Forma Adjustments	Total Company (Adjusted)
	(a)	(b)	(c)	(d)
1	Consolidated Earnings to Common (000's)	\$37,900	\$2,390	\$40,290
2	Average Common Shares Outstanding	35,554		35,554
3	Earnings Per Share of Common Stock	\$1.07		\$1.13



Line No.	Description (a)	Account No. (b)	Base Period Twelve Months Ended December 31, 2006			Adjustments		Test Period Adjusted for Known & Measurable Changes		
			Total	Labor	Other	Labor	Other	Total	Labor	Other
			(c) \$	(d) \$	(e) \$	(f) \$	(g) \$	(h) \$	(i) \$	(j) \$
1	<b>Gas Production Expenses</b>									
2	<b>Operations:</b>									
3	Supervision and Engineering	710	0	0	0	0	0	0	0	0
4	LP Gas Expense	717	0	0	0	0	0	0	0	0
5	Fuel	723	0	0	0	0	0	0	0	0
6	LP Gas	728	10,075	0	10,075	0	0	10,075	0	10,075
7	Miscellaneous	735	32,968	21,323	11,645	640	0	33,608	21,963	11,645
8										
9	<b>Total Operations</b>		<b>43,043</b>	<b>21,323</b>	<b>21,720</b>	<b>640</b>	<b>0</b>	<b>43,683</b>	<b>21,963</b>	<b>21,720</b>
10										
11	<b>Maintenance:</b>									
12	Supervision and Engineering	740	0	0	0	0	0	0	0	0
13	Structures	741	42,591	25,748	16,843	772	0	43,363	26,520	16,843
14	Production Equipment	742	0	0	0	0	0	0	0	0
15										
16	<b>Total Maintenance</b>		<b>42,591</b>	<b>25,748</b>	<b>16,843</b>	<b>772</b>	<b>0</b>	<b>43,363</b>	<b>26,520</b>	<b>16,843</b>
17										
18	<b>Distribution Expenses</b>									
19	<b>Operations:</b>									
20	Supervision and Engineering	870	551,085	438,273	112,812	13,148	0	564,233	451,421	112,812
21	Load Dispatching	871	47,096	20,490	26,606	615	0	47,711	21,105	26,606
22	Compressor Station Expenses	872	0	0	0	0	0	0	0	0
23	Mains and Services Expenses	874	752,278	452,312	299,966	13,569	0	765,847	465,881	299,966
24	Meas and Reg Station Exp-Gen	875	59,799	36,483	23,316	1,094	0	60,893	37,577	23,316
25	Meas and Reg Station Exp-Industrial	876	0	0	0	0	0	0	0	0
26	Meas and Reg Station Exp-City Gate	877	2,736	895	1,841	27	0	2,763	922	1,841
27	Meter and House Regulator Expense	878	224,835	192,959	31,876	5,789	0	230,624	198,748	31,876
28	Customer Installation Expense	879	74,323	46,694	27,629	1,401	(12,332)	63,392	48,095	15,297
29	Other Expense	880	840,659	557,887	282,772	16,737	0	857,396	574,624	282,772
30	Rents	881	0	0	0	0	0	0	0	0
31										
32	<b>Total Operations</b>		<b>2,552,811</b>	<b>1,745,993</b>	<b>806,818</b>	<b>52,380</b>	<b>(12,332)</b>	<b>2,592,859</b>	<b>1,798,373</b>	<b>794,466</b>

Line No.	Description (a)	Account No. (b)	Base Period Twelve Months Ended December 31, 2006			Adjustments		Test Period Adjusted for Known & Measurable Changes		
			Total	Labor	Other	Labor	Other	Total	Labor	Other
			(c) \$	(d) \$	(e) \$	(f) \$	(g) \$	(h) \$	(i) \$	(j) \$
1	<b>Distribution Expenses</b>									
2	<b>Maintenance:</b>									
3	Supervision and Engineering	885	241,599	182,152	59,447	5,465	0	247,064	187,617	59,447
4	Structures and Improvements	886	5,297	2,316	2,981	69	0	5,366	2,385	2,981
5	Mains	887	152,831	99,689	53,142	2,991	155,873	311,695	102,680	209,015
6	Compressor Station Equipment	888	0	0	0	0	0	0	0	0
7	Meas and Reg Station Exp-Gen	889	48,160	26,051	22,109	782	0	48,942	26,833	22,109
8	Meas and Reg Station Exp-Industrial	890	0	0	0	0	0	0	0	0
9	Meas and Reg Station Exp-City Gate	891	588	24	564	1	0	589	25	564
9	Services	892	32,913	18,381	14,532	551	0	33,464	18,932	14,532
10	Meters and House Regulators	893	105,126	58,348	46,778	1,750	0	106,876	60,098	46,778
11	Other Equipment	894	0	0	0	0	0	0	0	0
12										
13	<b>Total Maintenance</b>		<b>586,514</b>	<b>386,961</b>	<b>199,553</b>	<b>11,609</b>	<b>155,873</b>	<b>753,996</b>	<b>398,570</b>	<b>355,426</b>
14										
15	<b>Customer Accounts Expenses</b>									
16	<b>Operations:</b>									
17	Supervision	901	0	0	0	0	0	0	0	0
18	Meter Reading Expenses	902	308,903	191,792	117,111	5,754	(380)	314,277	197,546	116,731
19	Customer Records & Collections	903	347,687	104,652	243,035	3,139	0	350,826	107,791	243,035
20	Uncollectible Accounts	904	266,691	0	266,691	0	0	266,691	0	266,691
21	Misc. Customer Accounts Expense	905	26,823	0	26,823	0	0	26,823	0	26,823
22										
23	<b>Total Customer Accounts Expenses</b>		<b>950,104</b>	<b>296,444</b>	<b>653,660</b>	<b>8,893</b>	<b>(380)</b>	<b>958,617</b>	<b>305,337</b>	<b>653,280</b>
24										
25	<b>Customer Service &amp; Info. Expenses</b>									
26	<b>Operations:</b>									
27	Supervision	907	0	0	0	0	0	0	0	0
28	Customer Assistance Expense	908	480,183	364,937	115,246	10,948	0	491,131	375,885	115,246
29	Information & Instruction Expense	909	56,325	0	56,325	0	(2,000)	54,325	0	54,325
30	Misc. Customer Service Expense	910	0	0	0	0	0	0	0	0
31										
32	<b>Total Customer Accounts Expenses</b>		<b>536,508</b>	<b>364,937</b>	<b>171,571</b>	<b>10,948</b>	<b>(2,000)</b>	<b>545,456</b>	<b>375,885</b>	<b>169,571</b>

Line No.	Description (a)	Account No. (b)	Base Period Twelve Months Ended December 31, 2006			Adjustments		Test Period Adjusted for Known & Measurable Changes		
			Total (c)	Labor (d)	Other (e)	Labor (f)	Other (g)	Total (h)	Labor (i)	Other (j)
			\$	\$	\$	\$	\$	\$	\$	\$
1	<b>Sales Expenses</b>									
2	<b>Operations:</b>									
3	Supervision	911	0	0	0	0	0	0	0	0
4	Demonstrating and Selling	912	0	0	0	0	0	0	0	0
5	Advertising	913	103,440	966	102,474	(966)	(102,474)	0	0	0
6										
7	<b>Total Customer Accounts Expenses</b>		<b>103,440</b>	<b>966</b>	<b>102,474</b>	<b>(966)</b>	<b>(102,474)</b>	<b>0</b>	<b>0</b>	<b>0</b>
8										
9	<b>Administrative and General Expenses</b>									
10	Salaries	920	1,276,016	1,029,157	246,859	31,870	45,345	1,353,231	1,061,027	292,204
11	Office Supplies & Expense	921	643,165	50,350	592,815	1,510	2,439	647,114	51,860	595,254
12	A&G Expense Transferred	922	(782,279)	0	(782,279)	0	0	(782,279)	0	(782,279)
13	Outside Services	923	445,430	0	445,430	0	(88,053)	357,377	0	357,377
14	Workmens Comp Insurance	924	51,569	0	51,569	0	0	51,569	0	51,569
15	Property Insurance	924	0	0	0	0	35,323	35,323	0	35,323
16	Injuries and Damages	925	352,014	9,462	342,552	284	0	352,298	9,746	342,552
17	Pensions and Benefits	926	353,963	1,478	352,485	44	100,959	454,966	1,522	453,444
18	Fresh Start Pension Amortization	407	137,848	0	137,848	0	0	137,848	0	137,848
18	Regulatory Commission Expense	928	0	0	0	0	0	0	0	0
19	Miscellaneous General Expense	930	149,614	0	149,614	0	(26,378)	123,236	0	123,236
20	Rents	931	118,582	0	118,582	0	37,632	156,214	0	156,214
21	Building Maintenance	932	45,301	46,251	(950)	1,388	0	46,689	47,639	(950)
22										
23	<b>Total Administrative &amp; General</b>		<b>2,791,223</b>	<b>1,136,698</b>	<b>1,654,525</b>	<b>35,096</b>	<b>107,267</b>	<b>2,933,586</b>	<b>1,171,794</b>	<b>1,761,792</b>
24										
25	<b>Total Operations &amp; Maintenance</b>		<b>7,606,234</b>	<b>3,979,070</b>	<b>3,627,164</b>	<b>119,372</b>	<b>145,954</b>	<b>7,871,560</b>	<b>4,098,442</b>	<b>3,773,118</b>
26										
27	<b>Labor Adjustment</b>	3.00%			<u>119,372</u>					

Line No.	FERC	Description	Total	Test Period Adjustments	Adjusted Amount	Comments
	(a)	(b)	(c)	(d)	(e)	(f)
1	805	Rate Code 81 - Residential	24,451,201	4,259,779	28,710,980	
2	805	Rate Code 82 - Small Commercial	12,062,683	2,231,363	14,294,046	
3	805	Rate Code 84 - Lg. Firm (Option A)	2,422,702	219,694	2,642,396	
4	805	Rate Code 84 - Lg. Firm (Option B)	-	-	-	
5	805	Rate Code 85 - Lg. Inter. (Option A)	1,191,482	304,867	1,496,349	
6	805	Rate Code 85 - Lg. Inter. (Option B)	665,020	1,356,696	2,021,716	
7	805	Rate Code 85SDSU	139,497	(139,497)	-	Now a contract with deviation
8	805	Rate Code 85BPE	40,720	(40,720)	-	Now a contract with deviation
9	805	Rate Code 86-Contract Sales(Opt A)	2,837,416	(373,999)	2,463,417	Index Price not populated
10	805	Rate Code 86-Contract Sales(Opt B)	219,424	(29,955)	189,469	Index Price not populated
11	805	Gas Cost Reconciling Adjustment	174,904	(174,904)		
12		<u>South Dakota Total Gas Commodity Cost</u>	<u>44,205,049</u>	<u>7,613,324</u>	<u>51,818,373</u>	

Line No.	FERC (a)	Description (b)	Total (c)	Pro Forma Adjustments (d)	Adjusted Amount (e)	Comments (f)
1	909, 913	Advertising				
2	909	Conservation	12,597		12,597	Customer Education and Weatherization Information
3	909	Safety	37,309	(2,000)	35,309	Includes Call Before You Dig and Carbon Monoxide
4	909	Informational	6,420		6,420	Bill inserts & Publishing phone number
5		Required by Law	0		0	
6	913	Promotional	10,131	(10,131)	0	Remove signs, banners, sports programs sponsorships
7	913	Institutional	93,309	(93,309)	0	Remove Image Campaign
8		Rate Justification	0		0	
9	909	Other	0		0	
10		Total Advertising	159,765	(105,441)	54,325	
11						
12	922	Administrative Expenses Transferred - Credit				
13		Payroll and Expenses	(782,279)		(782,279)	Overhead to capital. Time study being completed in 2007
14						
15	926	Employee Pensions and Benefits:				
16		Medical Insurance	533,333		533,333	
17		Retire Savings Plan	294,862		294,862	
18		Restricted Stock	193,362	100,959	294,322	
19		Pension Exp FAS 87	147,626		147,626	
20		Empl Incentive Comp	104,731		104,731	
21		Group Life Insurance	91,222		91,222	
22		Family Protector	90,819		90,819	
23		Vacation Liability Accrual	79,622		79,622	
24		Group Dental Plan	29,751		29,751	
25		Misc. & Employee Education	31,705	44	31,749	
26		Benefits loaded onto labor	(1,243,070)		(1,243,070)	
27		Unrecovered benefits cost	353,963	101,003	454,966	
28						
29	928	Regulatory Commission Expense	0	30,000	30,000	\$150,000 over 5 years
30						
31	929	Duplicate Charges	0	0	0	
32						
33	930	Miscellaneous General Expenses				
34		Industry Association Dues & Board Fees	149,614	(26,378)	123,236	Dues and BOD Fees
35						
36		Total	(118,937)	(816)	(119,751)	

NorthWestern Corporation, dba NorthWestern Energy  
 South Dakota Rate Case  
 List of all Claimed Advertising Expenses  
 December 31, 2006 Test Year

Line No.	Category	Account Description	Account Number	Posting Date	Adjusted Amount	Comments
	(a)	(b)	(c)	(d)	(e)	(f)
1	<b>Safety</b>	Advertising - Instit	03S-Z552-DIG	9/30/2006	11	Call Before You Dig
2		Advertising - Instit	03S-Z552-DIG	10/31/2006	0	Call Before You Dig
3		Advert. - Production	03S-Z552-DIG	9/30/2006	(3)	Call Before You Dig
4		Advert. - Newspaper	03S-Z552-DIG	9/30/2006	575	Call Before You Dig
5		Advert. - Radio	03S-Z552-DIG	5/31/2006	1,655	Call Before You Dig
6		Advert. - Radio	03S-Z552-DIG	7/31/2006	1,148	Call Before You Dig
7		Advert. - Radio	03S-Z552-DIG	9/30/2006	1,148	Call Before You Dig
8		Advert.-Signs/Banner	03S-Z552-DIG	7/31/2006	483	Call Before You Dig
9					<u>5,017</u>	
10						
11						
12	<b>Informational</b>	Advertising - Print	04S-Z535-PDA	2/28/2006	36	Phone Directory Ad
13		Advertising - Print	04S-Z535-PDA	3/31/2006	163	Phone Directory Ad
14		Advertising - Print	04S-Z535-PDA	3/31/2006	312	Phone Directory Ad
15		Advertising - Print	04S-Z535-PDA	5/31/2006	58	Phone Directory Ad
16		Advertising - Print	04S-Z535-PDA	5/31/2006	147	Phone Directory Ad
17		Advertising - Print	04S-Z535-PDA	6/30/2006	153	Phone Directory Ad
18		Advertising - Print	04S-Z535-PDA	8/31/2006	40	Phone Directory Ad
19		Advertising - Print	04S-Z535-PDA	9/30/2006	32	Phone Directory Ad
20		Advertising - Print	04S-Z535-PDA	9/30/2006	224	Phone Directory Ad
21		Advertising - Print	04S-Z535-PDA	10/31/2006	204	Phone Directory Ad
22		Advertising - Print	04S-Z535-PDA	11/30/2006	83	Phone Directory Ad
23		Advertising - Print	04S-Z535-PDA	11/30/2006	287	Phone Directory Ad
24		Advertising - Print	04S-Z535-PDA	12/31/2006	47	Phone Directory Ad
25		Advertising - Print	04S-Z535-PDA	12/31/2006	172	Phone Directory Ad
26					<u>1,957</u>	
27						

NorthWestern Corporation, dba NorthWestern Energy  
 South Dakota Rate Case  
 List of all Claimed Advertising Expenses  
 December 31, 2006 Test Year

Line No.	Category (a)	Account Description (b)	Account Number (c)	Posting Date (d)	Adjusted Amount (e)	Comments (f)
1	Informational	Postage	04S-Z558-MBI	1/31/2006	6	Monthly Bill Insert
2		Postage	04S-Z558-MBI	2/28/2006	6	Monthly Bill Insert
3		Postage	04S-Z558-MBI	3/31/2006	6	Monthly Bill Insert
4		Postage	04S-Z558-MBI	4/30/2006	6	Monthly Bill Insert
5		Postage	04S-Z558-MBI	5/31/2006	6	Monthly Bill Insert
6		Postage	04S-Z558-MBI	6/30/2006	6	Monthly Bill Insert
7		Postage	04S-Z558-MBI	7/31/2006	6	Monthly Bill Insert
8		Postage	04S-Z558-MBI	8/31/2006	6	Monthly Bill Insert
9		Postage	04S-Z558-MBI	9/30/2006	6	Monthly Bill Insert
10		Postage	04S-Z558-MBI	10/31/2006	6	Monthly Bill Insert
11		Postage	04S-Z558-MBI	11/30/2006	6	Monthly Bill Insert
12		Postage	04S-Z558-MBI	12/31/2006	6	Monthly Bill Insert
13		Outside Serv-Cont	04S-Z558-MBI	1/31/2006	348	Monthly Bill Insert
14		Outside Serv-Cont	04S-Z558-MBI	2/28/2006	348	Monthly Bill Insert
15		Outside Serv-Cont	04S-Z558-MBI	3/31/2006	369	Monthly Bill Insert
16		Outside Serv-Cont	04S-Z558-MBI	4/30/2006	348	Monthly Bill Insert
17		Outside Serv-Cont	04S-Z558-MBI	5/31/2006	452	Monthly Bill Insert
18		Outside Serv-Cont	04S-Z558-MBI	6/30/2006	358	Monthly Bill Insert
19		Outside Serv-Cont	04S-Z558-MBI	7/31/2006	358	Monthly Bill Insert
20		Outside Serv-Cont	04S-Z558-MBI	8/31/2006	358	Monthly Bill Insert
21		Outside Serv-Cont	04S-Z558-MBI	9/30/2006	358	Monthly Bill Insert
22		Outside Serv-Cont	04S-Z558-MBI	10/31/2006	358	Monthly Bill Insert
23		Outside Serv-Cont	04S-Z558-MBI	11/30/2006	378	Monthly Bill Insert
24		Outside Serv-Cont	04S-Z558-MBI	12/31/2006	358	Monthly Bill Insert
25					<u>4,462</u>	

NorthWestern Corporation, dba NorthWestern Energy  
 South Dakota Rate Case  
 List of all Claimed Advertising Expenses  
 December 31, 2006 Test Year

Line No.	Category (a)	Account Description (b)	Account Number (c)	Posting Date (d)	Adjusted Amount (e)	Comments (f)
1	<b>Conservation</b>	Advertising - Instit	05S-Z542-CUC	1/31/2006	86	Customer Education/Weatherization
2		Advertising - Instit	05S-Z542-CUC	6/30/2006	6	Customer Education/Weatherization
3		Advert. - Production	05S-Z542-CUC	10/31/2006	2,394	Customer Education/Weatherization
4		Advert. - Newspaper	05S-Z542-CUC	1/31/2006	157	Customer Education/Weatherization
5		Advert. - Newspaper	05S-Z542-CUC	1/31/2006	232	Customer Education/Weatherization
6		Advert. - Newspaper	05S-Z542-CUC	1/31/2006	145	Customer Education/Weatherization
7		Advert. - Newspaper	05S-Z542-CUC	2/28/2006	58	Customer Education/Weatherization
8		Advert. - Newspaper	05S-Z542-CUC	8/31/2006	5	Customer Education/Weatherization
9		Advert. - Newspaper	05S-Z542-CUC	12/31/2006	35	Customer Education/Weatherization
10		Advert. - Radio	05S-Z542-CUC	1/31/2006	25	Customer Education/Weatherization
11		Advert. - Radio	05S-Z542-CUC	3/31/2006	25	Customer Education/Weatherization
12		Advert. - Radio	05S-Z542-CUC	3/31/2006	25	Customer Education/Weatherization
13		Advert. - Radio	05S-Z542-CUC	10/31/2006	3,218	Customer Education/Weatherization
14		Advert. - Radio	05S-Z542-CUC	12/31/2006	3,218	Customer Education/Weatherization
15		Advert. - Internet	05S-Z542-CUC	1/31/2006	2	Customer Education/Weatherization
16		Advert. - Internet	05S-Z542-CUC	12/31/2006	385	Customer Education/Weatherization
17		Advert. - Internet	05S-Z542-CUC	12/31/2006	2,575	Customer Education/Weatherization
18		Advert.-Signs/Banner	05S-Z542-CUC	1/31/2006	5	Customer Education/Weatherization
19				<u>12,597</u>		
20						
21						
22	<b>Safety</b>	Shipping & Handling	03S-Z551-SNG	1/27/2006	19	Carbon Monoxide Commercials
23		Advert. - Production - FHorse	03S-Z551-SNG	12/27/2006	7,951	Carbon Monoxide Commercials
24		Advert. - Radio - Paulson	03S-Z551-SNG	12/22/2006	5,339	Carbon Monoxide Commercials
25		Advert. - Radio - Paulson	03S-Z551-SNG	12/22/2006	16,982	Carbon Monoxide Commercials
26					<u>30,292</u>	
27						
27		<u>Grand Total of Claimed Advertising</u>			<u>54,325</u>	





**It's just one call,  
don't risk it all.**



**IT'S FREE (800) 424-5555**

Please make the call that could save your life. Anytime you dig – even when planting a tree – you risk digging into a buried line. So before starting your next project, make sure you call at least two working days ahead of time to have underground utility lines located. It's fast, easy and free, and it's the law.

***Always call before you dig.***

[www.northwesternenergy.com](http://www.northwesternenergy.com)

**NorthWestern  
Energy**

**Client:**  
 Brandy Powers  
 NorthWestern Energy  
 40 E. Broadway Street  
 Butte, MT 59701  
 (406) 497-3777

**ESTIMATE**  
 Date April 4, 2006  
 Number NW E3000  
 Revision Original  
 AE/Team Ruth Parkhurst  
 Client PO

**Project: Media : Call Before You Dig**

**Radio**

Week of 4/24/06 - wk of 9/11/06

**South Dakota**

KBRK FM	Brookings	190	2,236.30
KBFO FM	Aberdeen	190	2,346.50
KOKK AM	Huron	190	2,234.40
KZKK FM	Huron	190	0.00
KQRN FM	Mitchell	190	1,900.00
KJAM FM	Madison	190	3,980.00
KJAM AM	Madison	191	0.00
SD Radio - subtotal		1,331	12,707.20

**Nebraska**

KRGY FM	Grand Island	180	2,592.00
KRGI AM	Grand Island	20	550.00
KRNY FM	Kearney	190	2,905.10
KROR FM	N. Platte	190	3,610.00
NE Radio - subtotal		580	9,657.10

**Outdoor**

**South Dakota**

Mitchell	May, June, July, Aug	1,840.00
Aberdeen	May, June, July, Aug	2,100.00
Huron	May, June, July, Aug	1,840.00
Redfield	June, July	840.00
SD Outdoor - subtotal		6,620.00

**Nebraska**

Kearney	May, June, July, Aug	1,920.00
Grand Island	May, June, Aug	1,920.00
North Platte	May, June, July, Aug	1,920.00
NE Outdoor - subtotal		5,760.00

**TOTAL CAMPAIGN 334,754.30**

*Candice Raskord* 4/5/06  
 Client Signature Date

# Spot Calendar By Station

SIOUX FALLS Television

Client: NorthWestern Energy  
 Brand/Product: none / none  
 Campaign: Carbon Monoxide Nov 06 TV  
 Flight Date: 12/04/2006 - 12/24/2006  
 Sweeps: Share May 06 -> HUT/PUT Nov 05  
 Stations: KSFY+, KELO+, KDLT+

Paulsen Marketing Communications  
 3510 South First Ave Circle  
 Sioux Falls, SD 57105

605-336-1745  
 Buyer: Kristi Moss  
 Rate Tier: Station Gross  
 Estimate#:

### Weekly Distribution

STN	DAYS	TIME	LEN	PROGRAM	Dec			SPOTS	P 35-64 DMA (R)		RATE	COST
					04	11	18		RTG	CPP		
<b>KSFY+</b>												
LN	MTWTF--	10:00 pm - 10:30 pm	30	DAK 1ST NWS-10	1	1	1	3	3.5	0.00	0.00	.00
PA	MTWTF--	06:30 pm - 07:00 pm	30	WHEEL OF FORTUNE	1	1	1	3	6.6	41.67	275.00	825.00
PA	----S-	06:30 pm - 07:00 pm	30	WHEEL-FORTNE	1	1	1	3	2.7	37.04	100.00	300.00
DT	MTWTF--	09:00 am - 10:00 am	30	REGIS&KELLY	1	1	1	3	1.7	26.47	45.00	135.00
EM	MTWTF--	06:00 am - 07:00 am	30	GD MORN DAKOTA	1	1	1	3	1.8	27.78	50.00	150.00
EM	MTWTF--	07:00 am - 09:00 am	30	GD MRN AMR-ABC	1	1	1	3	2.7	27.78	75.00	225.00
EM	MTWTF--	06:00 pm - 06:30 pm	30	KSFY NEWS-6:00	1	1	1	3	2.8	58.93	165.00	495.00
EM	M-----	08:00 pm - 09:00 pm	30	BACHELOR	1	1	1	3	8.6	46.51	400.00	1,200.00
EM	----S-	06:00 pm - 06:30 pm	30	KSFY NEWS-6:00	1	1	1	3	1.3	57.69	75.00	225.00
<b>KSFY+ Totals</b>					<b>9</b>	<b>9</b>	<b>9</b>	<b>27</b>		<b>37.38</b>		<b>3,555.00</b>
<b>KELO+</b>												
LF	MTWTF--	10:30 pm - 11:30 pm	30	D LETTRMAN-CBS	1	1	0	2	7.1	24.65	175.00	350.00
LN	MTWTF--	10:00 pm - 10:30 pm	30	KELO-NWS AT 10	0	0	1	1	23.2	34.48	800.00	800.00
LN	MTWTF--	10:00 pm - 10:30 pm	30	KELO-NWS AT 10	1	1	0	2	23.2	43.10	1,000.00	2,000.00
LN	----S	10:00 pm - 10:30 pm	30	KELO-NWS AT 10	1	1	1	3	21.8	37.84	825.00	2,475.00
LN	----S-	10:00 pm - 10:30 pm	30	KELO-NWS AT 10	0	0	1	1	15.6	27.24	425.00	425.00
EN	MTWTF--	06:00 pm - 06:30 pm	30	KELO-NWS AT 6	1	0	0	1	17.7	33.90	600.00	600.00
EN	MTWTF--	06:00 pm - 06:30 pm	30	KELO-NWS AT 6	0	1	0	1	17.7	32.49	575.00	575.00
EN	MTWTF--	06:00 pm - 06:30 pm	30	KELO-NWS AT 6	0	0	1	1	17.7	25.42	450.00	450.00
EN	----S	06:00 pm - 07:00 pm	30	60 MINUTES	1	1	0	2	10.7	42.06	450.00	900.00
EN	----S	06:00 pm - 07:00 pm	30	60 MINUTES	0	0	1	1	10.7	30.37	325.00	325.00
EF	MTWTF--	04:00 pm - 05:00 pm	30	OPRAH WINFREY	1	1	0	2	4.5	33.33	150.00	300.00
EF	MTWTF--	04:00 pm - 05:00 pm	30	OPRAH WINFREY	0	0	1	1	4.5	27.78	125.00	125.00
DT	MTWTF--	12:00 pm - 12:30 pm	30	MIDDAY	1	0	0	1	6.3	23.81	150.00	150.00
DT	MTWTF--	12:00 pm - 12:30 pm	30	MIDDAY	0	1	1	2	6.3	19.84	125.00	250.00
EM	MTWTF--	07:00 am - 09:00 am	30	EARLY SHW1-CBS	1	0	0	1	6.3	31.75	200.00	200.00
EM	MTWTF--	07:00 am - 09:00 am	30	EARLY SHW1-CBS	0	1	0	1	6.3	27.78	175.00	175.00
EM	MTWTF--	07:00 am - 09:00 am	30	EARLY SHW1-CBS	0	0	1	1	6.3	19.84	125.00	125.00
PR	--T--	08:00 pm - 09:00 pm	30	CSI	0	0	1	1	20.5	53.66	1,100.00	1,100.00
PR	----S	09:00 pm - 10:00 pm	30	WITH-TRACE-CBS	0	0	1	1	10.4	76.92	800.00	800.00
<b>KELO+ Totals</b>					<b>8</b>	<b>8</b>	<b>10</b>	<b>26</b>		<b>36.50</b>		<b>12,125.00</b>
<b>KDLT+</b>												
LF	MTWTF--	10:30 pm - 11:30 pm	30	TONIGHT SHOW	1	1	1	3	2.2	45.45	100.00	300.00
LN	MTWTF--	10:00 pm - 10:30 pm	30	KDLT NEWS	1	1	1	3	2.8	44.64	125.00	375.00
DT	MTWTF--	12:00 pm - 01:00 pm	30	DAYS-OUR LIVES	1	1	1	3	2.3	43.48	100.00	300.00
DT	MTWT---	02:00 pm - 03:00 pm	30	RACHEL RAY	1	1	1	3	0.8	31.25	25.00	75.00
EM	MTWTF--	07:00 am - 09:00 am	30	TODAY SHW	1	1	1	3	1.5	33.33	50.00	150.00
PR	M-----	07:00 pm - 08:00 pm	30	DEAL OR NO DEAL	1	1	1	3	9.8	61.22	600.00	1,800.00
PR	--T--	07:00 pm - 08:00 pm	30	EARL/THE OFFIC	1	1	1	3	6.6	60.61	400.00	1,200.00
<b>KDLT+ Totals</b>					<b>7</b>	<b>7</b>	<b>7</b>	<b>21</b>		<b>53.85</b>		<b>4,200.00</b>

Weekly Schedule	24	24	26	74	39.34	
Cost						19,880.00

Spot Length Breakout  
 / Spots

# Spot Calendar By Station

SIOUX FALLS Television

Client: NorthWestern Energy  
 Brand/Product: none / none  
 Campaign: Carbon Monoxide Nov 06 TV  
 Flight Date: 12/04/2006 - 12/24/2006  
 Sweeps: Share May 06 -> HUT/PUT Nov 05  
 Stations: KSFY+, KELO+, KDLT+

Paulsen Marketing Communications  
 3510 South First Ave Circle  
 Sioux Falls, SD 57105

605-336-1745  
 Buyer: Kristi Moss  
 Rate Tier: Station Gross  
 Estimate#:

## Weekly Distribution

STN	DAYS	TIME	LEN	PROGRAM	Dec			SPOTS	P 35-64 DMA (R)		RATE	COST
					04	11	18		RTG	CPP		
30					22	22	24	68	37.01		16,880.00	

**Worksheet Summary**  
SIOUX FALLS - TV

Client: NorthWestern Energy  
 Campaign: Carbon Monoxide Nov 06 TV  
 Flight Date: 12/04/2006 - 12/24/2006  
 Sweeps: Share May 06 -> HUT/PUT Nov 05

Paulsen Marketing Communications  
 3510 South First Ave Circle  
 Sioux Falls, SD 57105  
 605-336-1745  
 Buyer: Kristi Moss  
 Estimate#:

<u>Station/ Daypart</u>	<u>Total Spots</u>	<u>Total Cost</u>	<u>DMA P 35-64 (R)</u>
KDLT+	21	\$4,200.00	78.0
			\$53.85
KELO+	26	\$12,125.00	332.2
			\$36.50
KSFY+	27	\$3,555.00	95.1
			\$37.38
Market	74	\$19,880.00	505.3
			\$39.34

Client:

Brandy Powers  
NorthWestern Energy  
40 E. Broadway Street  
Butte, MT 59701  
(406) 497-3777

ESTIMATE

Date October 18, 2006  
Number NW E001  
Revision Original  
AE/Team Ruth Parkhurst  
Client PO

Project: **Carbon Monoxide Campaign**

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Radio

Week of 12/11, 12/18  
South Dakota & Nebraska \$7,854

Television

Week of 12/4, 12/11, 12/18  
South Dakota \$19,880  
Nebraska \$5,100

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TOTAL CAMPAIGN \$32,834

Client Signature

Date



NorthWestern Energy

**Carbon Monoxide Campaign - Radio**

<u>Market</u>	<u>Station</u>	<u>:30 sec rate</u>	<u>week of</u> <u>12/11</u>	<u>week of</u> <u>12/18</u>	<u>Total # spots</u>	<u>Total Cost</u>
Aberdeen, SD	KBFO FM ✓	\$12.35	20	20	40	\$494.00
	KSDN FM ✓	\$12.35	20	20	40	\$494.00
Huron, SD	KOKK AM ✓	\$11.76	20	20	40	\$470.40
	KZKK FM ✓	\$11.76	20	20	40	\$470.40
Mitchell, SD	KQRN FM ✓✓	\$10.00	20	20	40	\$400.00
	KMIT FM ✓	\$13.53	20	20	40	\$541.20
Brookings, SD	KBRK FM ✓	\$11.77	20	20	40	\$470.80
	KBRK AM ✓	\$11.77	20	20	40	\$470.80
Madison, SD	KJAM AM/FM ✓	\$21.00	20	20	40	\$840.00
Grand Island, NE	KRGI fm ✓✓	\$14.40	20	20	40	\$576.00
	KRGI am (Span) ✓✓	\$28.00	3	3	6	\$168.00
Kearney, NE	KRNY fm ✓✓	\$15.29	20	20	40	\$611.60
	KQKY fm ✓	\$15.29	20	20	40	\$611.60
N. Platte, NE	KXNP fm ✓	\$15.00	20	20	40	\$600.00
	KELN fm ✓✓	\$15.88	20	20	40	\$635.20
<b>Total - Radio</b>					<b>566</b>	<b>\$7,854.00</b>



NorthWestern Energy  
**Weatherization Campaign - Print**

Open House Dates	Market/ Newspaper	3x10 b/w ads will run		col inch rate	# col inches	Total Cost
<b>South Dakota</b>						
Oct. 30 - Nov. 1	Aberdeen American News (Mon-Sun am)	Sun, Oct 29	#	\$20.04	30	\$601.07
		Mon, Oct 30	#	\$12.69	30	\$380.83
Oct. 30 - Nov. 1	Brookings Register (Mon-Fri pm, Sat am)	Sat, Oct 28	#	\$9.94	30	\$298.24
		Mon, Oct 30	#	\$7.51	30	\$225.18
Oct. 30 - Nov. 1	Yankton Press and Dakotan (Mon-Sat am)	Sat, Oct 28	#	\$11.35	30	\$340.50
		Mon, Oct 30	#	\$8.52	30	\$255.60
Oct. 30 - Nov. 1	Mitchell Daily Republic Mon-Sat am)	Sat, Oct 28	#	\$13.82	30	\$414.60
		Mon, Oct 30	#	\$6.92	30	\$207.53
Oct. 30 - Nov. 1	Huron Daily Plainsman (Tues-Sun am)	Sat, Oct 28	#	\$13.59	30	\$407.66
		Tue, Oct 31	#	\$13.59	30	\$407.66
		Wed, Nov 1	#	\$0.00	30	\$0.00
<b>Nebraska</b>						
Nov. 1 - Nov. 3	Grand Island Independent (Mon-Sun am)	Tue, Oct 31	#	\$18.77	30	\$562.96
		Wed, Nov 1	#	\$13.33	30	\$399.89
Nov. 1 - Nov. 3	Kearney Hub (Daily pm, Sat am, no Sun)	Tue, Oct 31	#	\$13.35	30	\$400.60
		Wed, Nov 1	#	\$9.35	30	\$280.60
Nov. 1 - Nov. 3	North Platte Telegraph (Tues-Sun am)	Tue, Oct 31	#	\$13.79	30	\$413.66
		Wed, Nov 1	#	\$11.04	30	\$331.07

**Newspaper Total \$5,927.65**





NorthWestern Energy  
**Weatherization Campaign - Radio**

Open House Dates	Market	Station/Format	Radio schedule to run	# spots	Cost/spot	Total Cost
<b>South Dakota</b>						
Oct. 30 - Nov. 1	Aberdeen	KGIM FM (Country)	Oct 26-Oct 31	20	\$12.35	\$247.00
		KGIM AM (Country)	Oct 26-Oct 31	20	\$12.35	\$247.00
Oct. 30 - Nov. 1	Brookings	KKQQ FM (Country)	Oct 26-Oct 31	20	\$11.77	\$235.40
		KBRK AM (Adult Standards)	Oct 26-Oct 31	20	\$11.77	\$235.40
Oct. 30 - Nov. 1	Yankton	KYNT AM (News Talk)	Oct 26-Oct 31	20	\$12.00	\$240.00
		WNAX FM (Country)	Oct 26-Oct 31	20	\$12.00	\$240.00
Oct. 30 - Nov. 1	Mitchell	KMIT FM (Country)	Oct 26-Oct 31	20	\$13.53	\$270.60
		KORN AM (News/Talk)	Oct 26-Oct 31	20	\$10.00	\$200.00
Oct. 30 - Nov. 1	Huron	KIJV AM (News/Talk)	Oct 26-Oct 31	20	\$11.76	\$235.20
		KZNC FM (New Country)	Oct 26-Oct 31	20	\$11.76	\$235.20
<b>Nebraska</b>						
Nov. 1 - Nov. 3	Grand Island	KRGI AM (News/Talk)	Oct 30-Nov 2	20	\$12.50	\$250.00
		KRGI FM	Oct 30-Nov 2	20	\$14.40	\$288.00
		KRGI AM (Spanish prog)	29-Oct	4	\$28.00	\$112.00
Nov. 1 - Nov. 3	Kearney	KRNY FM (Country)	Oct 30-Nov 2	20	\$15.29	\$305.80
		KGFW AM (News/Talk)	Oct 30-Nov 2	20	\$15.29	\$305.80
Nov. 1 - Nov. 3	North Platte	KXNP FM (Country)	Oct 30-Nov 2	20	\$15.00	\$300.00
		KODYAM (News/Talk)	Oct 30-Nov 2	20	\$15.00	\$300.00

**Radio Total \$4,247.40**

