

**Montana-Dakota Utilities Co.
Gas Utility - South Dakota
Comparison of Budget to Actual
2012**

Black Hills	Participants			Costs			% of Budget Achieved	
	Actual	Budget	Difference	Actual 1/	Budget	Difference	Participants	Costs
April - October								
Residential								
Furnaces Tier 1 - 92-94% AFUE	4	5	(1)	\$600	\$750	(\$150)	80.0%	80.0%
Furnaces Tier 2 - 95+% AFUE - New	1	10	(9)	300	3,000	(2,700)	10.0%	10.0%
Furnaces Tier 2 - 95+% AFUE - Replacement	54	140	(86)	16,200	42,000	(25,800)	38.6%	38.6%
Water Heating (.62 EF)	3	15	(12)	150	750	(600)	20.0%	20.0%
Water Heating (.67 EF)	5	2	3	500	200	300	250.0%	250.0%
Programmable Thermostats	34	70	(36)	680	1,400	(720)	48.6%	48.6%
Energy Audits	0	30	(30)	0	6,020	(6,020)	0.0%	0.0%
Commercial								
Furnaces Tier 1 - 92-94% AFUE	0	2	(2)	0	300	(300)	0.0%	0.0%
Furnaces Tier 2 - 95+% AFUE - New	0	4	(4)	0	1,200	(1,200)	0.0%	0.0%
Furnaces Tier 2 - 95+% AFUE - Replacement	4	5	(1)	1,200	1,500	(300)	80.0%	80.0%
Custom Efficiency	0	2	(2)	0	1,200	(1,200)	0.0%	0.0%
Advertising				3,100	7,702	(4,602)		40.2%
Administration				2,897	6,715	(3,818)		43.1%
Total Black Hills	105	285	(180)	\$25,627	\$72,737	(\$47,110)	36.8%	35.2%
January - March	57			\$12,493				
Total Black Hills	162	285	(123)	\$38,120	\$72,737	(\$34,617)	56.8%	52.4%

1/ Excludes the DSM incentive amount of \$9,484 for Black Hills authorized in Docket No. NG11-006.

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Gas Utility - South Dakota
Comparison of Budget to Actual
2012**

<u>East River</u>	<u>Participants</u>			<u>Costs</u>			<u>% of Budget Achieved</u>	
	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>	<u>Actual 1/</u>	<u>Budget</u>	<u>Difference</u>	<u>Participants</u>	<u>Costs</u>
April - October								
Residential								
Furnaces Tier 1 - 92-94% AFUE	0	2	(2)	\$0	\$300	(\$300)	0.0%	0.0%
Furnaces Tier 2 - 95+% AFUE - New	0	2	(2)	0	600	(600)	0.0%	0.0%
Furnaces Tier 2 - 95+% AFUE - Replacement	14	30	(16)	4,200	9,000	(4,800)	46.7%	46.7%
Water Heating (.62 EF)	0	2	(2)	0	100	(100)	0.0%	0.0%
Water Heating (.67 EF)	0	1	(1)	0	100	(100)	0.0%	0.0%
Programmable Thermostats	11	30	(19)	220	600	(380)	36.7%	36.7%
Energy Audits	0	5	(5)	500	980	(480)	0.0%	51.0%
Commercial								
Furnaces Tier 1 - 92-94% AFUE	0	1	(1)	0	150	(150)	0.0%	0.0%
Furnaces Tier 2 - 95+% AFUE - New	0	1	(1)	0	300	(300)	0.0%	0.0%
Furnaces Tier 2 - 95+% AFUE - Replacement	0	2	(2)	0	600	(600)	0.0%	0.0%
Custom Efficiency	0	1	(1)	0	600	(600)	0.0%	0.0%
Advertising				1,681	2,048	(367)		82.1%
Administration				580	1,785	(1,205)		32.5%
Total East River	<u>25</u>	<u>77</u>	<u>(52)</u>	<u>\$7,181</u>	<u>\$17,163</u>	<u>(\$9,982)</u>	32.5%	41.8%
January - March	33			\$6,253				
Total East River	<u>58</u>	<u>77</u>	<u>(19)</u>	<u>\$13,434</u>	<u>\$17,163</u>	<u>(\$3,729)</u>	75.3%	78.3%
Total South Dakota	<u>220</u>	<u>362</u>	<u>(142)</u>	<u>\$51,554</u>	<u>\$89,900</u>	<u>(\$38,346)</u>	60.8%	57.3%

1/ Excludes the DSM incentive amounts of \$2,020 for East River authorized in Docket No. NG11-006.