

**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 - November								
Residential								
Furnaces Tier 1 - 92-94% AFUE	4	5	(1)	\$600	\$750	(\$150)	80.0%	80.0%
Furnaces Tier 2 - 95+% AFUE - New	26	10	16	7,800	3,000	4,800	260.0%	260.0%
Furnaces Tier 2 - 95+% AFUE - Replacement	63	140	(77)	18,900	42,000	(23,100)	45.0%	45.0%
Water Heating (.62 EF)	3	15	(12)	150	750	(600)	20.0%	20.0%
Water Heating (.67 EF)	9	2	7	900	200	700	450.0%	450.0%
Programmable Thermostats	40	70	(30)	800	1,400	(600)	57.1%	57.1%
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				3,246	6,715	(3,469)		48.3%
Total Black Hills	<u>149</u>	<u>285</u>	<u>(136)</u>	<u>\$36,696</u>	<u>\$72,737</u>	<u>(\$36,041)</u>	52.3%	50.5%
January - March	57			\$12,493				
Total Black Hills	<u>206</u>	<u>285</u>	<u>(79)</u>	<u>\$49,189</u>	<u>\$72,737</u>	<u>(\$23,548)</u>	72.3%	67.6%

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

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

East River	Participants			Costs			% of Budget Achieved	
	Actual	Budget	Difference	Actual 1/	Budget	Difference	Participants	Costs
April - November								
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	17	30	(13)	5,100	9,000	(3,900)	56.7%	56.7%
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	13	30	(17)	260	600	(340)	43.3%	43.3%
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				654	1,785	(1,131)		36.6%
Total East River	<u>30</u>	<u>77</u>	<u>(47)</u>	<u>\$8,195</u>	<u>\$17,163</u>	<u>(\$8,968)</u>	39.0%	47.7%
January - March	33			\$6,253				
Total East River	<u>63</u>	<u>77</u>	<u>(14)</u>	<u>\$14,448</u>	<u>\$17,163</u>	<u>(\$2,715)</u>	81.8%	84.2%
Total South Dakota	<u>269</u>	<u>362</u>	<u>(93)</u>	<u>\$63,637</u>	<u>\$89,900</u>	<u>(\$26,263)</u>	74.3%	70.8%

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