

**Montana-Dakota Utilities Co.  
Gas Utility - South Dakota  
DSM Performance Target Financial Incentive  
Summary of Programs and Incentive Threshold  
2013 Program Year**

Program	Black Hills			East River		
	Participants	Dk Saving	Budget	Participants	Dk Saving	Budget
<b>Residential</b>						
Furnaces Tier 1 - 92-94% AFUE						
Furnaces Tier 2 - 95+% AFUE - New	15	107	\$4,500	4	28	\$1,200
Furnaces Tier 2 - 95+% AFUE - Replacement	140	1,834	42,000	35	459	10,500
Water Heating (.62 EF)						
Water Heating (.67 EF)	10	36	1,000	2	7	200
Programmable Thermostats	73	212	1,460	27	78	540
<b>Commercial</b>						
Furnaces Tier 1 - 92-94% AFUE						
Furnaces Tier 2 - 95+% AFUE - New						
Furnaces Tier 2 - 95+% AFUE - Replacement	5	115	1,500	4	92	1,200
Custom Efficiency	2	200	1,200	1	100	600
Administration & Promotion			15,092 <sup>2/</sup>			4,158 <sup>2/</sup>
<b>Total</b>	<b>245</b>	<b>2,504</b>	<b>\$66,752</b>	<b>73</b>	<b>764</b>	<b>\$18,398</b>
Energy Audits 1/	40		\$9,600	10		\$2,400
<b>Total</b>	<b>285</b>	<b>2,504</b>	<b>\$76,352</b>	<b>83</b>	<b>764</b>	<b>\$20,798</b>
<b>Incentive Range</b>						
Minimum Incentive 3/			\$3,818			\$1,040
Incentive Cap 4/			11,204			3,060

1/ The Energy Audit program does not provide dk savings.

2/ Reflects administration costs of \$8,500 and promotional costs of \$10,750 for 2013.

3/ 5% of budget as established in Docket No. NG09-001.

4/ Authorized return adjusted for taxes at 125% of budget as established in Docket No. NG09-001.