

2020 Proposed Budget  
NorthWestern Energy Natural Gas Utility  
Economic Development

| Category   | 2020 Total Budget | NG Allocation | 2020 Adjusted Budget | Customer Share without \$15,000 cap <sup>A</sup> |
|--|-------------------|---------------|----------------------|--|
| Abedeen Chamber of Commerce                            | \$ 5,720          | 30%           | \$ 1,716             | \$ 858   |
| Aberdeen Development Corporation                       | \$ 5,000          | 30%           | \$ 1,500             | \$ 750   |
| Advantage SD marketing                                 | \$ 40,000         | 30%           | \$ 12,000            | \$ 6,000   |
| Brookings Chamber of Commerce                          | \$ 1,800          | 100%          | \$ 1,800             | \$ 900   |
| Brookings Economic Development Corp.                   | \$ 5,000          | 100%          | \$ 5,000             | \$ 2,500   |
| Brookings Regional Builders Association                | \$ 350            | 100%          | \$ 350               | \$ 175   |
| Clark Area Chamber of Commerce                         | \$ 500            | 30%           | \$ 150               | \$ 75  |
| Clear Lake Chamber of Commerce                         | \$ 100            | 100%          | \$ 100               | \$ 50  |
| Deuel Area Development Corporation                     | \$ 250            | 30%           | \$ 75                | \$ 38  |
| Forward Sioux Falls                                    | \$ 20,000         | 100%          | \$ 20,000            | \$ 10,000  |
| Governor's Office of Economic Development <sup>B</sup> | \$ 16,500         | 30%           | \$ 4,950             | \$ 2,475   |
| Greater Huron Development Corp.                        | \$ 2,500          | 30%           | \$ 750               | \$ 375   |
| Groton Area Chamber of Commerce                        | \$ 270            | 100%          | \$ 270               | \$ 135   |
| Harrisburg Chamber of Commerce                         | \$ 1,000          | 100%          | \$ 1,000             | \$ 500   |
| HBA Sioux Empire                                       | \$ 300            | 100%          | \$ 300               | \$ 150   |
| Huron Chamber and Visitors Bureau                      | \$ 2,000          | 30%           | \$ 600               | \$ 300   |
| Lincoln County Econ Dev Assn.                          | \$ 500            | 100%          | \$ 500               | \$ 250   |
| Madison Area Chamber                                   | \$ 3,000          | 100%          | \$ 3,000             | \$ 1,500   |
| Marion Business & Professional Organization            | \$ 200            | 100%          | \$ 200               | \$ 100   |
| Lake Area Improvement Corp <sup>C</sup>                | \$ 10,000         | 100%          | \$ 10,000            | \$ 5,000   |
| Mitchell Area Chamber of Commerce                      | \$ 2,412          | 30%           | \$ 724               | \$ 362   |
| Mitchell Area Development Corp                         | \$ 1,090          | 30%           | \$ 327               | \$ 164   |
| Parkston Area Development                              | \$ 250            | 30%           | \$ 75                | \$ 38  |
| Parkston Commercial Club                               | \$ 100            | 30%           | \$ 30                | \$ 15  |
| Redfield Area Chamber                                  | \$ 340            | 30%           | \$ 102               | \$ 51  |
| Scotland Chamber of Commerce                           | \$ 125            | 30%           | \$ 38                | \$ 19  |
| SD Chamber of Commerce & Industry                      | \$ 3,300          | 30%           | \$ 990               | \$ 495   |
| SD Chamber Econ Dev Seminar Sponsorship                | \$ 2,500          | 30%           | \$ 750               | \$ 375   |
| Southeast Enterprise Facilitation Project              | \$ 2,000          | 100%          | \$ 2,000             | \$ 1,000   |
| Tea Economic Development Corporation                   | \$ 50             | 100%          | \$ 50                | \$ 25  |
| Webster Area Development Corporation                   | \$ 705            | 30%           | \$ 212               | \$ 106   |
| Webster Area Development Corporation                   | \$ 1,000          | 30%           | \$ 300               | \$ 150   |
| Staffing   | \$ 75,000         | 30%           | \$ 22,500            | \$ 11,250  |
| <b>TOTAL</b>   | <b>\$ 203,862</b> |               | <b>\$ 92,358</b>     | <b>\$ 46,179</b>                                 |

<sup>A</sup>NG11-003 established a cost share between the customers and company at 50/50 on an annual program of \$30,000 in expenses, capping the revenue requirement at \$15,000 total.

<sup>B</sup>GOED support is for the annual economic development conference and an all-inclusive sponsorship of the Governor's Hunt and Buffalo Roundup.

<sup>C</sup>Capital Campaign Year Two