

Montana-Dakota Utilities Co.
Case No. PU-399-01-186
Sales for Resale Margin

<u>Description</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>
1996:							
Sales for Resale Kwh	43,099,000	47,089,000	68,998,000	34,198,000	9,584,000	30,410,000	25,890,000
Revenues	\$669,023.20	\$716,303.19	\$1,075,131.85	\$492,011.15	\$138,431.30	\$546,308.94	\$463,977.06
Fuel Cost	480,821.55	498,168.27	755,686.76	378,555.23	103,463.94	357,594.02	306,504.48
Margin	\$188,201.65	\$218,134.92	\$319,445.09	\$113,455.92	\$34,967.36	\$188,714.92	\$157,472.58
Margin %	28%	30%	30%	23%	25%	35%	34%
1997:							
Sales for Resale Kwh	33,549,000	47,962,884	33,383,000	1,802,000	9,395,000	34,576,000	33,514,000
Revenues	\$668,282.30	\$849,640.58	\$571,568.00	\$40,747.50	\$148,874.00	\$569,670.53	\$864,975.65
Fuel Cost	452,226.96	520,395.09	375,298.60	27,941.99	106,474.16	416,782.28	571,802.82
Margin	\$216,055.34	\$329,245.49	\$196,269.40	\$12,805.51	\$42,399.84	\$152,888.25	\$293,172.83
Margin %	32%	39%	34%	31%	28%	27%	34%
1998:							
Sales for Resale Kwh	40,758,000	41,158,000	47,459,000	69,442,000	53,699,000	57,016,000	50,459,000
Revenues	\$713,798.50	\$753,899.50	\$835,337.85	\$1,118,367.25	\$1,200,783.70	\$1,245,261.64	\$1,209,635.88
Demand/Other Revenue						17,496.00	0.00
Fuel Cost	428,263.41	426,256.46	553,276.15	725,084.86	698,859.92	654,840.21	689,581.33
Margin	\$285,535.09	\$327,643.04	\$282,061.70	\$393,282.39	\$501,923.78	\$607,917.43	\$520,054.55
Margin %	40%	43%	34%	35%	42%	48%	43%
1999:							
Sales for Resale Kwh	80,306,000	78,158,000	110,119,000	92,440,000	87,283,000	68,950,000	66,689,000
Revenues	\$1,633,111.60	\$1,535,893.15	\$2,071,592.20	\$1,831,965.50	\$1,657,263.95	\$1,817,207.05	\$2,115,693.10
Demand/Other Revenue	0.00	0.00	0.00		45,000.00	45,000.00	45,000.00
Fuel Cost	968,070.94	874,967.67	1,150,293.92	1,018,736.75	952,531.21	1,025,787.84	1,209,373.13
Margin	\$665,040.66	\$660,925.48	\$921,298.28	\$813,228.75	\$749,732.74	\$836,419.21	\$951,319.97
Margin %	41%	43%	44%	44%	44%	45%	44%

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2000:							
Sales for Resale Kwh	75,705,000	96,622,848	84,450,000	54,665,000	59,466,624	87,269,000	55,742,000
Revenues	\$1,675,302.65	\$1,906,357.25	\$1,640,229.15	\$996,686.00	\$1,200,523.94	\$2,477,281.45	\$1,787,453.10
Demand/Other Revenue	0.00	0.00	0.00	0.00	0.00	240,000.00	120,000.00
Demand/Other Cost	0.00	0.00	0.00	0.00	0.00	106,666.66	53,333.33
Fuel Cost	1,204,391.86	1,086,355.37	919,542.09	618,452.00	605,941.62	1,305,411.80	1,262,405.51
Margin	\$470,910.79	\$820,001.88	\$720,687.06	\$378,234.00	\$594,582.32	\$1,305,202.99	\$591,714.26
Margin %	28%	43%	44%	38%	50%	48%	31%

2001							
Sales for Resale Kwh	83,940,000	85,312,848	98,385,000	82,021,000	50,891,000		
Revenues	\$2,336,055.40	\$2,212,103.56	\$2,678,562.15	\$2,274,681.50	\$1,345,245.30		
Demand/Other Revenue	33,333.33	33,333.33	33,333.33	33,333.35	0.00		
Demand/Other Cost	0.00	0.00	0.00	0.00	0.00		
Insurance Recovery	0.00	917,792.00	0.00	(179,467.60)	72,516.34		
Fuel Cost	1,020,048.17	966,638.30	1,113,920.59	938,822.67	885,792.84		
Margin	\$1,349,340.56	\$2,196,590.59	\$1,597,974.89	\$1,189,724.58	\$531,968.80		
Margin %	57%	98%	59%	52%	40%		

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<u>Description</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Total</u>
1996:						
Sales for Resale Kwh	18,244,000	12,013,826	4,500,638	31,737,616	48,771,000	374,535,080
Revenues	\$342,243.97	\$250,770.57	\$89,503.70	\$609,286.94	\$860,539.11	\$6,253,530.98
Fuel Cost	230,843.52	168,202.46	63,783.51	420,590.63	573,450.51	4,337,664.88
Margin	\$111,400.45	\$82,568.11	\$25,720.19	\$188,696.31	\$287,088.60	\$1,915,866.10
Margin %	33%	33%	29%	31%	33%	31%
1997:						
Sales for Resale Kwh	6,563,813	30,534,000	29,218,616	42,451,000	59,004,232	361,953,545
Revenues	\$170,592.93	\$524,535.25	\$548,992.20	\$920,598.35	\$1,145,722.19	\$7,024,199.48
Fuel Cost	112,046.72	375,590.25	380,486.83	521,839.07	671,321.66	4,532,206.43
Margin	\$58,546.21	\$148,945.00	\$168,505.37	\$398,759.28	\$474,400.53	\$2,491,993.05
Margin %	34%	28%	31%	43%	41%	35%
1998:						
Sales for Resale Kwh	35,733,080	26,003,616	21,977,000	66,180,000	76,655,000	586,539,696
Revenues	\$840,454.76	\$550,019.35	\$438,990.60	\$1,368,436.15	\$1,584,417.00	\$11,859,402.18
Demand/Other Revenue	0.00	0.00	0.00	0.00	0.00	17,496.00
Fuel Cost	530,818.86	360,616.30	266,743.59	857,315.18	868,514.38	7,060,170.65
Margin	\$309,635.90	\$189,403.05	\$172,247.01	\$511,120.97	\$715,902.62	\$4,816,727.53
Margin %	37%	34%	39%	37%	45%	41%
1999:						
Sales for Resale Kwh	61,202,616	59,340,000	72,200,000	83,644,000	83,189,000	943,520,616
Revenues	\$1,820,146.61	\$1,106,080.45	\$1,172,225.00	\$1,487,567.50	\$1,457,582.90	\$19,706,329.01
Demand/Other Revenue	45,000.00	45,000.00	45,000.00			270,000.00
Fuel Cost	882,060.82	642,217.38	678,264.81	933,575.15	867,600.46	11,203,480.08
Margin	\$983,085.79	\$508,863.07	\$538,960.19	\$553,992.35	\$589,982.44	\$8,772,848.93
Margin %	53%	44%	44%	37%	40%	44%

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2000:						
Sales for Resale Kwh	66,350,000	100,316,000	112,189,000	66,611,000	70,932,000	930,318,472
Revenues	\$2,235,064.80	\$2,100,033.20	\$2,199,392.30	\$1,793,521.60	\$1,826,411.40	\$21,838,256.84
Demand/Other Revenue	120,000.00	120,000.00	120,000.00	33,333.33	33,333.33	786,666.66
Demand/Other Cost	53,333.33	53,333.33	53,333.33	0.00	0.00	319,999.98
Fuel Cost	1,123,688.59	1,135,336.50	1,322,645.55	863,247.32	939,160.18	12,386,578.39
Margin	\$1,178,042.88	\$1,031,363.37	\$943,413.42	\$963,607.61	\$920,584.55	\$9,918,345.13
Margin %	50%	46%	41%	53%	50%	44%
2001						
Sales for Resale Kwh						400,549,848
Revenues						\$10,846,647.91
Demand/Other Revenue						133,333.34
Demand/Other Cost						0.00
Insurance Recovery						
Fuel Cost						4,925,222.57
Margin						\$6,054,758.68
Margin %						55%