

Montana-Dakota Utilities Co.
Case No. PU-399-01-186
Sales for Resale Statistics
(000's Omitted)

Description	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
<i>1996:</i>									
kWh Sales for Resale	43,099	47,089	68,998	34,198	9,584	30,410	25,890	18,244	12,014
Revenues	\$669	\$716	\$1,075	\$492	\$138	\$546	\$464	\$342	\$251
Fuel Cost	481	498	756	379	103	358	307	231	168
Margin	\$188	\$218	\$319	\$113	\$35	\$188	\$157	\$111	\$83
Margin %	28%	30%	30%	23%	25%	34%	34%	32%	33%
<i>1997:</i>									
kWh Sales for Resale	33,549	47,963	33,383	1,802	9,395	34,576	33,514	6,564	30,534
Revenues	\$668	\$850	\$571	\$41	\$149	\$569	\$865	\$170	\$525
Fuel Cost	452	520	375	28	106	417	572	112	376
Margin	\$216	\$330	\$196	\$13	\$43	\$152	\$293	\$58	\$149
Margin %	32%	39%	34%	32%	29%	27%	34%	34%	28%
<i>1998:</i>									
kWh Sales for Resale	40,758	41,158	47,459	69,442	53,699	57,016	50,459	35,733	26,004
Revenues	\$714	\$754	\$835	\$1,118	\$1,201	\$1,245	\$1,210	\$840	\$550
Demand/Other Revenue						17	0	0	0
Fuel Cost	428	426	553	725	699	655	690	531	361
Margin	\$286	\$328	\$282	\$393	\$502	\$607	\$520	\$309	\$189
Margin %	40%	44%	34%	35%	42%	48%	43%	37%	34%
<i>1999:</i>									
kWh Sales for Resale	80,306	78,158	110,119	92,440	87,283	68,950	66,689	61,203	59,340
Revenues	\$1,633	\$1,536	\$2,071	\$1,832	\$1,657	\$1,817	\$2,116	\$1,820	\$1,106
Demand/Other Revenue	-	-	-		45	45	45	45	45
Fuel Cost	968	875	1,150	1,019	952	1,026	1,209	882	642
Margin	\$665	\$661	\$921	\$813	\$750	\$836	\$952	\$983	\$509
Margin %	41%	43%	44%	44%	44%	45%	44%	53%	44%
<i>2000:</i>									
kWh Sales for Resale	75,705	96,623	84,450	54,665	59,467	87,269	55,742	66,350	100,316
Revenues	\$1,675	\$1,906	\$1,640	\$997	\$1,201	\$2,477	\$1,788	\$2,235	\$2,100
Demand/Other Revenue	0	0	0	0	0	240	120	120	120
Demand/Other Cost	0	0	0	0	0	107	53	53	53
Fuel Cost	1,204	1,086	920	618	606	1,306	1,262	1,124	1,135
Margin	\$471	\$820	\$720	\$379	\$595	\$1,304	\$593	\$1,178	\$1,032
Margin %	28%	43%	44%	38%	50%	48%	31%	50%	46%
<i>2001</i>									
kWh Sales for Resale	83,940	85,313	98,385	82,021	50,891	47,452	59,469	67,521	74,006
Revenues	\$2,336	\$2,212	\$2,679	\$2,274	\$1,345	\$2,089	\$3,582	\$4,085	\$1,437
Demand/Other Revenue	33	33	33	34	-				
Demand/Other Cost	-	-	-	-	-			280	
Insurance Recovery	-	918	-	(179)	72				
Fuel Cost	1,020	967	1,114	939	886	692	942	1,115	793
Margin	\$1,349	\$2,196	\$1,598	\$1,190	\$531	\$1,397	\$2,640	\$2,690	\$644
Margin %	57%	98%	59%	52%	39%	67%	74%	66%	45%
<i>2002</i>									
kWh Sales for Resale	92,964	58,020	75,613	70,366	68,254	61,172	46,205	69,905	37,476
Revenues	\$1,644	\$996	\$1,446	\$1,471	\$1,294	\$1,052	\$1,110	\$1,338	\$699
Fuel Cost	\$1,022	\$621	\$826	\$742	\$753	\$729	\$613	\$805	\$536
Margin	\$622	\$375	\$620	\$729	\$541	\$323	\$497	\$533	\$163
Margin %	38%	38%	43%	50%	42%	31%	45%	40%	23%
<i>2003</i>									
kWh Sales for Resale	86,863	72,673	91,855	23,269	44,802	54,855			
Revenues	\$ 2,239	\$ 2,194	\$2,569	\$544	\$1,048	\$1,561			
Fuel Cost	1,151	1,025	1,201	332	575	729			
Margin	\$1,088	\$1,169	\$1,368	\$212	\$473	\$832			

Margin %

49%

53%

53%

39%

45%

53%

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<u>Description</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Total</u>
<i>1996:</i>				
kWh Sales for Resale	4,501	31,738	48,770	374,535
Revenues	\$90	\$609	\$861	\$6,253
Fuel Cost	64	421	572	4,338
Margin	\$26	\$188	\$289	\$1,915
Margin %	29%	31%	34%	31%
<i>1997:</i>				
kWh Sales for Resale	29,219	42,451	59,004	361,954
Revenues	\$549	\$921	\$1,146	\$7,024
Fuel Cost	380	522	672	4,532
Margin	\$169	\$399	\$474	\$2,492
Margin %	31%	43%	41%	35%
<i>1998:</i>				
kWh Sales for Resale	21,977	66,180	76,655	586,540
Revenues	\$439	\$1,368	\$1,585	\$11,859
Demand/Other Revenue	0	0	0	17
Fuel Cost	267	857	868	7,060
Margin	\$172	\$511	\$717	\$4,816
Margin %	39%	37%	45%	41%
<i>1999:</i>				
kWh Sales for Resale	72,200	83,644	83,189	943,521
Revenues	\$1,172	\$1,488	\$1,458	\$19,706
Demand/Other Revenue	45			270
Fuel Cost	678	934	868	11,203
Margin	\$539	\$554	\$590	\$8,773
Margin %	44%	37%	40%	44%
<i>2000:</i>				
kWh Sales for Resale	112,189	66,611	70,931	930,318
Revenues	\$2,199	\$1,794	\$1,826	\$21,838
Demand/Other Revenue	120	33	34	787
Demand/Other Cost	54	0	0	320
Fuel Cost	1,323	863	940	12,387
Margin	\$942	\$964	\$920	\$9,918
Margin %	41%	53%	49%	44%
<i>2001</i>				
kWh Sales for Resale	80,514	80,066	88,600	898,178
Revenues	\$1,576	\$1,530	\$1,607	\$26,752
Demand/Other Revenue				133
Demand/Other Cost			178	458
Insurance Recovery				811
Fuel Cost	984	891	957	11,300
Margin	\$592	\$639	\$472	\$15,938
Margin %	38%	42%	29%	59%
<i>2002</i>				
kWh Sales for Resale	32,582	92,868	79,105	784,530
Revenues	\$661	\$1,900	\$1,752	\$15,363
Fuel Cost	\$476	\$1,207	\$1,050	\$9,380
Margin	\$185	\$693	\$702	\$5,983
Margin %	28%	36%	40%	39%
<i>2003</i>				
kWh Sales for Resale				374,317
Revenues				\$10,155
Fuel Cost				\$5,013
Margin				\$5,142

Margin %

51%