

Operating Income

(000's)

<u>Line</u>	<u>Item</u>	<u>2004</u> <u>Total NSP</u>	<u>2004</u> <u>ND Juris.</u>	<u>ND %</u>	<u>2003</u> <u>ND Juris.</u>	<u>Annual</u> <u>Change</u>
<u>Operating Revenues:</u>						
1	Residential	\$758,910	\$46,803	6.2%	\$46,572	0.5%
2	Small Comm. & Ind.	\$854,195	\$54,076	6.3%	\$52,029	3.9%
3	Large Comm. & Ind.	\$474,518	\$15,102	3.2%	\$13,475	12.1%
4	Str. Lighting/Municipal	\$26,862	\$1,934	7.2%	\$1,876	3.1%
5	Interchange/Other Oper	<u>\$575,402</u>	<u>\$34,193</u>	<u>5.9%</u>	<u>\$30,194</u>	<u>13.2%</u>
6	Total Revenues:	\$2,689,888	\$152,109	5.7%	\$144,146	5.5%
<u>Operating Expenses:</u>						
7	Production	\$1,398,266	\$82,262	5.9%	\$74,919	9.8%
8	Transmission	\$105,774	\$6,190	5.9%	\$5,862	5.6%
9	Distribution	\$92,031	\$4,310	4.7%	\$4,762	-9.5%
10	Customer Billing	\$54,572	\$3,877	7.1%	\$3,861	0.4%
11	Customer Service	\$52,282	\$270	0.5%	\$385	-29.9%
12	Sales & Marketing	\$1,245	\$73	5.9%	\$84	-13.1%
13	Admin. & General	\$149,538	\$9,510	6.4%	\$9,394	1.2%
14	Depreciation	\$304,740	\$17,091	5.6%	\$18,511	-7.7%
15	Property Taxes	\$97,955	\$5,173	5.3%	\$5,222	-0.9%
16	Other General Taxes	\$50,393	\$2,540	5.0%	\$2,584	-1.7%
17	Income Taxes	\$98,924	\$6,167	6.2%	\$6,512	-5.3%
18	Deferred Income Taxes	<u>\$10,645</u>	<u>(\$396)</u>	<u>-3.7%</u>	<u>(\$1,532)</u>	<u>-74.2%</u>
19	Total Expenses:	\$2,416,365	\$137,067	5.7%	\$130,563	5.0%
20	Regulated Operating Income	\$273,523	\$15,042	5.5%	\$13,583	10.7%

Notes:

Regulated operating income shown above does not reflect any shared earnings adjustments.