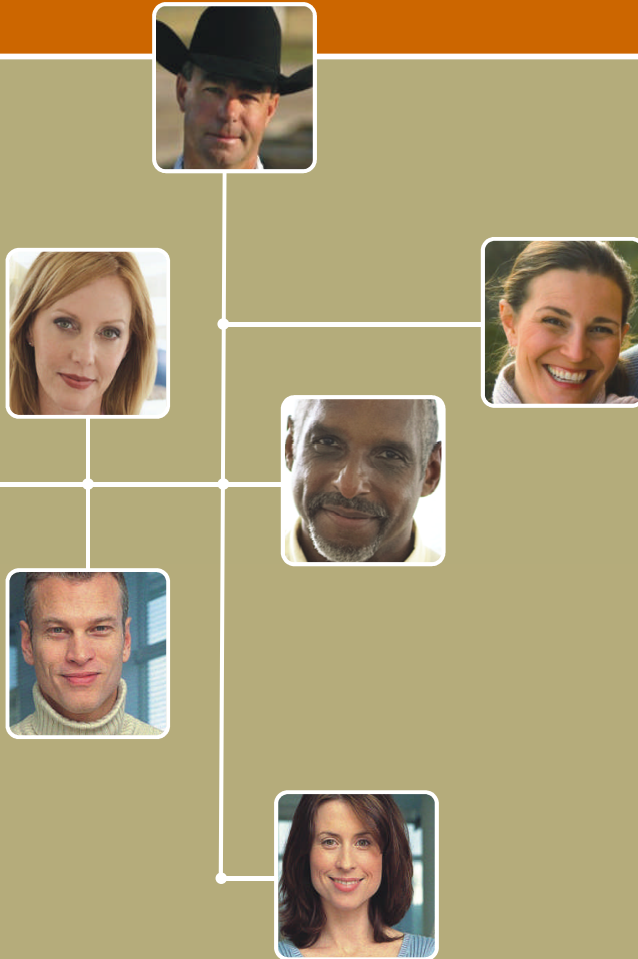


BLACKHILLSCORPORATION

THE CUSTOMER COUNTS

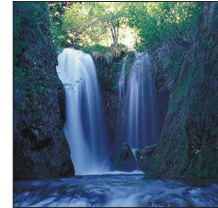
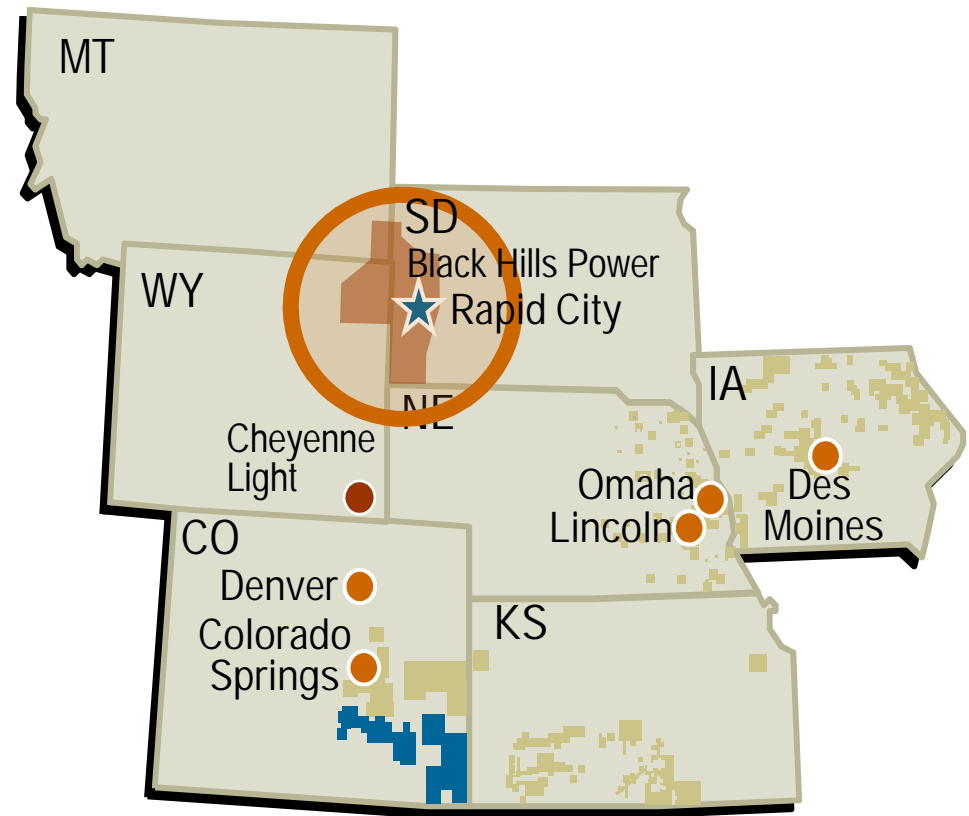


Presentation to
Colorado
Efficiency Utility
Exchange



Black Hills Corporation

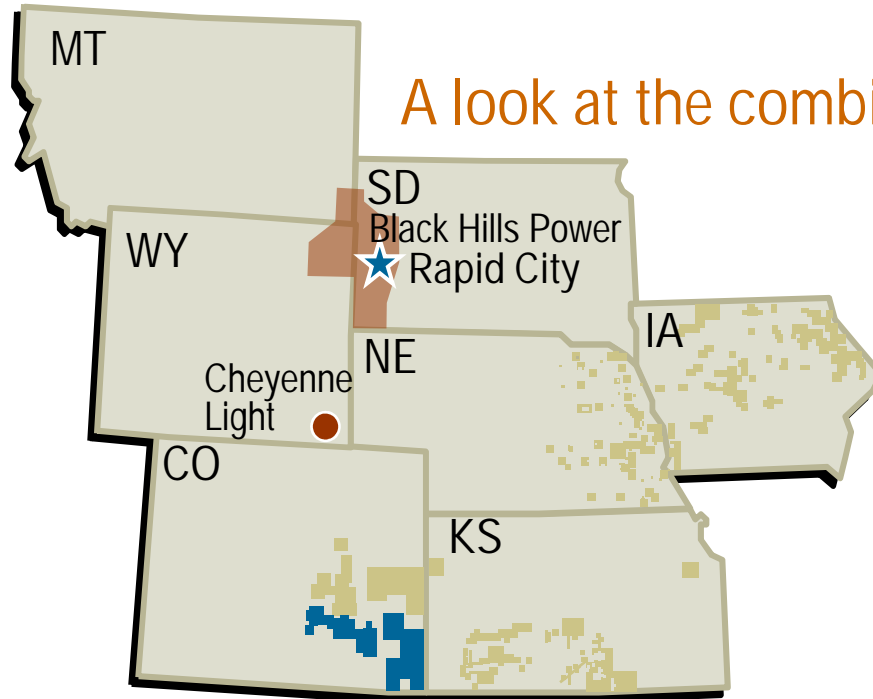
- 125-year service legacy with strong brand identity and reputation for community volunteerism and Leadership
- Energy operations in 12 states
 - Regulated utilities in 7 states
 - Natural gas and electric
 - Employees: ~1,200
 - Utility customers: ~753,000
- Non-regulated operations:
 - Oil and gas production
 - Coal mining
 - Power generation
 - Energy marketing



Who are we...



A look at the combined utility asset base



- Regulated utilities
- Seven adjoining states with similar demographics
- Consolidation of certain functions while retaining quality of service
- Recently acquired Aquila properties—now called Black Hills Energy

DESCRIPTION OF UTILITIES

Utility	Number of Customers	Annual Energy Sales
Black Hills Power	65,000	3.1 million MWH
Cheyenne Light (electric)	39,000	0.9 million MWH
Cheyenne Light (gas)	33,000	8.1 BCF
Subtotal, existing	137,000	4.0 million MWH 8.1 BCF
Colorado Electric (■)	93,000	2.0 million MWH
Colorado Gas (■)	68,000	7.1 BCF
Kansas Gas (■)	108,000	22.5 BCF
Nebraska Gas (■)	198,000	18.0 BCF
Iowa Gas (■)	149,000	27.3 BCF
Subtotal, new	616,000	2.0 million MWH 74.9 BCF
Total, combined	753,000	6.0 million MWH 83.0 BCF

THE CUSTOMER COUNTS



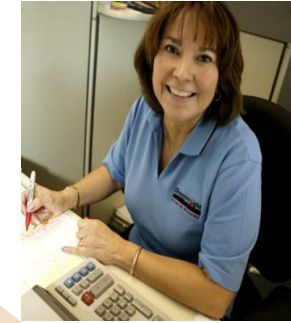
DSM & Energy
Efficiency

Energy Efficiency Programs



Energy Efficiency Incentives

- Demand Rates
- Natural Gas Furnaces
- Heat Pumps
- Water Heater
- Programmable Thermostats
- Energy Audits



Communication

- Customer Newsletters
- Community Presentations
- Advertising
- Press Releases
- Community Home & Garden Shows

Trade Ally

- Electro-Technology Expo
- Realtor Training
- Demand Control Training
- Heat Loss Training
- HVAC Training
- Cooperative Advertising

Partnerships

- Energy Efficiency Awareness Day
- WHP Energy Alliance
- SDPUC Energy Smart Initiative
- Wyoming Home Performance w/Energy Star
- Weatherization Program



Utility strategy and philosophy

- Superior customer service
- Productivity increases and cost containment
- Safety
- Regulatory relationships
- Environmental stewardship
- Employee development
- Encourage innovation
- Community relationships
- Regional growth with opportunity for integration



Black Hills Corporation

