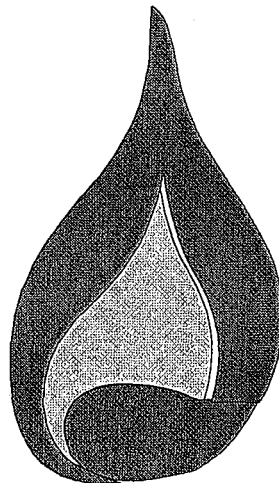


YEAR ENDING 2011

ANNUAL REPORT  
OF  
NorthWestern Energy

GAS UTILITY



TO THE  
PUBLIC SERVICE COMMISSION  
STATE OF MONTANA  
1701 PROSPECT AVENUE  
P.O. BOX 202601  
HELENA, MT 59620-2601

# Gas Annual Report

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| Sch. 1 | IDENTIFICATION  |                            |
|--------|---|----------------------------|
| 1      | Legal Name of Respondent:   | NorthWestern Corporation   |
| 2      | Name Under Which Respondent Does Business:  | NorthWestern Energy        |
| 3      | Date Utility Service First Offered in Montana:  | Electricity - Dec 12, 1912 |
| 4      |   | Natural Gas - Jan 01, 1933 |
| 5      |   | Propane - Oct 13, 1995     |
| 6      | Person Responsible for Report:  | Kendall G. Kliever         |
| 7      | Telephone Number for Report Inquiries:  | (406) 497-2759             |
| 8      | Address for Correspondence Concerning Report:   | 40 East Broadway Street    |
| 9      |   | Butte, MT 59701            |
| 10     | If direct control over respondent is held by another entity, provide below the name, address, means by which control is held and percent ownership of controlling entity: |                            |
| 11     | N/A   |                            |
| 12     |   |                            |
| 13     |   |                            |
| 14     |   |                            |
| 15     |   |                            |
| 16     |   |                            |
| 17     |   |                            |
| 18     |   |                            |

| Sch. 2 | BOARD OF DIRECTORS  |              |
|--------|---|--------------|
|        | Director's Name & Address (City, State)                   | Remuneration |
| 1      |   |              |
| 2      |   |              |
| 3      | See Northwestern Corporation's Annual Report on Form 10-K |              |
| 4      | to the SEC for the Corporate Board of Directors.          |              |
| 5      |   |              |
| 6      |   |              |
| 7      |   |              |
| 8      |   |              |
| 9      |   |              |
| 10     |   |              |
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| 33     |   |              |
| 34     |   |              |
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| 38     |   |              |
| 39     |   |              |
| 40     |   |              |
| 41     |   |              |
| 42     |   |              |
| 43     |   |              |

| Sch. 3 | OFFICERS  |   |                  |
|--------|---|---|------------------|
|        | Title   | Department Supervised                           | Name             |
| 1      |   |   |                  |
| 2      |   |   |                  |
| 3      |   |   |                  |
| 4      | President & Chief Executive Officer               | Executive                                       | Robert Rowe      |
| 5      |   |   |                  |
| 6      |   |   |                  |
| 7      | Vice President,                                   | Tax, Internal Audit, Credit                     | Brian Bird       |
| 8      | Chief Financial Officer and Treasurer             | Financial Planning and Analysis                 |                  |
| 9      |   | Controller and Treasury Functions               |                  |
| 10     |   | Investor Relations and Business Development     |                  |
| 11     |   | Cash Management and Financial Applications      |                  |
| 12     |   | Business Technology                             |                  |
| 13     |   | Energy Risk Management                          |                  |
| 14     |   | Flight Services, Executive Compensation         |                  |
| 15     |   |   |                  |
| 16     | Vice President,                                   | Legal Services                                  | Heather Grahame  |
| 17     | General Counsel                                   | Corporate Secretary                             |                  |
| 18     |   | Records Management                              |                  |
| 19     |   | Risk Management                                 |                  |
| 20     |   |   |                  |
| 21     | Vice President,                                   | Distribution Operations - MT/SD/NE              | Curt Pohl        |
| 22     | Distribution Operations                           | Construction, Asset Management                  |                  |
| 23     |   | Organizational Development & Labor Relations    |                  |
| 24     |   | Distribution Infrastructure                     |                  |
| 25     |   | Safety/Health/Environmental Services            |                  |
| 26     |   | Support Services                                |                  |
| 27     |   |   |                  |
| 28     | Vice President,                                   | Electric Transmission Engineering & Planning    | Michael Cashell  |
| 29     | Transmission                                      | Gas Transmission & Storage                      |                  |
| 30     |   | Transmission Services                           |                  |
| 31     |   | Systems Operations Control Center               |                  |
| 32     |   | Transmission Business Development, Performance, |                  |
| 33     |   | and Analysis                                    |                  |
| 34     |   | FERC Compliance                                 |                  |
| 35     |   | Mountain States Transmission Intertie Project   |                  |
| 36     |   |   |                  |
| 37     | Vice President,                                   | Production & Generation Operations              | John Hines       |
| 38     | Supply  | Energy Supply Planning, Regulatory, &           |                  |
| 39     |   | Marketing                                       |                  |
| 40     |   | Energy Supply Long-Term Growth                  |                  |
| 41     |   |   |                  |
| 42     | Vice President,                                   | Government & Regulatory Affairs                 | Patrick Corcoran |
| 43     | Government & Regulatory Affairs                   |   |                  |
| 44     |   |   |                  |
| 45     | Vice President,                                   | Corporate Communications                        | Bobbi Schroeppel |
| 46     | Customer Care, Communications &                   | Account and Analysis                            |                  |
| 47     | Human Resources                                   | Infrastructure Systems and Support              |                  |
| 48     |   | Customer Care                                   |                  |
| 49     |   | Key Accounts/Customer Education                 |                  |
| 50     |   | Human Resources                                 |                  |
| 51     |   |   |                  |
| 52     | Chief Audit & Compliance Officer                  | Internal Audit                                  | Michael Nieman   |
| 53     |   | Enterprise Risk                                 |                  |
| 54     |   |   |                  |
| 55     | Vice President, Controller                        | Financial Reporting                             | Kendall Kliewer  |
| 56     |   | Accounting                                      |                  |
| 57     |   | Accounts Payable/Payroll                        |                  |
| 58     |   | Compensation and Benefits                       |                  |
| 59     |   |   |                  |
| 60     |   |   |                  |
|        | Reflects active officers as of December 31, 2011. |   |                  |

| Sch. 4  | CORPORATE STRUCTURE |   |                |            |
|---|---------------------|---|----------------|------------|
| Subsidiary/Company Name   |                     | Line of Business  | Earnings (000) | % of Total |
| Regulated Operations (Jurisdictional & Non-Jurisdictional)  |                     |   | \$ 92,851      | 100.32%    |
| NorthWestern Corporation:   |                     |   |                |            |
| Montana Utility Operations  |                     | Electric Utility<br>Natural Gas Utility<br>Natural Gas Pipeline (including CMP)<br>Propane Utility<br>Natural Gas Funding Trust -<br>(Bond Transition Financing) 1/ |                |            |
| South Dakota Utility Operations   |                     | Electric Utility<br>Natural Gas Utility   |                |            |
| Nebraska Utility Operations   |                     | Natural Gas Utility   |                |            |
| Unregulated Operations  |                     |   | \$ (295)       | -0.32%     |
| Direct Subsidiaries:  |                     |   |                |            |
| NorthWestern Services, LLC  |                     | Nonregulated natural gas marketing,<br>property management  |                |            |
| Clark Fork and Blackfoot, LLC   |                     | Former Milltown hydroelectric facility  |                |            |
| NorthWestern Investments, LLC   |                     | Holds non-utility assets  |                |            |
| Risk Partners Assurance, Ltd.   |                     | Captive insurance company   |                |            |
| Mountain States Transmission Intertie, LLC  |                     | Will hold new transmission<br>infrastructure assets   |                |            |
| Indirect Subsidiaries:  |                     |   |                |            |
| Montana Generation, LLC   |                     | Non-regulated energy marketing  |                |            |
| Total Corporation   |                     |   | \$ 92,556      | 100.00%    |
| 1/ While the Natural Gas Funding Trust (the Trust) is regulated by the MPSC and information pertaining to the Trust is reported to the MPSC on a semi-annual basis, it is reflected on the equity basis in this presentation. |                     |   |                |            |

## CORPORATE ALLOCATIONS

|    | Departments Allocated        | Description of Services                                       | Allocation Method                         | \$ to MT EI &<br>Gas Utilities | MT %   | \$ to Other  |
|----|------------------------------|---|---|--------------------------------|--------|--------------|
| 1  |                              |   |   |                                |        |              |
| 2  |                              |   |   |                                |        |              |
| 3  |                              |   |   |                                |        |              |
| 4  | Controller                   | Includes the following departments: Controller, Accounting    | Overhead costs not charged directly are   | \$32,144,468                   | 84.73% | \$5,792,496  |
| 5  |                              | Accounts Payable, Payroll, Financial Reporting                | typically allocated based on a 3-factor   |                                |        |              |
| 6  |                              | and Compensation & Benefits                                   | formula consisting of gross plant, labor, |                                |        |              |
| 7  |                              |   | and margin.                               |                                |        |              |
| 8  |                              |   |   |                                |        |              |
| 9  | Customer Care                | Includes the following departments:                           | Overhead costs not charged directly are   | 20,511,137                     | 76.34% | 6,357,423    |
| 10 |                              | Customer Care Combined, Customer Care SD&NE                   | typically allocated based on a 3-factor   |                                |        |              |
| 11 |                              | CC MT, Business Develop, Corp Communications & Contributions, | formula consisting of gross plant, labor, |                                |        |              |
| 12 |                              | Human Resources and Print Services                            | and margin.                               |                                |        |              |
| 13 |                              |   |   |                                |        |              |
| 14 | Legal Department             | Includes the following departments:                           | Overhead costs not charged directly are   | 12,746,518                     | 85.79% | 2,111,024    |
| 15 |                              | Chief Legal, Record Services, Risk Management                 | typically allocated based on a 3-factor   |                                |        |              |
| 16 |                              |   | formula consisting of gross plant, labor, |                                |        |              |
| 17 |                              |   | and margin.                               |                                |        |              |
| 18 |                              |   |   |                                |        |              |
| 19 | Finance                      | Includes the following departments: CFO, Treasury, FP&A       | Overhead costs not charged directly are   | 14,103,644                     | 74.14% | 4,920,407    |
| 20 |                              | Tax , Investor Relations, Corporate Aircraft,                 | typically allocated based on a 3-factor   |                                |        |              |
| 21 |                              | Business Technology Applications, Security, Data Center,      | formula consisting of gross plant, labor, |                                |        |              |
| 22 |                              | Project Management & Asset Control and Capital Related Exp.   | and margin.                               |                                |        |              |
| 23 |                              |   |   |                                |        |              |
| 24 | Regulatory and Gov't Affairs | Includes the following departments:                           | Overhead costs not charged directly are   | 3,858,396                      | 83.59% | 757,460      |
| 25 |                              | Regulatory Affairs, Load Research,                            | typically allocated based on a 3-factor   |                                |        |              |
| 26 |                              | Government Affairs, Regulatory Support Services,              | formula consisting of gross plant, labor, |                                |        |              |
| 27 |                              | Community Relations and Public Affairs                        | and margin.                               |                                |        |              |
| 28 |                              |   |   |                                |        |              |
| 29 | Executive Department         | Includes the following departments:                           | Overhead costs not charged directly are   | 2,979,188                      | 71.19% | 1,205,667    |
| 30 |                              | CEO and Board of Directors                                    | typically allocated based on a 3-factor   |                                |        |              |
| 31 |                              |   | formula consisting of gross plant, labor, |                                |        |              |
| 32 |                              |   | and margin.                               |                                |        |              |
| 33 |                              |   |   |                                |        |              |
| 34 | Audit & Controls             | Includes the following departments:                           | Overhead costs not charged directly are   | 750,134                        | 73.00% | 277,447      |
| 35 |                              | Internal Audit and Enterprise Risk Management                 | typically allocated based on a 3-factor   |                                |        |              |
| 36 |                              |   | formula consisting of gross plant, labor, |                                |        |              |
| 37 |                              |   | and margin.                               |                                |        |              |
| 38 |                              |   |   |                                |        |              |
| 39 | Distribution                 | Includes the following departments:                           | Overhead costs not charged directly are   | 528,871                        | 73.00% | 195,610      |
| 40 |                              | Sioux Falls Facilities and Mail Services                      | typically allocated based on a 3-factor   |                                |        |              |
| 41 |                              |   | formula consisting of gross plant, labor, |                                |        |              |
| 42 |                              |   | and margin.                               |                                |        |              |
| 43 |                              |   |   |                                |        |              |
| 44 | TOTAL                        |   |   | \$87,622,356                   | 80.21% | \$21,617,534 |



| Sch. 6 | AFFILIATE TRANSACTIONS - PRODUCTS & SERVICES PROVIDED TO UTILITY |                     |                           |                    |                        |                       |
|--------|--|---------------------|---------------------------|--------------------|------------------------|-----------------------|
|        | Affiliate Name   | Products & Services | Method to Determine Price | Charges to Utility | % of Total Affil. Rev. | Charges to MT Utility |
| 1      | Nonutility Subsidiaries  |                     |                           |                    |                        |                       |
| 2      |  |                     |                           |                    |                        |                       |
| 3      |  |                     |                           |                    |                        |                       |
| 4      |  |                     |                           |                    |                        |                       |
| 5      |  |                     |                           |                    |                        |                       |
| 6      |  |                     |                           |                    |                        |                       |
| 7      |  |                     |                           |                    |                        |                       |
| 8      |  |                     |                           |                    |                        |                       |
| 9      | Total Nonutility Subsidiaries                                    |                     |                           | \$0                |                        | \$0                   |
| 10     | Total Nonutility Subsidiaries Revenues                           |                     |                           | \$0                |                        |                       |
| 11     |  |                     |                           |                    |                        |                       |
| 12     |  |                     |                           |                    |                        |                       |
| 13     | Utility Subsidiaries   |                     |                           |                    |                        |                       |
| 14     | Canadian-Montana Pipeline Corporation                            | Transportation      | Tariff Rates              | \$29,400           | 20.2%                  | \$29,400              |
| 15     | Total Utility Subsidiaries                                       |                     |                           | \$29,400           |                        | \$29,400              |
| 16     | Total Utility Subsidiaries Revenues                              |                     |                           | \$2,473,186        |                        |                       |
| 17     | TOTAL AFFILIATE TRANSACTIONS                                     |                     |                           | \$29,400           |                        | \$29,400              |

| Sch. 7 | AFFILIATE TRANSACTIONS - PRODUCTS & SERVICES PROVIDED BY UTILITY |                               |                           |                      |                        |                        |
|--------|--|-------------------------------|---------------------------|----------------------|------------------------|------------------------|
|        | Affiliate Name   | Products & Services           | Method to Determine Price | Charges to Affiliate | % of Total Affil. Exp. | Revenues to MT Utility |
| 1      | Nonutility Subsidiaries  |                               |                           |                      |                        |                        |
| 2      |  |                               |                           |                      |                        |                        |
| 3      |  |                               |                           |                      |                        |                        |
| 4      |  |                               |                           |                      |                        |                        |
| 5      |  |                               |                           |                      |                        |                        |
| 6      |  |                               |                           |                      |                        |                        |
| 7      |  |                               |                           |                      |                        |                        |
| 8      |  |                               |                           |                      |                        |                        |
| 9      | Total Nonutility Subsidiaries                                    |                               |                           | \$0                  |                        | \$0                    |
| 10     | Total Nonutility Subsidiaries Expenses                           |                               |                           | \$344                |                        |                        |
| 11     |  |                               |                           |                      |                        |                        |
| 12     |  |                               |                           |                      |                        |                        |
| 13     | Utility Subsidiaries   |                               |                           |                      |                        |                        |
|        | Natural Gas Funding Trust  | Metering and billing services | Negotiated Contract Rate  | \$1,000,000          | 94.9%                  | \$1,000,000            |
| 14     | Total Utility Subsidiaries                                       |                               |                           | \$1,000,000          |                        | \$1,000,000            |
| 15     | Total Utility Subsidiaries Expenses                              |                               |                           | \$1,065,228          |                        |                        |
| 16     | TOTAL AFFILIATE TRANSACTIONS                                     |                               |                           | \$1,000,000          |                        | \$1,000,000            |

Sch. 8

## MONTANA UTILITY INCOME STATEMENT - NATURAL GAS (INCLUDES CMP)

| Account Number & Title |  | This Year Cons.<br>Utility | Non Jurisdictional<br>Adjustments | This Year<br>Montana | Last Year<br>Montana | % Change       |
|------------------------|--|----------------------------|-----------------------------------|----------------------|----------------------|----------------|
| 1                      | 400 Operating Revenues   | \$ 315,329,572             | \$ 92,960,425                     | \$ 222,369,147       | \$ 207,227,712       | 7.31%          |
| 2                      |  |                            |                                   |                      |                      |                |
| 3                      |  |                            |                                   |                      |                      |                |
| 4                      | <b>Total Operating Revenues</b>  | <b>315,329,572</b>         | <b>92,960,425</b>                 | <b>222,369,147</b>   | <b>207,227,712</b>   | <b>7.31%</b>   |
| 5                      |  |                            |                                   |                      |                      |                |
| 6                      | <b>Operating Expenses</b>  |                            |                                   |                      |                      |                |
| 7                      |  |                            |                                   |                      |                      |                |
| 8                      | 401 Operation Expense  | 224,915,826                | 74,931,442                        | 149,984,384          | 137,524,445          | 9.06%          |
| 9                      | 402 Maintenance Expense  | 8,449,444                  | 1,635,478                         | 6,813,966            | 5,820,806            | 17.06%         |
| 10                     | 403 Depreciation Expense   | 18,686,673                 | 5,668,371                         | 13,018,302           | 12,251,308           | 6.26%          |
| 11                     | 404-405 Amort. & Depletion of Gas Plant  | 2,594,656                  | 297,637                           | 2,297,019            | 1,928,363            | 19.12%         |
| 12                     | 406 Amort. of Plant Acquisition Adj.   | (2,286,206)                | (2,286,206)                       | -                    | -                    | -              |
| 13                     | 407.3 Regulatory Amortizations - Debit   | 13,899,147                 | 1,360,113                         | 12,539,034           | 10,619,460           | 18.08%         |
| 14                     | 407.4 Regulatory Amortizations - Credit  | (3,630,421)                | (265,228)                         | (3,365,193)          | (5,222,095)          | 35.56%         |
| 15                     | 408.1 Taxes Other Than Income Taxes  | 25,168,693                 | 1,843,120                         | 23,325,573           | 23,811,591           | -2.04%         |
| 16                     | 409.1 Income Taxes-Federal   | (1,202,470)                | (1,277,793)                       | 75,323               | (30,140)             | >300.00%       |
| 17                     | -Other   | (334,819)                  | (349,209)                         | 14,390               | (41,846)             | 134.39%        |
| 18                     | 410.1 Deferred Income Taxes-Dr.  | 41,620,517                 | 11,062,306                        | 30,558,211           | 17,157,472           | 78.10%         |
| 19                     | 411.1 Deferred Income Taxes-Cr.  | (36,940,233)               | (7,465,460)                       | (29,474,773)         | (15,264,941)         | -93.09%        |
| 20                     | 411.4 Investment Tax Credit Adj.   | (34,003)                   | (34,003)                          | -                    | -                    | -              |
| 21                     |  |                            |                                   |                      |                      |                |
| 22                     | <b>Total Operating Expenses</b>  | <b>290,906,804</b>         | <b>85,120,568</b>                 | <b>205,786,236</b>   | <b>188,554,423</b>   | <b>9.14%</b>   |
| 23                     | <b>NET OPERATING INCOME</b>  | <b>\$ 24,422,768</b>       | <b>\$ 7,839,857</b>               | <b>\$ 16,582,911</b> | <b>\$ 18,673,289</b> | <b>-11.19%</b> |
| 24                     | <p>This financial statement is presented on the basis of the accounting requirements of the Federal Energy Regulatory Commission (FERC) as set forth in its applicable Uniform System of Accounts. As such, in accordance with FERC requirements, subsidiaries are presented using the equity method of accounting. The amounts presented are consistent with the presentation in FERC Form 1, plus Canadian Montana Pipeline Corporation.</p> |                            |                                   |                      |                      |                |
| 25                     |  |                            |                                   |                      |                      |                |
| 26                     |  |                            |                                   |                      |                      |                |
| 27                     |  |                            |                                   |                      |                      |                |
| 28                     |  |                            |                                   |                      |                      |                |
| 29                     |  |                            |                                   |                      |                      |                |
| 30                     |  |                            |                                   |                      |                      |                |
| 31                     |  |                            |                                   |                      |                      |                |
| 32                     |  |                            |                                   |                      |                      |                |
| 33                     |  |                            |                                   |                      |                      |                |
| 34                     |  |                            |                                   |                      |                      |                |
| 35                     |  |                            |                                   |                      |                      |                |

| Sch. 9 | MONTANA REVENUES - NATURAL GAS (INCLUDES CMP)  |                         |                                |                       |                       |              |
|--------|--|-------------------------|--------------------------------|-----------------------|-----------------------|--------------|
|        | Account Number & Title   | This Year Cons. Utility | Non Jurisdictional Adjustments | This Year Montana     | Last Year Montana     | % Change     |
| 1      |  |                         |                                |                       |                       |              |
| 2      | <b>Core Distribution Business Units</b>  |                         |                                |                       |                       |              |
| 3      | <b>(DBUs)</b>  |                         |                                |                       |                       |              |
| 4      | 440 Residential  | \$ 173,610,638          | \$ 49,487,213                  | \$ 124,123,425        | \$ 116,083,244        | 6.93%        |
| 5      | 442.1 Commercial   | 98,902,364              | 35,505,975                     | 63,396,389            | 58,397,898            | 8.56%        |
| 6      | 442.2 Industrial Firm  | 1,465,611               | -                              | 1,465,611             | 1,707,854             | -14.18%      |
| 7      | 445 Public Authorities   | 509,413                 | -                              | 509,413               | 459,804               | 10.79%       |
| 8      | 448 Interdepartmental Sales  | 535,898                 | -                              | 535,898               | 414,501               | 29.29%       |
| 9      | 491.2 CNG Station  | -                       | -                              | -                     | -                     | -            |
| 10     |  |                         |                                |                       |                       |              |
| 11     | <b>Total Sales to Core DBUs</b>  | <b>275,023,924</b>      | <b>84,993,188</b>              | <b>190,030,736</b>    | <b>177,063,301</b>    | <b>7.32%</b> |
| 12     |  |                         |                                |                       |                       |              |
| 13     | 447 Sales for Resale   | 7,278,167               | -                              | 7,278,167             | 6,736,309             | 8.04%        |
| 14     |  |                         |                                |                       |                       |              |
| 15     | <b>Total Sales of Natural Gas</b>  | <b>282,302,091</b>      | <b>84,993,188</b>              | <b>197,308,903</b>    | <b>183,799,610</b>    | <b>7.35%</b> |
| 16     | 496.1 Provision for Rate Refunds   | (69,900)                | -                              | (69,900)              | (948,889)             | 92.63%       |
| 17     |  |                         |                                |                       |                       |              |
| 18     | <b>Total Revenue Net of Rate Refunds</b>   | <b>282,232,191</b>      | <b>84,993,188</b>              | <b>197,239,003</b>    | <b>182,850,721</b>    | <b>7.87%</b> |
| 16     |  |                         |                                |                       |                       |              |
| 17     | <b>Transportation</b>  |                         |                                |                       |                       |              |
| 18     |  |                         |                                |                       |                       |              |
| 19     | 489 Transportation (inc. CMP)  | 28,927,707              | 7,333,844                      | 21,593,863            | 20,871,222            | 3.46%        |
| 20     | 495 Off System Storage   | -                       | -                              | -                     | -                     | -            |
| 21     |  |                         |                                |                       |                       |              |
| 22     | <b>Total Revenues From Transportation</b>  | <b>28,927,707</b>       | <b>7,333,844</b>               | <b>21,593,863</b>     | <b>20,871,222</b>     | <b>3.46%</b> |
| 23     |  |                         |                                |                       |                       |              |
| 24     | <b>Other Operating Revenue</b>   |                         |                                |                       |                       |              |
| 25     |  |                         |                                |                       |                       |              |
| 26     | Miscellaneous Revenues   | 4,169,674               | 633,393                        | 3,536,281             | 3,505,769             | 0.87%        |
| 27     |  |                         |                                |                       |                       |              |
| 28     | <b>Total Other Operating Revenue</b>   | <b>4,169,674</b>        | <b>633,393</b>                 | <b>3,536,281</b>      | <b>3,505,769</b>      | <b>0.87%</b> |
| 29     | <b>TOTAL OPERATING REVENUE</b>   | <b>\$ 315,329,572</b>   | <b>\$ 92,960,425</b>           | <b>\$ 222,369,147</b> | <b>\$ 207,227,712</b> | <b>7.31%</b> |
| 30     |  |                         |                                |                       |                       |              |
| 31     |  |                         |                                |                       |                       |              |
| 32     | Sales for Resale reported on line 13 represents on and off-system sales from excess supply.      |                         |                                |                       |                       |              |
| 33     | Revenues generated from these sales flow back to customers as a credit to gas cost expense.      |                         |                                |                       |                       |              |
| 34     | This line consists of sales for resale and sales to other utilities, as compared to Schedule 35, |                         |                                |                       |                       |              |
| 35     | which only reflects sales to other utilities.  |                         |                                |                       |                       |              |
| 36     |  |                         |                                |                       |                       |              |
| 37     |  |                         |                                |                       |                       |              |

| Sch. 10 | MONTANA OPERATION & MAINTENANCE EXPENSES - NATURAL GAS (INCLUDES CMP) |                         |                                |                   |                   |          |
|---------|---|-------------------------|--------------------------------|-------------------|-------------------|----------|
|         | Account Number & Title  | This Year Cons. Utility | Non Jurisdictional Adjustments | This Year Montana | Last Year Montana | % Change |
| 1       | Gas Raw Materials   |                         |                                |                   |                   |          |
| 2       | Gas Raw Materials-Operation   |                         |                                |                   |                   |          |
| 3       | 728 Liquefied Petroleum Gas   | \$ -                    | \$ -                           | \$ -              | \$ -              | -        |
| 4       | 735 Miscellaneous Production Expenses                                 | 627                     | 627                            | -                 | -                 | -        |
| 5       | Total Operation-Gas Raw Materials                                     | 627                     | 627                            | -                 | -                 | -        |
| 6       |   |                         |                                |                   |                   |          |
| 7       | Gas Raw Materials-Maintenance   |                         |                                |                   |                   |          |
| 8       | 741 Structures & Improvements   | 6,661                   | 6,661                          | -                 | -                 | -        |
| 9       | Total Maintenance-Gas Raw Materials                                   | 6,661                   | 6,661                          | -                 | -                 | -        |
| 10      | Total Gas Raw Materials   | 7,288                   | 7,288                          | -                 | -                 | -        |
| 11      | Production Expenses   |                         |                                |                   |                   |          |
| 12      |   |                         |                                |                   |                   |          |
| 13      | Production & Gathering-Operation                                      |                         |                                |                   |                   |          |
| 14      | 750 Supervision & Engineering   | 5,604                   | -                              | 5,604             | 1,153             | >300.00% |
| 15      | 751 Maps & Records  | -                       | -                              | -                 | -                 | -        |
| 16      | 752 Gas Wells Expenses  | 231,255                 | -                              | 231,255           | 23,475            | >300.00% |
| 17      | 753 Field Lines Expenses  | -                       | -                              | -                 | -                 | -        |
| 18      | 754 Field Compressor Station Expense                                  | 97,478                  | -                              | 97,478            | 35,475            | 174.78%  |
| 19      | 755 Field Comp. Station Fuel & Power                                  | 141,936                 | -                              | 141,936           | 20,770            | >300.00% |
| 20      | 756 Field Meas. & Reg. Station Expense                                | 10,737                  | -                              | 10,737            | 2,684             | >300.00% |
| 21      | 757 Dehydration Expense   | 13,668                  | -                              | 13,668            | 1,774             | >300.00% |
| 22      | 758 Gas Well Royalties  | 350,425                 | -                              | 350,425           | 497               | >300.00% |
| 23      | 759 Other Expenses  | 298,068                 | -                              | 298,068           | 56,330            | >300.00% |
| 24      | 760 Rents   | 5,675                   | -                              | 5,675             | -                 | -        |
| 25      | Total Oper.-Production & Gathering                                    | 1,154,846               | -                              | 1,154,846         | 142,158           | >300.00% |
| 26      |   |                         |                                |                   |                   |          |
| 27      | Production Maintenance  |                         |                                |                   |                   |          |
| 28      | 762 Maint. of Gathering Structures                                    | 2,154                   | -                              | 2,154             | -                 | -        |
| 29      | 763 Maint. of Producing Gas Wells                                     | 11,100                  | -                              | 11,100            | 1,823             | >300.00% |
| 30      | 764 Maint. of Field Lines   | 1,556                   | -                              | 1,556             | -                 | -        |
| 31      | 765 Maint. of Field Compressor Stations                               | 22,261                  | -                              | 22,261            | 182,506           | -87.80%  |
| 32      | 766 Maint. of Field Meas. & Reg. Stations                             | 3,057                   | -                              | 3,057             | 1,172             | 160.78%  |
| 33      | 767 Maint. of Purification Equipment                                  | 2,952                   | -                              | 2,952             | 1,106             | 166.96%  |
| 34      | 769 Maint. of Other Equipment   | 19,524                  | -                              | 19,524            | 2,197             | >300.00% |
| 35      | Total Maintenance - Production  | 62,604                  | -                              | 62,604            | 188,804           | -66.84%  |
| 36      | TOTAL Natural Gas Production & Gathering                              | 1,217,450               | -                              | 1,217,450         | 330,962           | 267.85%  |
| 37      |   |                         |                                |                   |                   |          |
| 38      | Other Gas Supply Expense-Operation                                    |                         |                                |                   |                   |          |
| 39      | 800 NG Wellhead Purchases   | 103,025,754             | -                              | 103,025,754       | 101,721,848       | 1.28%    |
| 40      | 803 NG Transmission Line Purchases                                    | 1,574,502               | -                              | 1,574,502         | 2,338,030         | -32.66%  |
| 41      | 805 Other Gas Purchases   | 62,715,310              | 61,149,326                     | 1,565,984         | (6,266,016)       | 124.99%  |
| 42      | 805 Purchased Gas Cost Adjustments                                    | -                       | -                              | -                 | -                 | -        |
| 43      | 805 Incremental Gas Cost Adjustments                                  | -                       | -                              | -                 | -                 | -        |
| 44      | 805 Deferred Gas Cost Adjustments                                     | -                       | -                              | -                 | -                 | -        |
| 45      | 806 Exchange Gas  | -                       | -                              | -                 | -                 | -        |
| 46      | 807 Well Expenses-Purchased Gas                                       | 3,877,810               | 15,511                         | 3,862,299         | 2,677,990         | 44.22%   |
| 47      | 807 Purch. Gas Meas. Stations-Oper.                                   | -                       | -                              | -                 | -                 | -        |
| 48      | 807 Purch. Gas Meas. Stations-Maint.                                  | -                       | -                              | -                 | -                 | -        |
| 49      | 807 Purch. Gas Calculations Expenses                                  | -                       | -                              | -                 | -                 | -        |
| 50      | 808 Other Purchased Gas Expenses                                      | -                       | -                              | -                 | -                 | -        |
| 51      | 808 Gas Withdrawn from Storage -Dr.                                   | (4,708,295)             | -                              | (4,708,295)       | (2,395,848)       | -96.52%  |
| 52      | 809 Gas Delivered to Storage -Cr.                                     | -                       | -                              | -                 | -                 | -        |
| 53      | 810 Gas Used-Comp. Station Fuel-Cr.                                   | -                       | -                              | -                 | -                 | -        |
| 54      | 811 Gas Used-Products Extraction-Cr.                                  | -                       | -                              | -                 | -                 | -        |
| 55      | 812 Gas Used-Other Utility Oper.-Cr.                                  | -                       | -                              | -                 | -                 | -        |
| 56      | 813 Other Gas Supply Expenses   | -                       | -                              | -                 | -                 | -        |
| 57      | Total Other Gas Supply Expenses                                       | 166,485,081             | 61,164,837                     | 105,320,244       | 98,076,004        | 7.39%    |
| 58      | Total Production Expenses   | 167,702,531             | 61,164,837                     | 106,537,694       | 98,406,966        | 8.26%    |

| Sch. 10 | MONTANA OPERATION & MAINTENANCE EXPENSES - NATURAL GAS (INCLUDES CMP) |                         |                                |                   |                   |                |
|---------|---|-------------------------|--------------------------------|-------------------|-------------------|----------------|
|         | Account Number & Title  | This Year Cons. Utility | Non Jurisdictional Adjustments | This Year Montana | Last Year Montana | % Change       |
| 1       | <b>Storage Expenses</b>   |                         |                                |                   |                   |                |
| 2       |   |                         |                                |                   |                   |                |
| 3       | <b>Underground Storage-Operation</b>                                  |                         |                                |                   |                   |                |
| 4       | 814 Supervision & Engineering   | 150,148                 | -                              | 150,148           | 31,006            | >300.00%       |
| 5       | 815 Maps & Records  | 29                      | -                              | 29                | 53                | -45.62%        |
| 6       | 816 Wells   | 319,350                 | -                              | 319,350           | 214,213           | 49.08%         |
| 7       | 817 Lines   | 65,498                  | -                              | 65,498            | 54,500            | 20.18%         |
| 8       | 818 Compressor Station  | 372,418                 | -                              | 372,418           | 361,135           | 3.12%          |
| 9       | 819 Compressor Station Fuel & Power                                   | -                       | -                              | -                 | -                 | -              |
| 10      | 820 Measuring & Regulating Station                                    | 73,736                  | -                              | 73,736            | 32,315            | 128.18%        |
| 11      | 821 Purification  | 63,245                  | -                              | 63,245            | 185,901           | -65.98%        |
| 12      | 824 Other Expenses  | 94,926                  | -                              | 94,926            | 88,927            | 6.75%          |
| 13      | 825 Storage Well Royalties  | 123,838                 | -                              | 123,838           | 118,931           | 4.13%          |
| 14      | 826 Rents   | -                       | -                              | -                 | -                 | -              |
| 15      | <b>Total Operation-Underground Storage</b>                            | <b>1,263,188</b>        | <b>-</b>                       | <b>1,263,188</b>  | <b>1,086,981</b>  | <b>16.21%</b>  |
| 16      |   |                         |                                |                   |                   |                |
| 17      | <b>Underground Storage-Maintenance</b>                                |                         |                                |                   |                   |                |
| 18      | 830 Supervision & Engineering   | -                       | -                              | -                 | -                 | -              |
| 19      | 831 Structures & Improvements   | 45,059                  | -                              | 45,059            | 46,810            | -3.74%         |
| 20      | 832 Reservoirs & Wells  | 7,617                   | -                              | 7,617             | 4,104             | 85.61%         |
| 21      | 833 Lines   | 27,001                  | -                              | 27,001            | 14,532            | 85.81%         |
| 22      | 834 Compressor Station Equipment                                      | 137,993                 | -                              | 137,993           | 253,351           | -45.53%        |
| 23      | 835 Meas. & Reg. Station Equipment                                    | 294                     | -                              | 294               | 2,367             | -87.57%        |
| 24      | 836 Purification Equipment  | 10,891                  | -                              | 10,891            | 24,629            | -55.78%        |
| 25      | 837 Other Equipment   | 31,729                  | -                              | 31,729            | 17,721            | 79.05%         |
| 26      | <b>Total Maintenance-Underground Storage</b>                          | <b>260,584</b>          | <b>-</b>                       | <b>260,584</b>    | <b>363,514</b>    | <b>-28.32%</b> |
| 27      | <b>Total Underground Storage Expenses</b>                             | <b>1,523,772</b>        | <b>-</b>                       | <b>1,523,772</b>  | <b>1,450,495</b>  | <b>5.05%</b>   |
| 28      | <b>Transmission Expenses</b>  |                         |                                |                   |                   |                |
| 29      | <b>Transmission-Operation</b>   |                         |                                |                   |                   |                |
| 30      | 850 Supervision & Engineering   | 2,610,704               | 9,630                          | 2,601,074         | 2,454,140         | 5.99%          |
| 31      | 851 System Control & Load Dispatching                                 | 1,119,212               | -                              | 1,119,212         | 1,015,086         | 10.26%         |
| 32      | 853 Compressor Station Labor & Expense                                | 646,367                 | -                              | 646,367           | 551,257           | 17.25%         |
| 33      | 855 Other Fuel & Power for Comp. Stat.                                | -                       | -                              | -                 | -                 | -              |
| 34      | 856 Mains   | 994,152                 | 23,337                         | 970,815           | 1,082,928         | -10.35%        |
| 35      | 857 Measuring & Regulating Station                                    | 607,558                 | 2,160                          | 605,398           | 664,195           | -8.85%         |
| 36      | 858 Transmission & Comp.-By Others                                    | -                       | -                              | -                 | -                 | -              |
| 37      | 859 Other Expenses  | 1,954,528               | 124                            | 1,954,404         | 1,247,199         | 56.70%         |
| 38      | 860 Rents   | -                       | -                              | -                 | -                 | -              |
| 39      | <b>Total Operation-Transmission</b>                                   | <b>7,932,521</b>        | <b>35,251</b>                  | <b>7,897,270</b>  | <b>7,014,805</b>  | <b>12.58%</b>  |
| 40      | <b>Transmission-Maintenance</b>                                       |                         |                                |                   |                   |                |
| 41      | 861 Supervision & Engineering   | 129,703                 | -                              | 129,703           | 24,400            | >300.00%       |
| 42      | 862 Structures & Improvements   | 133,453                 | 165                            | 133,288           | 89,064            | 49.65%         |
| 43      | 863 Mains   | 219,400                 | 10,675                         | 208,725           | 140,286           | 48.78%         |
| 44      | 864 Compressor Station Equipment                                      | 1,080,450               | -                              | 1,080,450         | 525,652           | 105.54%        |
| 45      | 865 Meas. & Reg. Station Equipment                                    | 366,620                 | 1,067                          | 365,553           | 442,974           | -17.48%        |
| 46      | 867 Other Equipment   | 17,802                  | -                              | 17,802            | 19,905            | -10.57%        |
| 47      | <b>Total Maintenance-Transmission</b>                                 | <b>1,947,428</b>        | <b>11,907</b>                  | <b>1,935,521</b>  | <b>1,242,281</b>  | <b>55.80%</b>  |
| 48      | <b>Total Transmission Expenses</b>                                    | <b>9,879,949</b>        | <b>47,158</b>                  | <b>9,832,791</b>  | <b>8,257,086</b>  | <b>19.08%</b>  |
| 49      |   |                         |                                |                   |                   |                |
| 50      | <b>Distribution Expenses</b>  |                         |                                |                   |                   |                |
| 51      | <b>Distribution-Operation</b>   |                         |                                |                   |                   |                |
| 52      | 870 Supervision & Engineering   | 3,091,958               | 1,232,384                      | 1,859,574         | 1,791,580         | 3.80%          |
| 53      | 871 Load Dispatching  | 108,338                 | 108,338                        | -                 | -                 | -              |
| 54      | 872 Compressor Station Labor & Expense                                | -                       | -                              | -                 | -                 | -              |
| 55      | 873 Compressor Station Fuel and Power                                 | -                       | -                              | -                 | -                 | -              |
| 56      | 874 Mains and Services  | 4,758,993               | 2,191,757                      | 2,567,236         | 2,314,050         | 10.94%         |
| 57      | 875 Meas. & Reg. Station-General                                      | 409,598                 | 214,544                        | 195,054           | 197,643           | -1.31%         |
| 58      | 876 Meas. & Reg. Station-Industrial                                   | -                       | -                              | -                 | -                 | -              |
| 59      | 877 Meas. & Reg. Station-City Gate                                    | 226,297                 | 52,940                         | 173,357           | 177,454           | -2.31%         |
| 60      | 878 Meter & House Regulator   | 2,451,952               | 832,250                        | 1,619,702         | 1,527,672         | 6.02%          |
| 61      | 879 Customer Installations  | 2,775,757               | 255,930                        | 2,519,827         | 2,467,053         | 2.14%          |
| 62      | 880 Other Expenses  | 1,076,933               | 483,145                        | 593,788           | 896,777           | -33.79%        |
| 63      | 881 Rents   | 3,573                   | -                              | 3,573             | 3,649             | -2.08%         |
| 64      | <b>Total Operation-Distribution</b>                                   | <b>14,903,399</b>       | <b>5,371,288</b>               | <b>9,532,111</b>  | <b>9,375,878</b>  | <b>1.67%</b>   |
| 65      | <b>Distribution-Maintenance</b>                                       |                         |                                |                   |                   |                |
| 66      | 885 Supervision & Engineering   | 1,258,934               | 281,688                        | 977,246           | 891,406           | 9.63%          |
| 67      | 886 Structures & Improvements   | -                       | -                              | -                 | -                 | -              |
| 68      | 887 Mains   | 1,276,087               | 314,658                        | 961,429           | 726,433           | 32.35%         |
| 69      | 889 Meas. & Reg. Station Exp.-General                                 | 162,652                 | 101,632                        | 61,020            | 44,163            | 38.17%         |
| 70      | 890 Meas. & Reg. Station Exp.-Industrial                              | -                       | -                              | -                 | -                 | -              |
| 71      | 891 Meas. & Reg. Station Exp.-City Gate                               | 50,339                  | 50,339                         | -                 | -                 | -              |
| 72      | 892 Services  | 1,057,438               | 503,676                        | 553,762           | 509,765           | 8.63%          |
| 73      | 893 Meters & House Regulators   | 1,299,468               | 298,587                        | 1,000,881         | 910,745           | 9.90%          |
| 74      | 894 Other Equipment   | -                       | -                              | -                 | -                 | -              |
| 75      | <b>Total Maintenance-Distribution</b>                                 | <b>5,104,918</b>        | <b>1,550,580</b>               | <b>3,554,338</b>  | <b>3,082,512</b>  | <b>15.31%</b>  |
| 76      | <b>Total Distribution Expenses</b>                                    | <b>20,008,317</b>       | <b>6,921,868</b>               | <b>13,086,449</b> | <b>12,458,390</b> | <b>5.04%</b>   |

Sch. 10

## MONTANA OPERATION &amp; MAINTENANCE EXPENSES - NATURAL GAS (INCLUDES CMP)

| Account Number & Title                               | This Year Cons.<br>Utility | Non Jurisdictional<br>Adjustments | This Year<br>Montana  | Last Year<br>Montana  | % Change      |
|--|----------------------------|-----------------------------------|-----------------------|-----------------------|---------------|
| <b>Customer Accounts Expenses</b>                    |                            |                                   |                       |                       |               |
| <b>Customer Accounts-Operation</b>                   |                            |                                   |                       |                       |               |
| 901 Supervision                                      | -                          | -                                 | -                     | -                     | -             |
| 902 Meter Reading                                    | 1,343,537                  | 773,615                           | 569,922               | 530,830               | 7.36%         |
| 903 Customer Records & Collection                    | 3,183,984                  | 542,292                           | 2,641,692             | 2,618,613             | 0.88%         |
| 904 Uncollectible Accounts                           | 1,019,746                  | 227,616                           | 792,130               | 523,024               | 51.45%        |
| 905 Miscellaneous Customer Accounts                  | 39,382                     | 39,420                            | (38)                  | (24)                  | -60.24%       |
| <b>Total Customer Accounts Expenses</b>              | <b>5,586,649</b>           | <b>1,582,943</b>                  | <b>4,003,706</b>      | <b>3,672,443</b>      | <b>9.02%</b>  |
| <b>Customer Service &amp; Information Expenses</b>   |                            |                                   |                       |                       |               |
| <b>Customer Service-Operation</b>                    |                            |                                   |                       |                       |               |
| 907 Supervision                                      | -                          | -                                 | -                     | -                     | -             |
| 908 Customer Assistance                              | 2,517,033                  | 1,055,326                         | 1,461,707             | 1,368,213             | 6.83%         |
| 909 Inform. & Instructional Advertising              | 508,774                    | 131,660                           | 376,914               | 486,538               | -22.53%       |
| 910 Misc. Customer Service & Inform.                 | -                          | -                                 | -                     | -                     | -             |
| <b>Total Customer Service &amp; Information Exp.</b> | <b>3,025,807</b>           | <b>1,187,186</b>                  | <b>1,838,621</b>      | <b>1,854,751</b>      | <b>-0.87%</b> |
| <b>Sales Expenses</b>                                |                            |                                   |                       |                       |               |
| <b>Sales-Operation</b>                               |                            |                                   |                       |                       |               |
| 911 Supervision                                      | -                          | -                                 | -                     | -                     | -             |
| 912 Demonstrating & Selling                          | -                          | -                                 | -                     | -                     | -             |
| 913 Advertising                                      | 116,560                    | 37,668                            | 78,892                | 76,490                | 3.14%         |
| 916 Miscellaneous Sales                              | -                          | -                                 | -                     | -                     | -             |
| <b>Total Sales Expenses</b>                          | <b>116,560</b>             | <b>37,668</b>                     | <b>78,892</b>         | <b>76,490</b>         | <b>3.14%</b>  |
| <b>Administrative &amp; General Expenses</b>         |                            |                                   |                       |                       |               |
| <b>Admin. &amp; General - Operation</b>              |                            |                                   |                       |                       |               |
| 920 Administrative & General Salaries                | 12,269,626                 | 3,424,250                         | 8,845,376             | 7,983,696             | 10.79%        |
| 921 Office Supplies & Expenses                       | 3,938,115                  | 1,343,695                         | 2,594,420             | 2,177,746             | 19.13%        |
| 922 Administrative Exp. Transferred-Cr.              | (3,194,049)                | (1,358,031)                       | (1,836,018)           | (1,822,736)           | -0.73%        |
| 923 Outside Services Employed                        | 2,257,392                  | 628,799                           | 1,628,593             | 2,054,109             | -20.72%       |
| 924 Property Insurance                               | 281,863                    | 75,931                            | 205,932               | 189,439               | 8.71%         |
| 925 Legal & Claim Department                         | 3,231,435                  | 580,723                           | 2,650,712             | 2,080,425             | 28.65%        |
| 926 Employee Pensions & Benefits                     | (1,601,975)                | 246,409                           | (1,848,384)           | (1,748,781)           | -5.70%        |
| 928 Regulatory Commission Expenses                   | 16,206                     | 25                                | 16,181                | 127,503               | -87.31%       |
| 930 Miscellaneous General Expenses                   | 6,230,539                  | 316,168                           | 5,914,371             | 4,600,313             | 28.56%        |
| 931 Rents  | 1,017,996                  | 293,673                           | 724,323               | 603,221               | 20.08%        |
| <b>Total Operation-Admin. &amp; General</b>          | <b>24,447,148</b>          | <b>5,551,642</b>                  | <b>18,895,506</b>     | <b>16,224,935</b>     | <b>16.46%</b> |
| <b>Admin. &amp; General - Maintenance</b>            |                            |                                   |                       |                       |               |
| 935 General Plant                                    | 1,067,249                  | 66,330                            | 1,000,919             | 943,695               | 6.06%         |
| <b>Total Admin. &amp; General Expenses</b>           | <b>25,514,397</b>          | <b>5,617,972</b>                  | <b>19,896,425</b>     | <b>17,168,630</b>     | <b>15.89%</b> |
| <b>TOTAL OPER. &amp; MAINT. EXPENSES</b>             | <b>\$ 233,365,270</b>      | <b>\$ 76,566,920</b>              | <b>\$ 156,798,350</b> | <b>\$ 143,345,251</b> | <b>9.39%</b>  |

| Sch. 11 | MONTANA TAXES OTHER THAN INCOME - NATURAL GAS (INCLUDES CMP) |                     |                     |               |
|---------|--|---------------------|---------------------|---------------|
|         | Description  | This Year           | Last Year           | % Change      |
| 1       |  |                     |                     |               |
| 2       | Taxes associated with Payroll/Labor                          | \$1,774,818         | \$1,640,447         | 8.19%         |
| 3       | Property Taxes   | 19,965,541          | 20,896,137          | -4.45%        |
| 4       | Crow Tribe RR and Utility Tax                                | 66,132              | 71,581              | -7.61%        |
| 5       | Blackfoot Possessoray Tax                                    | 299,064             | 317,493             | -5.80%        |
| 6       | City Tax   | 3,221               | 908                 | 254.74%       |
| 7       | Consumer Counsel   | 150,981             | 99,286              | 52.07%        |
| 8       | Public Service Commission                                    | 609,878             | 489,462             | 24.60%        |
| 9       | Heavy Highway Use  | 6,388               | 5,713               | 11.82%        |
| 10      | Vehicle Use Taxes  | 91,892              | 77,082              | 19.21%        |
| 11      | Gas Production Taxes   | 173,242             | -                   | -             |
| 12      | Oil & Gas Royalty Taxes                                      | 135,574             | 147,406             | -8.03%        |
| 13      | Delaware Franchise Tax                                       | 40,745              | 45,327              | -10.11%       |
| 14      |  |                     |                     |               |
| 15      |  |                     |                     |               |
| 16      |  |                     |                     |               |
| 17      | <u>Canadian Taxes</u>  |                     |                     |               |
| 18      | Ad Valorem   | 8,097               | 20,749              | -60.98%       |
| 19      |  |                     |                     |               |
| 20      |  |                     |                     |               |
| 21      |  |                     |                     |               |
| 22      |  |                     |                     |               |
| 23      | <b>TOTAL TAXES OTHER THAN INCOME</b>                         | <b>\$23,325,573</b> | <b>\$23,811,591</b> | <b>-2.04%</b> |



| Sch. 12 | PAYMENTS FOR SERVICES TO PERSONS OTHER THAN EMPLOYEES 1/ |  |           |
|---------|--|--|-----------|
|         | Name of Recipient  | Nature of Service                              | Total     |
| 1       | ACE ELECTRIC INC   | Construction                                   | 88,790    |
| 2       | AEVENIA INC  | Construction                                   | 918,179   |
| 3       | AFTEC LLC  | Construction                                   | 202,591   |
| 4       | ALME CONSTRUCTION, INC.                                  | Welding Services                               | 254,135   |
| 5       | ALSTOM GRID INC  | Software Support Services                      | 257,996   |
| 6       | APPALACHIAN PIPELINE CONTRACTORS                         | Pipeline Contractor                            | 2,308,677 |
| 7       | ARCADIS  | Engineering Services                           | 1,063,448 |
| 8       | AREA STEEL   | Construction                                   | 163,328   |
| 9       | ASPLUNDH TREE EXPERT CO                                  | Tree Trimming                                  | 3,453,442 |
| 10      | ASSOCIATED ARBORISTS                                     | Vegetation Management                          | 1,796,451 |
| 11      | AUTOMOTIVE RENTALS INC                                   | Fleet Management                               | 8,114,301 |
| 12      | B & B CONTRACTING INC                                    | Construction                                   | 459,179   |
| 13      | BALHOFF & WILLIAMS LLC                                   | Legal Services                                 | 307,143   |
| 14      | BART ENGINEERING COMPANY                                 | Engineering Services                           | 254,976   |
| 15      | BENEDICT CONSULTING PLLC                                 | Energy Management System Consulting            | 231,524   |
| 16      | BGL ASSET SERVICES LLC                                   | Inspection and Remediation Services            | 154,285   |
| 17      | BIG SKY WATER HAULING LLC                                | Water Hauling Services                         | 114,708   |
| 18      | BILL BALTRUSCH CONSTRUCTION INC                          | Asphalt Services                               | 121,062   |
| 19      | BILL FIELD TRUCKING INC                                  | Hauling Services                               | 582,874   |
| 20      | BROWN COUNTY LANDFILL                                    | Landfill Services                              | 244,113   |
| 21      | BROWNING, KALECZYC, BERRY & HOVAN                        | Legal Services                                 | 275,071   |
| 22      | CARDINAL UTILITY CONSTRUCTION                            | Construction                                   | 97,168    |
| 23      | CAUTHEN FORBES & WILLIAMS                                | Governmental Affairs Consultant                | 91,112    |
| 24      | CENTRAL AIR SERVICE INC                                  | Aerial Pilot Services                          | 329,048   |
| 25      | CENTRAL COPTERS INC                                      | Flight Services                                | 137,845   |
| 26      | CENTRON SERVICES INC                                     | Collection Services                            | 94,291    |
| 27      | CESSNA AIRCRAFT COMPANY                                  | Aircraft Maintenance                           | 185,496   |
| 28      | CHARLES RIVER ASSOCIATES                                 | Expert Witness                                 | 120,000   |
| 29      | COMPLETE CAREER CENTER INC                               | Temporary Employment Services                  | 99,788    |
| 30      | CONSTRUCTION BUSINESS ASSOCIATES                         | Process Management Services                    | 79,471    |
| 31      | CONTINENTAL STEEL WORKS                                  | Fabrication Services                           | 761,866   |
| 32      | CON-WAY TRANSPORTION SERVICES                            | Freight Services                               | 165,700   |
| 33      | COP CONSTRUCTION LLC                                     | Construction                                   | 93,868    |
| 34      | CRIST KROGH & NORD LLC                                   | Legal Services                                 | 175,723   |
| 35      | CROWLEY FLECK  | Legal Services                                 | 610,345   |
| 36      | DAKOTA HIGH VOLTAGE TESTING                              | Electric System Testing and Maintenance        | 117,714   |
| 37      | DAVEY TREE SURGERY COMPANY                               | Tree Trimming                                  | 1,712,585 |
| 38      | DAVIS WRIGHT TREMAINE LLP                                | Legal Services                                 | 507,673   |
| 39      | DELOITTE & TOUCHE LLP                                    | Audit Services                                 | 1,570,892 |
| 40      | DELOITTE TAX LLP   | Tax Consultants                                | 305,300   |
| 41      | DENTON LOUIS PEOPLES                                     | Board of Director Fees                         | 76,768    |
| 42      | DEPT OF HEALTH & HUMAN SERVICES                          | Weatherization Program Services                | 1,823,754 |
| 43      | DEWILD GRANT RECKERT & ASSOCIATES                        | Engineering Services                           | 611,016   |
| 44      | DHC INC  | Boring Services                                | 82,185    |
| 45      | DICKSTEIN SHAPIRO LLP                                    | Legal Services                                 | 984,055   |
| 46      | DISTRIBUTION CONSTRUCTION CO                             | Gas Pipeline Construction                      | 1,433,023 |
| 47      | DJ&A P C CONSULTING ENGINEERS                            | Engineering Services                           | 120,101   |
| 48      | DNV RENEWABLES (USA) INC                                 | Renewable Energy Consultants                   | 179,444   |
| 49      | EDISON ELECTRIC INSTITUTE                                | Membership Dues                                | 422,399   |
| 50      | EDM INTERNATIONAL INC                                    | Anchor Rod Inspection Services                 | 487,959   |
| 51      | EIDEBAILLY   | Audit Services                                 | 99,573    |
| 52      | ELM LOCATING & UTILITY SERVICE                           | Locating Services and Excavation Notifications | 1,980,917 |
| 53      | EMC CORPORATION HEADQUARTERS                             | Software Support Services                      | 419,266   |
| 54      | ENERGY CONTRACT SERVICES INC                             | Construction                                   | 178,110   |
| 55      | ENERGY SHARE OF MONTANA                                  | USBC Services                                  | 772,123   |
| 56      | EXPRESS SERVICES INC                                     | Temporary Employment Services                  | 80,506    |
| 57      | FALLS CONSTRUCTION COMPANY                               | Construction                                   | 106,508   |
| 58      | FISHNET SECURITY   | Software Support Services                      | 983,614   |
| 59      | FLEMING & O'LEARY PLLP                                   | Legal Services                                 | 82,639    |
| 60      | GARLINGTON, LOHN & ROBINSON                              | Legal Services                                 | 99,053    |
| 61      | GARTNER INC  | Information Technology Consulting              | 119,055   |
| 62      | GD & J INC   | Well and Compressor Maintenance                | 120,329   |
| 63      | GE ELECTRIC INTERNATIONAL INC                            | Energy Consulting Services                     | 80,120    |
| 64      | GEOTEK ENGINEERING & TESTING                             | Geotechnical Exploration Services              | 102,834   |

| Sch. 12A | PAYMENTS FOR SERVICES TO PERSONS OTHER THAN EMPLOYEES 1/ |  |            |
|----------|--|--|------------|
|          | Name of Recipient  | Nature of Service                        | Total      |
| 65       | GREATER GALLATIN CONTRACTORS                             | Landscape Repair Services                | 114,346    |
| 66       | H & H CONTRACTING INC                                    | Concrete and Asphalt Services            | 624,369    |
| 67       | H and H ASPHALT & MAINTENANCE                            | Asphalt Services                         | 80,509     |
| 68       | HAIDER CONSTRUCTION INC                                  | Backhoe Services                         | 305,253    |
| 69       | HAROLD K SCHOLZ CO                                       | Construction                             | 700,706    |
| 70       | HARTINGTON TELECOMMUNICATIONS                            | Boring Services                          | 87,144     |
| 71       | HDR ENGINEERING INC                                      | Engineering Services                     | 456,192    |
| 72       | HEALTH FITNESS CORPORATION                               | Employee Wellness Program Management     | 332,350    |
| 73       | HEATH CONSULTANTS INC                                    | Gas Leak Surveys                         | 647,449    |
| 74       | HIGH MARK MEDIA  | Marketing Services                       | 171,090    |
| 75       | HKG ARCHITECTS INC                                       | Architectural Services                   | 153,568    |
| 76       | HUFF CONSTRUCTION INC                                    | Construction                             | 1,420,485  |
| 77       | IMS CONSTRUCTION INC                                     | Construction                             | 99,394     |
| 78       | INDEPENDENT INSPECTION COMPANY                           | Electric Line Inspection                 | 2,153,813  |
| 79       | INDEPENDENT POWER SYSTEMS INC                            | Installation of Renewal Energy Systems   | 181,348    |
| 80       | INTELLIGENT ACCESS SYSTEMS OF NC                         | Access System Installation               | 97,250     |
| 81       | INTERGRAPH CORPORATION                                   | Software Consultants                     | 616,975    |
| 82       | JACOBSEN TREE EXPERTS                                    | Tree Trimming                            | 813,912    |
| 83       | JAMCS CORPORATION  | Construction                             | 81,698     |
| 84       | JAMES TALCOTT CONSTRUCTION INC                           | Construction                             | 170,586    |
| 85       | JONES DAY  | Legal Services                           | 169,022    |
| 86       | JORDAN CONTRACTING INC                                   | Construction                             | 287,131    |
| 87       | JSSI JET SUPPORT SERVICES INC                            | Flight Services                          | 163,561    |
| 88       | K & K ROOFING AND EXCAVATION INC                         | Roofing Contractor                       | 94,289     |
| 89       | KELLY SERVICES INC                                       | Engineering Services                     | 97,401     |
| 90       | KEMA SERVICES INC  | USB and DSM Programs and Services        | 8,616,533  |
| 91       | KM CONSTRUCTION CO INC                                   | Construction                             | 114,865    |
| 92       | KNIFE RIVER  | Construction                             | 98,476     |
| 93       | KRONEBUSCH ELECTRIC INC                                  | Construction                             | 110,790    |
| 94       | LANDS ENERGY CONSULTING                                  | Energy Consultants                       | 122,160    |
| 95       | LARSON DIGGING INC                                       | Construction                             | 83,593     |
| 96       | LC STAFFING SERVICE                                      | Temporary Employment Services            | 103,553    |
| 97       | LEONARD, STREET & DEINARD                                | Legal Services                           | 91,495     |
| 98       | LOCKMER PLUMBING HEATING & UTILITIES                     | Gas Meter Relocations                    | 202,455    |
| 99       | MAPPCOR  | Electric Reliability Services            | 286,095    |
| 100      | MCKINSTRY ESSENTION                                      | Conservation Program Consultants         | 90,437     |
| 101      | MERCER HUMAN RESOURCE CONSULTI                           | Actuarial and Consulting Services        | 122,551    |
| 102      | MERIDIAN IT INC  | Information Technology Services          | 393,402    |
| 103      | MICROSOFT LICENSING GP                                   | Computer Licensing                       | 577,975    |
| 104      | MICROSOFT SERVICES                                       | Computer Maintenance                     | 78,897     |
| 105      | MONTANANS FOR COMMON SENSE PROPERTY RIGHTS               | Political Action Committee               | 175,000    |
| 106      | MOODY'S INVESTORS SERVICE                                | Debt Rating Services                     | 209,500    |
| 107      | MOUNTAIN WEST HOLDING COMPANY                            | Construction                             | 261,527    |
| 108      | NATIONAL CENTER FOR APPROPRIATE TECHNOLOGY               | Conservation Program Consultants         | 1,629,842  |
| 109      | NATURAL GAS SERVICES INC                                 | Gas Servicemen                           | 99,665     |
| 110      | NEWMECH COMPANIES INC                                    | Construction                             | 2,903,219  |
| 111      | NORTHWEST ENERGY EFFICIENCY ALLIANCE                     | Energy Services                          | 1,658,146  |
| 112      | OPEN ACCESS TECHNOLOGY INT'L INC                         | Software Support Services                | 303,836    |
| 113      | P2 ENERGY SOLUTIONS INC                                  | Computer System Implementation           | 99,980     |
| 114      | PAR ELECTRIC CONTRACTORS INC                             | Electric Construction and Maintenance    | 7,608,858  |
| 115      | PARADIGM ENTERPRISES INC                                 | Construction                             | 172,098    |
| 116      | PARISI WESTERN PLUMBING & HEATING INC                    | Construction                             | 107,222    |
| 117      | PAULSEN MARKETING  | Advertising                              | 977,061    |
| 118      | PERKINS COIE   | Legal Services                           | 613,637    |
| 119      | PHILIP MASLOWE   | Board of Director Fees                   | 89,128     |
| 120      | PICEK CONSTRUCTION CO INC                                | Construction                             | 180,369    |
| 121      | POWER ENGINEERS INCORPORATED                             | Engineering Services                     | 1,968,626  |
| 122      | POWERPLAN CONSULTANTS INC                                | Software Implementation Support Services | 2,123,784  |
| 123      | PRAIRIE POTHOLE CONSULTING                               | Land Survey Services                     | 105,197    |
| 124      | PRAATT & WHITNEY POWER SYSTEMS                           | Construction                             | 10,172,067 |
| 125      | PRICEWATERHOUSECOOPERS LLP                               | Software Implementation Support Services | 496,611    |
| 126      | PROFESSIONAL MAILING & MARKETING                         | Mailing Services                         | 3,001,254  |
| 127      | RML INCORPORATED   | Boring Services                          | 242,782    |
| 128      | ROCKY MOUNTAIN CONTRACTORS INC                           | Electric Construction and Maintenance    | 21,130,418 |
| 129      | ROD TABBERT CONSTRUCTION INC                             | Construction                             | 508,217    |

Schedule 12A

| Sch. 12B  | PAYMENTS FOR SERVICES TO PERSONS OTHER THAN EMPLOYEES 1/ |  |                |
|---|--|--|----------------|
|   | Name of Recipient  | Nature of Service                              | Total          |
| 130   | ROS CONSULTING LLC                                       | Engineering Services                           | 152,657        |
| 131   | ROUNDS BROTHERS TRENCHING                                | Boring Services                                | 247,698        |
| 132   | SAP INDUSTRIES INC                                       | Software Support Services                      | 1,449,889      |
| 133   | SCENIC CITY ENTERPRISES INC                              | Construction                                   | 111,384        |
| 134   | SCHAEFFER CONSTRUCTION                                   | Construction                                   | 149,300        |
| 135   | SCHOENFELDER CONSTRUCTION INC                            | Construction                                   | 80,282         |
| 136   | SHUMAKER TRUCKING & EXCAVATING                           | Excavation Contractor                          | 1,294,197      |
| 137   | SMARTPROS LEGAL & ETHICS LTD                             | Leadership Training and Surveys                | 117,709        |
| 138   | SOLAR PLEXUS   | USB and DSM Programs and Services              | 96,000         |
| 139   | SOUTH DAKOTA ELECTRIC UTILITY COMPANIES                  | Membership Dues                                | 88,300         |
| 140   | SPHERION CORPORATION                                     | Temporary Employment Services                  | 223,012        |
| 141   | STANDARD & POOR'S FINANCIAL SERVICES                     | Debt Rating Services                           | 115,196        |
| 142   | STATE LINE CONTRACTORS INC                               | Electric Construction and Maintenance          | 537,896        |
| 143   | STENSON MANAGEMENT CONSULTING                            | Effective Leadership Consultant                | 120,002        |
| 144   | STONE & WEBSTER INC                                      | Power Generation Development                   | 1,117,608      |
| 145   | SULLIVAN, TABARACCI & RHOADES, PC                        | Legal Services                                 | 172,779        |
| 146   | SUMMIT ROOFING INC                                       | Roofing Contractor                             | 105,453        |
| 147   | SWANK ENTERPRISES  | Construction                                   | 121,268        |
| 148   | T&R ELECTRIC   | Transformer Repair                             | 145,700        |
| 149   | TENDRIL NETWORKS INC                                     | Software Support Services                      | 305,455        |
| 150   | TERRA CONTRACTING LLC                                    | Construction                                   | 1,931,702      |
| 151   | TERRACON   | Engineering Services                           | 114,223        |
| 152   | TETRA TECH   | Environmental Services                         | 195,175        |
| 153   | THE BOLDT COMPANY  | Power Plant Construction                       | 2,166,454      |
| 154   | THE ELECTRIC COMPANY OF SOUTH DAKOTA                     | Construction                                   | 75,933         |
| 155   | THE ENERGY AUTHORITY INC                                 | Scheduling and Dispatching                     | 271,016        |
| 156   | THE L E MYERS CO   | Storm Damage Restoration                       | 1,923,720      |
| 157   | THE LIBERTY CONSULTING GROUP                             | Professional Services                          | 200,199        |
| 158   | TODD BRUESKE CONSTRUCTION                                | Construction                                   | 305,119        |
| 159   | TONY LASLOVICH CONSTRUCTION                              | Construction                                   | 91,034         |
| 160   | TOWER SYSTEMS INC  | Construction                                   | 280,289        |
| 161   | TOWERS WATSON  | Rate Case and Compensation Support             | 144,698        |
| 162   | TRADEMARK ELECTRIC INC                                   | Construction                                   | 701,166        |
| 163   | UTILITIES UNDERGROUND LOCATION CENTER                    | Locating Services and Excavation Notifications | 117,035        |
| 164   | UTILITY DATA CONTRACTORS INC                             | Data Entry and Mapping Services                | 413,523        |
| 165   | VAN NESS FELDMAN   | Legal Services                                 | 328,012        |
| 166   | VARSITY CONTRACTORS INC                                  | Janitorial Services                            | 285,808        |
| 167   | VERTEX   | Billing Services                               | 4,154,198      |
| 168   | WASHINGTON FORESTRY CONSULTANT                           | Forestry Consultants                           | 391,439        |
| 169   | WASHINGTON WEB ARCHITECTS INC                            | Website Architects                             | 76,275         |
| 170   | WESTERN AREA POWER ADMINISTRATION                        | Electric System Impact Studies                 | 78,000         |
| 171   | WILLIAMSON FENCING INC                                   | Construction                                   | 197,631        |
| 172   | WINSTON & STRAWN LLP                                     | Legal Services                                 | 662,180        |
| 173   | XEROX CAPITAL SERVICES LLC                               | Copy Machine Maintenance                       | 85,032         |
| 174   |  |  |                |
| 175   |  |  |                |
| 176   |  |  |                |
| 177   | Total of Payments Set Forth Above                        |  | \$ 140,060,312 |
| 1/ This schedule includes payments for professional services over \$75,000. |  |  |                |

| Sch. 13 | POLITICAL ACTION COMMITTEES / POLITICAL CONTRIBUTIONS   |                      |                      |                |
|---------|---|----------------------|----------------------|----------------|
|         | Description   | Total Company        | Montana              | % Montana      |
| 1       | <p>There are three employee political action committees (PAC)s:</p> <p>a. Employees of NorthWestern Corporation (NorthWestern Energy) PAC;</p> <p>b. NorthWestern Energy Employees PAC; and</p> <p>c. NorthWestern Public Service Employees PAC.</p> <p>All of the money contributed by members is dedicated to support political candidates. No company funds may be spent in support of a political candidate. Nominal administrative costs for such things as duplicating, postage, and meeting expenses are paid by the company as provided by law. These costs are charged to shareholder expense.</p> <p>During 2011, NorthWestern Energy contributed \$175,000 to the following PAC:</p> <p>Montanans for Common Sense Property Tax Laws</p> |                      |                      |                |
| 2       |   |                      |                      |                |
| 3       |   |                      |                      |                |
| 4       |   |                      |                      |                |
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| 31      |   |                      |                      |                |
| 32      |   |                      |                      |                |
| 33      |   |                      |                      |                |
| 34      |   |                      |                      |                |
| 35      |   |                      |                      |                |
| 36      | <b>TOTAL Contributions</b>  | <b>\$ 175,000.00</b> | <b>\$ 175,000.00</b> | <b>100.00%</b> |

| Sch. 14 | Pension Costs 1/  |                                  |                                  |          |
|---------|---|----------------------------------|----------------------------------|----------|
| 1       | Plan Name: NorthWestern Energy Pension Plan   |                                  |                                  |          |
| 2       | Defined Benefit Plan? Yes   | Defined Contribution Plan? No    |                                  |          |
| 3       | Actuarial Cost Method? Projected Unit Credit  | IRS Code: _____                  |                                  |          |
| 4       | Annual Contribution by Employer: Variable   | Is the Plan Over Funded? No      |                                  |          |
| 5       |   |                                  |                                  |          |
|         | Item  | Current Year                     | Last Year                        | % Change |
| 6       | <b>Change in Benefit Obligation</b>   |                                  |                                  |          |
| 7       | Benefit obligation at beginning of year   | \$ 421,133,381                   | \$ 363,518,169                   | 15.85%   |
| 8       | Service cost  | 9,187,089                        | 8,454,335                        | 8.67%    |
| 9       | Interest cost   | 21,718,105                       | 21,336,658                       | 1.79%    |
| 10      | Plan participants' contributions  | -                                | -                                | -        |
| 11      | Amendments  | -                                | -                                | -        |
| 12      | Actuarial (gain) loss   | 43,905,803                       | 45,364,176                       | -3.21%   |
| 13      | Acquisition   | -                                | -                                | -        |
| 14      | Benefits paid   | (18,014,681)                     | (17,539,957)                     | -2.71%   |
| 15      | Benefit obligation at end of year   | \$ 477,929,697                   | \$ 421,133,381                   | 13.49%   |
| 16      | <b>Change in Plan Assets</b>  |                                  |                                  |          |
| 17      | Fair value of plan assets at beginning of year  | \$ 377,834,016                   | \$ 343,464,773                   | 10.01%   |
| 18      | Actual return on plan assets  | 12,782,224                       | 42,909,200                       | -70.21%  |
| 19      | Acquisition   | -                                | -                                | -        |
| 20      | Employer contribution   | 10,500,000                       | 9,000,000                        | 16.67%   |
| 21      | Plan participants' contributions  | -                                | -                                | -        |
| 22      | Benefits paid   | (18,014,681)                     | (17,539,957)                     | -2.71%   |
| 23      | Fair value of plan assets at end of year  | \$ 383,101,559                   | \$ 377,834,016                   | 1.39%    |
| 24      | <b>Funded Status</b>  | \$ (94,828,138)                  | \$ (43,299,365)                  | -119.01% |
| 26      | Unrecognized net actuarial gain (loss)  | -                                | -                                | -        |
| 27      | Unrecognized prior service cost   | -                                | -                                | -        |
| 29      | Prepaid (accrued) benefit cost  | \$ (94,828,138)                  | \$ (43,299,365)                  | -119.01% |
| 30      | <b>Weighted-average Assumptions as of Year End</b>  |                                  |                                  |          |
| 31      | Discount rate   | 4.55%                            | 5.25%                            | -13.33%  |
| 32      | Expected return on plan assets  | 7.25%                            | 7.75%                            | -6.45%   |
| 33      | Rate of compensation increase   | 3.50% Union &<br>3.55% Non-Union | 3.50% Union &<br>3.55% Non-Union |          |
| 34      | <b>Components of Net Periodic Benefit Costs</b>   |                                  |                                  |          |
| 35      | Service cost  | \$ 9,187,089                     | \$ 8,454,335                     | 8.67%    |
| 36      | Interest cost   | 21,718,105                       | 21,336,658                       | 1.79%    |
| 37      | Expected return on plan assets  | (26,958,867)                     | (26,275,609)                     | -2.60%   |
| 38      | Amortization of prior service cost  | 246,361                          | 246,361                          |          |
| 39      | Recognized net actuarial gain   | 2,515,966                        | 140,169                          | >300.00% |
| 40      | Net periodic benefit cost (SEC Basis)   | \$ 6,708,654                     | \$ 3,901,914                     | 71.93%   |
| 41      | <b>Montana Intrastate Costs: (MPSC Regulatory Basis)</b>  |                                  |                                  |          |
| 42      | Pension Costs   | \$ 29,410,000                    | \$ 29,410,000                    |          |
| 43      | Pension Costs Capitalized   | 6,021,422                        | 5,372,685                        | 12.07%   |
| 44      | Accumulated Pension Asset (Liability) at Year End   | \$ (94,828,138)                  | \$ (43,299,365)                  | -119.01% |
| 45      | <b>Number of Company Employees:</b>   |                                  |                                  |          |
| 46      | Covered by the Plan   | 3,149                            | 3,181                            | -1.01%   |
| 47      | Not Covered by the Plan 2/  | 213                              | 130                              | 63.85%   |
| 48      | Active  | 972                              | 1,032                            | -5.81%   |
| 49      | Retired   | 1,358                            | 1,296                            | 4.78%    |
| 50      | Deferred Vested Terminated  | 819                              | 853                              | -3.99%   |
|         | 1/ NorthWestern Corporation has a separate pension plan covering South Dakota and Nebraska employees that is not reflected above. |                                  |                                  |          |
|         | 2/ This plan was closed to new entrants effective 10/03/08. Last year count is updated to be consistent with current year.        |                                  |                                  |          |

| Sch. 14a | Pension Costs   |                                |                |          |
|----------|---|--------------------------------|----------------|----------|
| 1        | Plan Name: NorthWestern Energy 401k Retirement Savings Plan |                                |                |          |
| 2        | Defined Benefit Plan? No                                    | Defined Contribution Plan? Yes |                |          |
| 3        | Actuarial Cost Method? N/A                                  | IRS Code: 401(k)               |                |          |
| 4        | Annual Contribution by Employer: Variable                   | Is the Plan Over Funded? N/A   |                |          |
| 5        |   |                                |                |          |
|          | Item  | Current Year                   | Last Year      | % Change |
| 6        | <b>Change in Benefit Obligation</b>                         |                                |                |          |
| 7        | Benefit obligation at beginning of year                     |                                |                |          |
| 8        | Service cost  |                                |                |          |
| 9        | Interest cost   |                                |                |          |
| 10       | Plan participants' contributions                            | Not Applicable                 |                |          |
| 11       | Amendments  |                                |                |          |
| 12       | Actuarial loss  |                                |                |          |
| 13       | Acquisition   |                                |                |          |
| 14       | Benefits paid   |                                |                |          |
| 15       | Benefit obligation at end of year                           | \$ -                           | \$ -           |          |
| 16       | <b>Change in Plan Assets</b>                                |                                |                |          |
| 17       | Fair value of plan assets at beginning of year              | \$ 220,342,829                 | \$ 192,194,493 | -12.77%  |
| 18       | Actual return on plan assets                                |                                |                |          |
| 19       | Acquisition   |                                |                |          |
| 20       | Employer contribution 2/                                    | \$ 6,720,175                   | \$ 5,980,199   | 12.37%   |
| 21       | Plan participants' contributions                            |                                |                |          |
| 22       | Benefits paid   |                                |                |          |
| 23       | Fair value of plan assets at end of year 2/                 | \$ 218,194,855                 | \$ 220,342,829 | -0.97%   |
| 24       | <b>Funded Status</b>  | Not Applicable                 |                |          |
| 25       | Unrecognized net actuarial loss                             |                                |                |          |
| 26       | Unrecognized prior service cost                             |                                |                |          |
| 27       | Prepaid (accrued) benefit cost                              | \$ -                           | \$ -           |          |
| 28       |   |                                |                |          |
| 29       | <b>Weighted-average Assumptions as of Year End</b>          | Not Applicable                 |                |          |
| 30       | Discount rate   |                                |                |          |
| 31       | Expected return on plan assets                              |                                |                |          |
| 32       | Rate of compensation increase                               |                                |                |          |
| 33       |   |                                |                |          |
| 34       | <b>Components of Net Periodic Benefit Costs</b>             | Not Applicable                 |                |          |
| 35       | Service cost  |                                |                |          |
| 36       | Interest cost   |                                |                |          |
| 37       | Expected return on plan assets                              |                                |                |          |
| 38       | Amortization of prior service cost                          |                                |                |          |
| 39       | Recognized net actuarial loss                               |                                |                |          |
| 40       | Net periodic benefit cost (SEC Basis)                       | \$ -                           | \$ -           |          |
| 41       |   |                                |                |          |
| 42       | <b>Montana Intrastate Costs: (MPSC Regulatory Basis)</b>    |                                |                |          |
| 43       | 401(k) Plan Defined Contribution Costs                      | \$ 4,598,308                   | \$ 3,980,161   | 15.53%   |
| 44       | 401(k) Plan Defined Contribution Costs Capitalized          | 941,461                        | 727,105        | 29.48%   |
| 45       | Accumulated Pension Asset (Liability) at Year End           | Not Applicable                 |                |          |
| 46       | <b>Number of Company Employees:</b>                         | 3/                             | 3/             |          |
| 47       | Covered by the Plan - Eligible                              | 1,388                          | 1,352          | 2.66%    |
| 48       | Not Covered by the Plan                                     |                                |                |          |
| 49       | Active - Participating                                      | 1,347                          | 1,304          | 3.30%    |
| 50       | Retired   |                                |                |          |
| 51       | Vested Former Employees, Retirees and Active-               | 259                            | 251            | 3.19%    |
| 52       | Noncontributing   |                                |                |          |
|          | 2/ This plan covers all NorthWestern Corporation employees. |                                |                |          |
|          | 3/ Represents total company 401(k) plan participants.       |                                |                |          |

| Sch. 15 | Other Post Employment Benefits (OPEBS)  |   |                               |          |
|---------|---|---|-------------------------------|----------|
|         | Item  | Current Year  | Last Year                     | % Change |
| 1       | <b>Regulatory Treatment:</b>  |   |                               |          |
| 2       | Commission authorized - most recent   |   |                               |          |
| 3       | Docket number: D2009.9.129  |   |                               |          |
| 4       | Order number: 7046h   |   |                               |          |
| 5       | Amount recovered through rates  | \$350,602   | \$1,161,304                   | -69.81%  |
| 6       | <b>Weighted-average Assumptions as of Year End</b>  | 1/  | 2/                            |          |
| 7       | Discount rate   | 3.75%   | 4.50%                         | -16.67%  |
| 8       | Expected return on plan assets  | 7.25%   | 7.75%                         | -6.45%   |
| 9       | Medical Cost Inflation Rate 3/  | 8.75%,4.5%:17   | 9.00%,4.5%:18                 |          |
|         |   | Projected Unit Credit Actuarial, Cost Method Allocated from the Date of Hire to Full Eligibility Date |                               |          |
| 10      | Actuarial Cost Method   | 3.50% Union & 3.55% Non-Union   | 3.50% Union & 3.55% Non-Union |          |
| 11      | Rate of compensation increase   |   |                               |          |
| 12      | <b>List each method used to fund OPEBs (ie: VEBA, 401(h)) and if tax advantaged:</b>                                      |   |                               |          |
| 13      | Union Employees - VEBA - Yes, tax advantaged  |   |                               |          |
| 14      | Non-Union Employees - 401(h) - Yes, tax advantaged  |   |                               |          |
| 15      | <b>Describe any Changes to the Benefit Plan:</b>  |   |                               |          |
| 16      |   |   |                               |          |
|         | 1/ Obtained from NorthWestern Energy-Montana's 2010 FASB 106 Valuation. Assumptions and data are as of December 31, 2011. |   |                               |          |
|         | 2/ Obtained from NorthWestern Energy-Montana's 2009 FASB 106 Valuation. Assumptions and data are as of December 31, 2010. |   |                               |          |
|         | 3/ First Year, Ultimate, Years to Reach Ultimate.   |   |                               |          |

| Sch. 15a | Other Post Employment Benefits (OPEBS) (continued)   |               |               |          |
|----------|--|---------------|---------------|----------|
|          | Item   | Current Year  | Last Year     | % Change |
| 1        | <b>Number of Company Employees:</b>  |               |               |          |
| 2        | Covered by the Plan  |               |               |          |
| 3        | Not Covered by the Plan  |               |               |          |
| 4        | Active   |               |               |          |
| 5        | Retired  |               |               |          |
| 6        | Spouses/Dependants covered by the Plan   |               |               |          |
| 7        | <b>Montana 4/</b>  |               |               |          |
| 8        | <b>Change in Benefit Obligation</b>  |               |               |          |
| 9        | Benefit obligation at beginning of year  | \$26,467,645  | \$22,862,746  | 15.77%   |
| 10       | Service cost   | 358,150       | 403,973       | -11.34%  |
| 11       | Interest Cost  | 970,483       | 1,363,908     | -28.85%  |
| 12       | Plan participants' contributions   | 1,089,753     | -             | -        |
| 13       | Amendments   | (464,242)     | -             | -        |
| 14       | Actuarial loss/(gain)  | (2,711,685)   | 4,341,706     | -162.46% |
| 15       | Acquisition  | -             | -             | -        |
| 16       | Benefits paid  | (3,289,421)   | (2,504,688)   | -31.33%  |
| 17       | Benefit obligation at end of year  | \$22,420,683  | \$26,467,645  | -15.29%  |
| 18       | <b>Change in Plan Assets</b>   |               |               |          |
| 19       | Fair value of plan assets at beginning of year   | \$17,201,034  | \$15,298,244  | 12.44%   |
| 20       | Actual return on plan assets   | 339,995       | 1,902,790     | -82.13%  |
| 21       | Acquisition  | -             | -             | -        |
| 22       | Employer contribution  | 160,918       | 2,504,688     | -93.58%  |
| 23       | Plan participants' contributions   | -             | -             | -        |
| 24       | Benefits paid  | (2,199,668)   | (2,504,688)   | 12.18%   |
| 25       | Fair value of plan assets at end of year   | \$15,502,279  | \$17,201,034  | -9.88%   |
| 26       | <b>Funded Status</b>   | (\$6,918,404) | (\$9,266,611) | 25.34%   |
| 27       | Unrecognized net transition (asset)/obligation   | -             | -             | -        |
| 28       | Unrecognized net actuarial loss/(gain)   | -             | -             | -        |
| 29       | Unrecognized prior service cost  | -             | -             | -        |
| 30       | Prepaid (accrued) benefit cost   | (\$6,918,404) | (\$9,266,611) | 25.34%   |
| 31       | <b>Components of Net Periodic Benefit Costs</b>  |               |               |          |
| 32       | Service cost   | \$358,150     | \$403,973     | -11.34%  |
| 33       | Interest cost  | 970,483       | 1,363,908     | -28.85%  |
| 34       | Expected return on plan assets   | (1,185,450)   | (1,185,614)   | 0.01%    |
| 35       | Amortization of transitional (asset)/obligation  | -             | -             | -        |
| 36       | Amortization of prior service cost   | (2,148,915)   | (\$2,102,491) | -2.21%   |
| 37       | Recognized net actuarial loss/(gain)   | 657,715       | 982,909       | -33.08%  |
| 38       | Net periodic benefit cost  | (\$1,348,017) | (\$537,315)   | -150.88% |
| 39       | <b>Accumulated Post Retirement Benefit Obligation</b>  |               |               |          |
| 40       | Amount Funded through VEBA   | \$ -          | \$ -          | -        |
| 41       | Amount Funded through 401(h)   | -             | -             | -        |
| 42       | Amount Funded through other - Company funds  | 160,918       | 2,504,688     | -93.58%  |
| 43       | TOTAL  | \$160,918     | \$2,504,688   | -93.58%  |
| 44       | Amount that was tax deductible - VEBA  | \$ -          | \$ -          | -        |
| 45       | Amount that was tax deductible - 401(h)  | -             | -             | -        |
| 46       | Amount that was tax deductible - Other   | 350,602       | 1,161,304     | -69.81%  |
| 47       | TOTAL  | \$350,602     | \$1,161,304   | -69.81%  |
| 48       | <b>Montana Intrastate Costs:</b>   |               |               |          |
| 49       | Pension Costs  | \$350,602     | \$1,161,304   | -69.81%  |
| 50       | Pension Costs Capitalized  | 71,782        | 212,150       | -66.16%  |
| 51       | Accumulated Pension Asset (Liability) at Year End  | (6,918,404)   | (9,266,611)   | 25.34%   |
| 52       | <b>Number of Montana Employees:</b>  |               |               |          |
| 53       | Covered by the Plan  | 2,085         | 2,137         | -2.43%   |
| 54       | Not Covered by the Plan  | 192           | 153           | 25.49%   |
| 55       | Active   | 1,014         | 1,080         | -6.11%   |
| 56       | Retired  | 961           | 948           | 1.37%    |
| 57       | Spouses/Dependants covered by the Plan   | 110           | 109           | 0.92%    |
|          | 4/ There is approximately an additional \$10,006,342 and \$9,502,819 in other company OPEBS liabilities outstanding at December 31, 2011 and 2010, respectively for other supplemental retirement agreements in addition to what is reflected for Montana above. |               |               |          |



**SCHEDULE 16**

Note: This schedule includes the ten most highly compensated employees assigned or allocated to Montana that are not already included on Sch 17.

**TOP TEN MONTANA COMPENSATED EMPLOYEES (ASSIGNED OR ALLOCATED)**

| Line No. | Name/Title   | Base Salary | Bonuses<br>1/ | Other<br>2/  | Total Compensation | Total Compensation Reported Last Year | % Increase Total Compensation |
|----------|--|-------------|---------------|--|--------------------|---------------------------------------|-------------------------------|
| 1        | Patrick R. Corcoran<br>Vice President, Government & Regulatory Affairs       | 198,940     | 60,710 A      | 16,118 B<br>62,804 C<br>133,755 D                        | 472,327            | 456,779                               | 3%                            |
| 2        | Michael R. Cashell<br>Vice President, Transmission                           | 174,693     | 48,581 A      | 25,520 B<br>40,147 C<br>120,374 D                        | 409,315            | 339,632                               | 21%                           |
| 3        | William T. Rhoads<br>General Manager, Generation                             | 153,946     | 24,475 A      | 20,146 B<br>22,341 C<br>110,134 D<br>6,927 E<br>15,009 F | 352,977            | N/A                                   |                               |
| 4        | Kendall G. Kilewer<br>Vice President and Controller                          | 224,444     | 0 A           | 40,844 B<br>70,856 C<br>6,384 D                          | 342,528            | 393,990                               | -13%                          |
| 5        | John D. Hines<br>Vice President, Supply                                      | 176,555     | 48,581 A      | 14,112 B<br>41,417 C<br>46,167 D                         | 326,832            | 274,085                               | 19%                           |
| 6        | Michael L. Nieman<br>Chief Audit and Compliance Officer                      | 192,217     | 46,554 A      | 41,179 B<br>34,793 C<br>2,684 D<br>5,598 E               | 323,025            | 326,244                               | -1%                           |
| 7        | John S. Fitzpatrick<br>Executive Director<br>State/Local Community Relations | 171,017     | 28,953 A      | 20,685 B<br>19,087 C<br>50,033 D<br>4,446 F<br>6,720 G   | 300,941            | 286,439                               | 5%                            |
| 8        | Daniel L. Rausch<br>Director, Investor Relations & Business Development      | 168,094     | 35,653 A      | 35,162 B<br>25,027 C<br>3,768 D<br>3,782 F               | 271,486            | 264,152                               | 3%                            |
| 9        | Wayne M. Hitt<br>Director, Tax   | 153,085     | 32,702 A      | 34,248 B<br>22,341 C<br>5,913 D<br>8,500 H<br>625 I      | 257,414            | N/A                                   |                               |
| 10       | Michael Andrew McLain<br>Corporate Counsel                                   | 107,500     | 19,630 A      | 18,990 B<br>105,114 H                                    | 251,234            | N/A                                   |                               |

**TOP TEN MONTANA COMPENSATED EMPLOYEES (ASSIGNED OR ALLOCATED)**

| Line No. | Name/Title  | Base Salary | Bonuses<br>1/ | Other<br>2/ | Total Compensation | Total Compensation Reported Last Year | % Increase Total Compensation |
|----------|---|-------------|---------------|-------------|--------------------|---------------------------------------|-------------------------------|
| 1        | 1/ Bonuses include the following:   |             |               |             |                    |                                       |                               |
| 2        |   |             |               |             |                    |                                       |                               |
| 3        | A> Non-Equity Incentive Plan Compensation includes amounts paid under the 2011 Employee Incentive       |             |               |             |                    |                                       |                               |
| 4        | Compensation Plan. Amounts were earned in 2011 and paid in the first quarter of 2012. Based on          |             |               |             |                    |                                       |                               |
| 5        | company performance against plan, the incentive plan was funded at 101% of target. Individual awards    |             |               |             |                    |                                       |                               |
| 6        | varied from the funded level based on individual performance.   |             |               |             |                    |                                       |                               |
| 7        |   |             |               |             |                    |                                       |                               |
| 8        | 2/ All Other Compensation for named employees consists of the following:                                |             |               |             |                    |                                       |                               |
| 9        |   |             |               |             |                    |                                       |                               |
| 10       | B> Employer contributions to benefits - medical, dental, vision, employee assistance program,           |             |               |             |                    |                                       |                               |
| 11       | group term life, Health Savings Account, non-cash awards and related tax liability gross up,            |             |               |             |                    |                                       |                               |
| 12       | 401(k) match and non-elective 401(k) contribution.  |             |               |             |                    |                                       |                               |
| 13       |   |             |               |             |                    |                                       |                               |
| 14       | C> Values reflect the grant date fair value for restricted stock awards.                                |             |               |             |                    |                                       |                               |
| 15       |   |             |               |             |                    |                                       |                               |
| 16       | D> Change in pension value over previous year. The present value of accumulated benefits was calculated |             |               |             |                    |                                       |                               |
| 17       | assuming benefits commence at age 65 and using the discount rate, mortality assumption and assumed      |             |               |             |                    |                                       |                               |
| 18       | payment form consistent with those disclosed in the Notes to the Consolidated Financial Statements      |             |               |             |                    |                                       |                               |
| 19       | in our Annual Report on Form 10-K for the year ended December 31, 2011.                                 |             |               |             |                    |                                       |                               |
| 20       |   |             |               |             |                    |                                       |                               |
| 21       | E> Vacation sold back during the year.  |             |               |             |                    |                                       |                               |
| 22       |   |             |               |             |                    |                                       |                               |
| 23       | F> Merit pay or bonus.  |             |               |             |                    |                                       |                               |
| 24       |   |             |               |             |                    |                                       |                               |
| 25       | G> Vehicle allowance.   |             |               |             |                    |                                       |                               |
| 26       |   |             |               |             |                    |                                       |                               |
| 27       | H> Payments and imputed income for reimbursements related to relocation/commuting.                      |             |               |             |                    |                                       |                               |
| 28       |   |             |               |             |                    |                                       |                               |
| 29       | I> Imputed income related to use of facilities at Hebgen.   |             |               |             |                    |                                       |                               |
| 30       |   |             |               |             |                    |                                       |                               |

**SCHEDULE 17**

Note: This schedule contains the five most highly compensated corporate officers who are assigned or allocated to Montana.

**TOP FIVE MONTANA COMPENSATED EMPLOYEES (ASSIGNED OR ALLOCATED)**

| Line No. | Name/Title   | Base Salary | Bonuses<br>1/ | Other<br>2/                                 | Total<br>Compensation | Total<br>Compensation<br>Reported Last Year | % Increase<br>Total<br>Compensation |
|----------|--|-------------|---------------|---|-----------------------|---|-------------------------------------|
| 1        | Robert C. Rowe<br>President & Chief Executive Officer                                  | 510,101     | 415,110 A     | 18,903 B<br>474,785 C<br>49,812 D           | 1,468,711             | 1,231,916                                   | 19%                                 |
| 2        | Brian B. Bird<br>Vice President, Chief Financial Officer<br>& Treasurer                | 334,634     | 170,199 A     | 40,012 B<br>216,755 C<br>9,531 D            | 771,131               | 735,084                                     | 5%                                  |
| 3        | Heather Grahame<br>Vice President, General Counsel                                     | 304,510     | 123,902 A     | 42,152 B<br>146,691 C<br>7,642 E            | 624,897               | 465,271                                     | 34%                                 |
| 4        | Curtis T. Pohl<br>Vice President, Distribution   | 239,748     | 97,551 A      | 42,303 B<br>115,486 C<br>6,848 D<br>7,222 F | 509,158               | 436,999                                     | 17%                                 |
| 5        | Bobbi Schroeppel<br>Vice President, Customer Care,<br>Communications & Human Resources | 211,692     | 64,601 A      | 40,793 B<br>66,813 C<br>5,503 D             | 389,402               | 374,244                                     | 4%                                  |

**TOP FIVE MONTANA COMPENSATED EMPLOYEES (ASSIGNED OR ALLOCATED)**

| Line No. | Name/Title   | Base Salary | Bonuses<br>1/ | Other<br>2/ | Total Compensation | Total Compensation Reported Last Year | % Increase Total Compensation |
|----------|--|-------------|---------------|-------------|--------------------|---------------------------------------|-------------------------------|
| 1        | 1/ Bonuses include the following:  |             |               |             |                    |                                       |                               |
| 2        |  |             |               |             |                    |                                       |                               |
| 3        | A> Non-Equity Incentive Plan Compensation includes amounts paid under the 2011 Employee                  |             |               |             |                    |                                       |                               |
| 4        | Incentive Compensation Plan. Amounts were earned in 2011 and paid in the first quarter of 2012. Based on |             |               |             |                    |                                       |                               |
| 5        | company performance against plan, the incentive plan was funded at 101% of target.                       |             |               |             |                    |                                       |                               |
| 6        |  |             |               |             |                    |                                       |                               |
| 7        | 2/ All Other Compensation for named employees consists of the following:                                 |             |               |             |                    |                                       |                               |
| 8        |  |             |               |             |                    |                                       |                               |
| 9        | B> Employer contributions to benefits - medical, dental, vision, employee assistance program,            |             |               |             |                    |                                       |                               |
| 10       | group term life, Health Savings Account, 401(k) match, and non-elective 401(k) contribution.             |             |               |             |                    |                                       |                               |
| 11       |  |             |               |             |                    |                                       |                               |
| 12       | C> Values reflect the grant date fair value for restricted stock awards.                                 |             |               |             |                    |                                       |                               |
| 13       |  |             |               |             |                    |                                       |                               |
| 14       | D> Change in pension value over previous year. The present value of accumulated benefits was calculated  |             |               |             |                    |                                       |                               |
| 15       | assuming benefits commence at age 65 and using the discount rate, mortality assumption and assumed       |             |               |             |                    |                                       |                               |
| 16       | payment form consistent with those disclosed in the Notes to the Consolidated Financial Statements       |             |               |             |                    |                                       |                               |
| 17       | in our Annual Report on Form 10-K for the year ended December 31, 2011.                                  |             |               |             |                    |                                       |                               |
| 18       |  |             |               |             |                    |                                       |                               |
| 19       | E> Payments and imputed income for reimbursements related to relocation.                                 |             |               |             |                    |                                       |                               |
| 20       |  |             |               |             |                    |                                       |                               |
| 21       | F> Vacation sold back during the year.   |             |               |             |                    |                                       |                               |
| 22       |  |             |               |             |                    |                                       |                               |

| Sch. 18 | BALANCE SHEET 1/   |                         |                         |                       |                |
|---------|--|-------------------------|-------------------------|-----------------------|----------------|
|         | Account Title  | This Year               | Last Year               | Variance              | % Change       |
| 1       | <b>Assets and Other Debits</b>                           |                         |                         |                       |                |
| 2       | Utility Plant  |                         |                         |                       |                |
| 3       | 101 Plant in Service                                     | \$3,479,352,079         | \$3,357,302,141         | \$122,049,938         | 3.64%          |
| 4       | 101.1 Property Under Capital Leases                      | 40,209,537              | 40,209,537              | -                     | 0.00%          |
| 5       | 105 Plant Held for Future Use                            | 4,900                   | 4,900                   | -                     | 0.00%          |
| 6       | 107 Construction Work in Progress                        | 72,580,805              | 34,704,153              | \$37,876,652          | 109.14%        |
| 7       | 108 Accumulated Depreciation Reserve                     | (1,481,407,150)         | (1,402,535,010)         | (\$78,872,140)        | 5.62%          |
| 8       | 108.1 Accumulated Depreciation - Capital Leases          | (11,057,582)            | (9,047,108)             | (\$2,010,474)         | 22.22%         |
| 9       | 111 Accumulated Amortization & Depletion Reserves        | (23,574,461)            | (20,095,364)            | (\$3,479,097)         | 17.31%         |
| 10      | 114 Electric Plant Acquisition Adjustments               | -                       | -                       | -                     | -              |
| 11      | 115 Accumulated Amortization-Electric Plant Acq. Adj.    | -                       | -                       | -                     | -              |
| 12      | 116 Utility Plant Adjustments                            | 355,128,500             | 355,128,500             | -                     | 0.00%          |
| 13      | 117 Gas Stored Underground-Noncurrent                    | 32,119,408              | 32,118,564              | 844                   | 0.00%          |
| 14      | <b>Total Utility Plant</b>                               | <b>2,463,356,036</b>    | <b>2,387,790,313</b>    | <b>75,565,723</b>     | <b>3.16%</b>   |
| 15      | <b>Other Property and Investments</b>                    |                         |                         |                       |                |
| 16      | 121 Nonutility Property                                  | 9,974,240               | 8,264,780               | 1,709,460             | 20.68%         |
| 17      | 122 Accumulated Depr. & Amort.-Nonutility Property       | (503,814)               | (450,593)               | (53,221)              | 11.81%         |
| 18      | 123.1 Investments in Assoc Companies and Subsidiaries    | (152,003,379)           | (67,099,183)            | (84,904,196)          | 126.54%        |
| 19      | 124 Other Investments                                    | 8,556,077               | 5,937,333               | 2,618,744             | 44.11%         |
| 20      | 128 Miscellaneous Special Funds                          | -                       | -                       | -                     | -              |
| 21      | LT Portion of Derivative Assets - Hedges                 | -                       | -                       | -                     | -              |
| 22      | <b>Total Other Property &amp; Investments</b>            | <b>(133,976,876)</b>    | <b>(63,347,663)</b>     | <b>(80,629,213)</b>   | <b>151.14%</b> |
| 23      | <b>Current and Accrued Assets</b>                        |                         |                         |                       |                |
| 24      | 131 Cash   | 5,888,517               | 6,191,524               | (303,007)             | -4.89%         |
| 25      | 134 Other Special Deposits                               | 3,998,525               | 3,330,081               | 668,444               | 20.07%         |
| 26      | 135 Working Funds  | 39,300                  | 40,567                  | (1,267)               | -3.12%         |
| 27      | 136 Temporary Cash Investments                           | -                       | -                       | -                     | -              |
| 28      | 141 Notes Receivable                                     | -                       | -                       | -                     | -              |
| 29      | 142 Customer Accounts Receivable                         | 71,822,880              | 71,029,517              | 793,363               | 1.12%          |
| 30      | 143 Other Accounts Receivable                            | 8,031,487               | 11,066,640              | (3,035,153)           | -27.43%        |
| 31      | 144 Accumulated Provision for Uncollectible Accounts     | (2,929,624)             | (2,874,902)             | (54,722)              | 1.90%          |
| 32      | 145 Notes Receivable-Associated Companies                | -                       | -                       | -                     | -              |
| 33      | 146 Accounts Receivable-Associated Companies             | 4,851,585               | 12,435,690              | (7,584,105)           | -60.99%        |
| 34      | 151 Fuel Stock   | 7,281,127               | 5,993,574               | 1,287,553             | 21.48%         |
| 35      | 154 Plant Materials and Operating Supplies               | 22,407,788              | 20,603,835              | 1,803,953             | 8.76%          |
| 36      | 164 Gas Stored - Current                                 | 29,819,575              | 24,080,873              | 5,738,702             | 23.83%         |
| 37      | 165 Prepayments  | 8,675,982               | 5,427,163               | 3,248,819             | 59.86%         |
| 38      | 171 Interest and Dividends Receivable                    | -                       | -                       | -                     | -              |
| 40      | 172 Rents Receivable                                     | 76,604                  | 54,930                  | 21,674                | 39.46%         |
| 41      | 173 Accrued Utility Revenues                             | 71,118,239              | 69,393,581              | 1,724,658             | 2.49%          |
| 42      | 174 Miscellaneous Current & Accrued Assets               | 350,081                 | 305,033                 | 45,048                | 14.77%         |
| 43      | 175 Derivative Instrument Assets (175)                   | -                       | 8,500                   | (8,500)               | -100.00%       |
| 44      | (Less) Long-Term Portion of Derivative Instrument Assets | -                       | -                       | -                     | -              |
| 45      | 176 LT Portion of Derivative Assets - Hedges             | -                       | -                       | -                     | -              |
| 46      | (less) LT Portion of Derivative Assets - Hedges          | -                       | -                       | -                     | -              |
| 47      | <b>Total Current &amp; Accrued Assets</b>                | <b>231,432,066</b>      | <b>227,086,606</b>      | <b>4,345,460</b>      | <b>1.91%</b>   |
| 48      | <b>Deferred Debits</b>                                   |                         |                         |                       |                |
| 49      | 181 Unamortized Debt Expense                             | 11,307,102              | 12,256,091              | (948,989)             | -7.74%         |
| 50      | 182 Regulatory Assets                                    | 329,875,457             | 249,597,474             | 80,277,983            | 32.16%         |
| 51      | 183 Preliminary Survey and Investigation Charges         | 825,634                 | 2,344,107               | (1,518,473)           | -64.78%        |
| 52      | 184 Clearing Accounts                                    | 13,354                  | 2,710                   | 10,644                | >300.00%       |
| 53      | 185 Temporary Facilities                                 | -                       | 78                      | (78)                  | -100.00%       |
| 54      | 186 Miscellaneous Deferred Debits                        | 1,883,035               | 2,834,279               | (951,244)             | -33.56%        |
| 55      | 189 Unamortized Loss on Reacquired Debt                  | 15,413,238              | 16,882,134              | (1,468,896)           | -8.70%         |
| 56      | 190 Accumulated Deferred Income Taxes                    | 164,228,720             | 97,507,302              | 66,721,418            | 68.43%         |
| 57      | 191 Unrecovered Purchased Gas Costs                      | 3,554,323               | 1,633,876               | 1,920,447             | 117.54%        |
| 58      | <b>Total Deferred Debits</b>                             | <b>527,100,863</b>      | <b>383,058,051</b>      | <b>144,042,812</b>    | <b>37.60%</b>  |
| 59      | <b>TOTAL ASSETS and OTHER DEBITS</b>                     | <b>\$ 3,087,912,089</b> | <b>\$ 2,944,587,307</b> | <b>\$ 143,324,782</b> | <b>4.87%</b>   |

Schedule 18

| Sch. 18 | cont.   | BALANCE SHEET 1/        |                         |                       |                |
|---------|---|-------------------------|-------------------------|-----------------------|----------------|
|         | Account Title   | This Year               | This Year               | Variance              | % Change       |
| 1       | <b>Liabilities and Other Credits</b>                    |                         |                         |                       |                |
| 2       | <b>Proprietary Capital</b>                              |                         |                         |                       |                |
| 3       | 201 Common Stock Issued                                 | \$ 398,411              | \$ 397,993              | \$ 418                | 0.11%          |
| 4       | 204 Preferred Stock Issued                              | -                       | -                       | -                     | -              |
| 5       | 207 Premium on Capital Stock                            | -                       | -                       | -                     | -              |
| 6       | 211 Miscellaneous Paid-In Capital                       | 816,700,362             | 813,878,068             | 2,822,294             | 0.35%          |
| 7       | 213 Discount on Capital Stock                           | -                       | -                       | -                     | -              |
| 8       | 214 Capital Stock Expense                               | -                       | -                       | -                     | -              |
| 9       | 215 Appropriated Retained Earnings                      | -                       | -                       | -                     | -              |
| 10      | 216 Unappropriated Retained Earnings                    | 128,631,093             | 87,984,357              | 40,646,736            | 46.20%         |
| 12      | 217 Reacquired Capital Stock                            | (90,272,890)            | (90,427,113)            | 154,223               | -0.17%         |
| 13      | 219 Accumulated Other Comprehensive Income              | 3,655,967               | 8,513,655               | (4,857,688)           | -57.06%        |
| 14      | <b>Total Proprietary Capital</b>                        | <b>859,112,943</b>      | <b>820,346,960</b>      | <b>38,765,983</b>     | <b>4.73%</b>   |
| 15      | <b>Long Term Debt</b>                                   |                         |                         |                       |                |
| 16      | 221 Bonds   | 905,205,000             | 905,205,000             | -                     | 0.00%          |
| 17      | 223 Advances in Associated Companies                    | -                       | -                       | -                     | -              |
| 18      | 224 Other Long Term Debt                                | -                       | 153,000,000             | (153,000,000)         | -100.00%       |
| 19      | 226 (Less) Unamortized Discount on Long Term Debt-Debit | 155,738                 | 179,838                 | (24,100)              | -13.40%        |
| 20      | <b>Total Long Term Debt</b>                             | <b>905,049,262</b>      | <b>1,058,025,162</b>    | <b>(152,975,900)</b>  | <b>-14.46%</b> |
| 21      | <b>Other Noncurrent Liabilities</b>                     |                         |                         |                       |                |
| 22      | 227 Obligations Under Capital Leases-Noncurrent         | 32,917,879              | 34,288,045              | (1,370,166)           | -4.00%         |
| 23      | 228.1 Accumulated Provision for Property Insurance      | -                       | -                       | -                     | -              |
| 24      | 228.2 Accumulated Provision for Injuries and Damages    | 10,003,210              | 12,380,125              | (2,376,915)           | -19.20%        |
| 25      | 228.3 Accumulated Provision for Pensions and Benefits   | 26,150,621              | 28,680,305              | (2,529,684)           | -8.82%         |
| 26      | 228.4 Accumulated Miscellaneous Operating Provisions    | 214,313,846             | 206,905,197             | 7,408,649             | 3.58%          |
| 27      | 229 Accumulated Provision for Rate Refunds              | 11,432,481              | 3,541,702               | 7,890,779             | 222.80%        |
| 28      | 230 Asset Retirement Obligations                        | 6,291,623               | 7,180,922               | (889,299)             | -12.38%        |
| 29      | <b>Total Other Noncurrent Liabilities</b>               | <b>301,109,660</b>      | <b>292,976,296</b>      | <b>8,133,364</b>      | <b>2.78%</b>   |
| 30      | <b>Current and Accrued Liabilities</b>                  |                         |                         |                       |                |
| 31      | 231 Notes Payable                                       | 166,933,493             | -                       | 166,933,493           | -              |
| 32      | 232 Accounts Payable                                    | 80,813,254              | 84,151,450              | (3,338,196)           | -3.97%         |
| 33      | 233 Notes Payable to Associated Companies               | -                       | -                       | -                     | -              |
| 34      | 234 Accounts Payable to Associated Companies            | 70,978                  | 61,584                  | 9,394                 | 15.25%         |
| 35      | 235 Customer Deposits                                   | 13,088,340              | 9,784,498               | 3,303,842             | 33.77%         |
| 36      | 236 Taxes Accrued                                       | 33,058,019              | 130,979,557             | (97,921,538)          | -74.76%        |
| 37      | 237 Interest Accrued                                    | 15,318,941              | 15,284,739              | 34,202                | 0.22%          |
| 39      | 238 Dividends Declared                                  | -                       | -                       | -                     | -              |
| 40      | 241 Tax Collections Payable                             | 1,198,760               | 1,222,070               | (23,310)              | -1.91%         |
| 41      | 242 Miscellaneous Current and Accrued Liabilities       | 47,775,316              | 48,679,842              | (904,326)             | -1.86%         |
| 42      | 243 Obligations Under Capital Leases-Current            | 1,370,168               | 1,275,845               | 94,323                | 7.39%          |
| 43      | 244 Derivative Instrument Liabilities                   | 20,312,243              | 29,720,807              | (9,408,564)           | -31.66%        |
| 44      | 245 Derivative Instrument Liabilities - Hedges          | -                       | -                       | -                     | -              |
| 45      | <b>Total Current and Accrued Liabilities</b>            | <b>379,939,512</b>      | <b>321,160,192</b>      | <b>58,779,320</b>     | <b>18.30%</b>  |
| 46      | <b>Deferred Credits</b>                                 |                         |                         |                       |                |
| 47      | 252 Customer Advances for Construction                  | 41,020,091              | 43,787,528              | (2,767,437)           | -6.32%         |
| 48      | 253 Other Deferred Credits                              | 137,947,782             | 79,080,915              | 58,866,867            | 74.44%         |
| 49      | 254 Regulatory Liabilities                              | 28,352,270              | 22,765,216              | 5,587,054             | 24.54%         |
| 50      | 255 Accumulated Deferred Investment Tax Credits         | 1,572,445               | 1,996,006               | (423,561)             | -21.22%        |
| 51      | 257 Unamortized Gain on Reacquired Debt                 | -                       | -                       | -                     | -              |
| 52      | 281-283 Accumulated Deferred Income Taxes               | 433,808,124             | 304,449,032             | 129,359,092           | 42.49%         |
| 53      | <b>Total Deferred Credits</b>                           | <b>642,700,712</b>      | <b>452,078,697</b>      | <b>190,622,015</b>    | <b>42.17%</b>  |
| 54      | <b>TOTAL LIABILITIES and OTHER CREDITS</b>              | <b>\$ 3,087,912,089</b> | <b>\$ 2,944,587,307</b> | <b>\$ 143,324,782</b> | <b>4.87%</b>   |

1/ This financial statement is presented on the basis of the accounting requirements of the Federal Energy Regulatory Commission (FERC) as set forth in its applicable Uniform System of Accounts. As such, subsidiaries are presented using the equity method of accounting. The amounts presented are consistent with the presentation in FERC Form 1, plus Canadian Montana Pipeline Corp.

## NOTES TO FINANCIAL STATEMENTS

### (1) Nature of Operations

NorthWestern Corporation, doing business as NorthWestern Energy, provides electricity and natural gas to approximately 668,300 customers in Montana, South Dakota and Nebraska. We have generated and distributed electricity in South Dakota and distributed natural gas in South Dakota and Nebraska since 1923 and have generated and distributed electricity and distributed natural gas in Montana since 2002.

The Financial Statements for the periods included herein have been prepared by NorthWestern Corporation (NorthWestern, we or us), pursuant to the rules and regulations of the Federal Energy Regulatory Commission (FERC) as set forth in its applicable Uniform System of Accounts. The preparation of financial statements in conformity with the accounting requirements of the FERC as set forth in its applicable Uniform System of Accounts and published accounting releases requires management to make estimates and assumptions that may affect the reported amounts of assets, liabilities, revenues and expenses during the reporting period. Actual results could differ from those estimates. Events occurring subsequent to December 31, 2011, have been evaluated as to their potential impact to the Financial Statements through the date of issuance, February 15, 2012.

### (2) Significant Accounting Policies

#### *Financial Statement Presentation*

The financial statements are presented on the basis of the accounting requirements of the FERC as set forth in its applicable Uniform System of Accounts and published accounting releases, which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America (GAAP). This report differs from GAAP due to FERC requiring the presentation of subsidiaries on the equity method of accounting, which differs from Statement of Financial Accounting Standards No. 94 "Consolidation of All Majority-Owned Subsidiaries" (SFAS No. 94). SFAS No. 94 requires that all majority-owned subsidiaries be consolidated (see Note 3). The other significant differences consist of the following:

- Earnings per share is not presented;
- Removal and decommissioning costs of generation, transmission and distribution assets are reflected in the Balance Sheets as a component of accumulated depreciation of \$251.2 million and \$237.5 million as of December 31, 2011 and December 31, 2010, respectively, in accordance with regulatory treatment as compared to regulatory liabilities for GAAP purposes (see Note 5);
- Goodwill is reflected in the Balance Sheets as a utility plant adjustment of \$355.1 million as of December 31, 2011 and December 31, 2010, respectively, in accordance with regulatory treatment, as compared to goodwill for GAAP purposes (see Note 6);
- The write-down of plant values associated with the 2002 acquisition of the Montana operations is reflected in the Balance Sheets as a component of accumulated depreciation of \$147.6 million for December 31, 2011 and December 31, 2010, respectively, in accordance with regulatory treatment as compared to plant for GAAP purposes;
- The current portion of gas stored underground is reflected in the Balance Sheets as current and accrued assets, as compared to inventory for GAAP purposes;
- Current and long-term debt is classified in the Balance Sheets as all long-term debt in accordance with regulatory treatment, while current and long-term debt are separately presented for GAAP reporting;

- Accumulated deferred tax assets and liabilities are classified in the Balance Sheets as gross non-current deferred debits and credits, respectively, while GAAP presentation reflects either a net deferred tax asset or liability separately classified as current or non-current; and
- Regulatory assets and liabilities are reflected in the Balance Sheets as non-current items, while current and non-current amounts are separately presented for GAAP.

### Use of Estimates

The preparation of financial statements in conformity with GAAP requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Estimates are used for such items as long-lived asset values and impairment charges, long-lived asset useful lives, tax provisions, asset retirement obligations, uncollectible accounts, our QF obligation, environmental costs, unbilled revenues and actuarially determined benefit costs. We revise the recorded estimates when we receive better information or when we can determine actual amounts. Those revisions can affect operating results.

### Revenue Recognition

Customers are billed monthly on a cycle basis. To match revenues with associated expenses, we accrue unbilled revenues for electrical and natural gas services delivered to customers, but not yet billed at month-end.

### Cash Equivalents

We consider all highly liquid investments with maturities of three months or less at the time of purchase to be cash equivalents.

### Accounts Receivable, Net

Accounts receivable are net of allowances for uncollectible accounts of \$2.9 million and \$2.9 million at December 31, 2011 and December 31, 2010, respectively. Unbilled revenues were \$71.1 million and \$69.4 million at December 31, 2011 and December 31, 2010, respectively.

### Inventories

Inventories are stated at average cost. Inventory consisted of the following (in thousands):

|   | December 31,     |                  |
|---|------------------|------------------|
|   | 2011             | 2010             |
| Fuel stock  | \$ 7,281         | \$ 5,994         |
| Materials and supplies  | 22,408           | 20,604           |
| Gas stored underground (including the non-current portion reflected in utility plant) | 61,939           | 56,199           |
|   | <u>\$ 91,628</u> | <u>\$ 82,797</u> |

### Regulation of Utility Operations

Our regulated operations are subject to the provisions of ASC 980, Regulated Operations (ASC 980). Regulated accounting is appropriate provided that (i) rates are established by or subject to approval by independent, third-party regulators, (ii) rates are designed to recover the specific enterprise's cost of service, and (iii) in view of demand for service, it is reasonable to assume that rates are set at levels that will recover costs and can be charged to and collected from customers.



Our Financial Statements reflect the effects of the different rate making principles followed by the jurisdictions regulating us. The economic effects of regulation can result in regulated companies recording costs that have been, or are expected to be, allowed in the ratemaking process in a period different from the period in which the costs would be charged to expense by an unregulated enterprise. When this occurs, costs are deferred as regulatory assets and recorded as expenses in the periods when those same amounts are reflected in rates. Additionally, regulators can impose liabilities upon a regulated company for amounts previously collected from customers and for amounts that are expected to be refunded to customers (regulatory liabilities).

If we were required to terminate the application of these provisions to our regulated operations, all such deferred amounts would be recognized in the Statement of Income at that time. This would result in a charge to earnings, net of applicable income taxes, which could be material. In addition, we would determine any impairment to the carrying costs of deregulated plant and inventory assets.

### **Derivative Financial Instruments**

We account for derivative instruments in accordance with ASC 815, Derivatives and Hedging. All derivatives are recognized in the Balance Sheets at their fair value unless they qualify for certain exceptions, including the normal purchases and normal sales exception. Additionally, derivatives that qualify and are designated for hedge accounting are classified as either hedges of the fair value of a recognized asset or liability or of an unrecognized firm commitment (fair-value hedge) or hedges of a forecasted transaction or the variability of cash flows to be received or paid related to a recognized asset or liability (cash-flow hedge). For fair-value hedges, changes in fair values for both the derivative and the underlying hedged exposure are recognized in earnings each period. For cash-flow hedges, the portion of the derivative gain or loss that is effective in offsetting the change in the cost or value of the underlying exposure is deferred in accumulated other comprehensive income (AOCI) and later reclassified into earnings when the underlying transaction occurs. Gains and losses from the ineffective portion of any hedge are recognized in earnings immediately. For other derivative contracts that do not qualify or are not designated for hedge accounting, changes in the fair value of the derivatives are recognized in earnings each period. Cash inflows and outflows related to derivative instruments are included as a component of operating, investing or financing cash flows in the Statement of Cash Flows, depending on the underlying nature of the hedged items.

Revenues and expenses on contracts that qualify are designated as normal purchases and normal sales and are recognized when the underlying physical transaction is completed. While these contracts are considered derivative financial instruments, they are not required to be recorded at fair value, but on an accrual basis of accounting. Normal purchases and normal sales are contracts where physical delivery is probable, quantities are expected to be used or sold in the normal course of business over a reasonable period of time, and price is not tied to an unrelated underlying derivative. As part of our regulated electric and gas operations, we enter into contracts to buy and sell energy to meet the requirements of our customers. These contracts include short-term and long-term commitments to purchase and sell energy in the retail and wholesale markets with the intent and ability to deliver or take delivery. If it were determined that a transaction designated as a normal purchase or a normal sale no longer met the exceptions, the fair value of the related contract would be reflected as an asset or liability and immediately recognized through earnings. See Note 7, Risk Management and Hedging Activities for further discussion of our derivative activity.

### **Utility Plant**

Utility plant is stated at original cost, including contracted services, direct labor and material, allowance for funds used during construction (AFUDC), and indirect charges for engineering, supervision and similar overhead items. All expenditures for maintenance and repairs of utility plant are charged to the appropriate maintenance expense accounts. A betterment or replacement of a unit of property is accounted for as an addition and retirement of utility plant. At the time of such a retirement, the accumulated provision for depreciation is charged with the original cost of the property retired and also for the net cost of removal. Also included in utility plant are assets under capital lease, which are stated at the present value of minimum lease payments.

AFUDC represents the cost of financing construction projects with borrowed funds and equity funds. While cash is not realized currently from such allowance, it is realized under the ratemaking process over the service life of the related property through increased revenues resulting from a higher rate base and higher depreciation expense. The component of AFUDC attributable to

borrowed funds is included as a reduction to net interest charges, while the equity component is included in other income. We determine the rate used to compute AFUDC in accordance with a formula established by the FERC. This rate averaged 7.9% and 8.2% for Montana for 2011 and 2010, respectively, and 7.8% and 8.2% for South Dakota for 2011 and 2010, respectively. AFUDC capitalized totaled \$3.1 million for the year ended December 31, 2011 and \$11.0 million for the year ended December 31, 2010 for Montana and South Dakota combined.

We capitalize preliminary survey and investigation charges related to the determination of the feasibility of transmission or generation utility projects in deferred debits. Upon commencement of construction, these costs are transferred to construction work in process, and upon completion, these costs will be transferred to utility plant. As of December 31, 2011 and 2010, we have capitalized preliminary survey and investigation costs of approximately \$21.8 million and \$19.0 million, respectively. Capitalized costs are charged to operating expense if the development of the project is no longer feasible.

We may require contributions in aid of construction from customers when we extend service. Amounts used from these contributions to fund capital additions were \$2.0 million and \$1.9 million for the years ended December 31, 2011 and 2010, respectively.

We record provisions for depreciation at amounts substantially equivalent to calculations made on a straight-line method by applying various rates based on useful lives of the various classes of properties (ranging from three to 40 years) determined from engineering studies. As a percentage of the depreciable utility plant at the beginning of the year, our provision for depreciation of utility plant was approximately 3.3% and 3.2% for 2011 and 2010, respectively.

Depreciation rates include a provision for our share of the estimated costs to decommission three coal-fired generating plants at the end of the useful life of each plant. The annual provision for such costs is included in depreciation expense, while the accumulated provisions are included in accumulated depreciation.

### **Income Taxes**

Exposures exist related to various tax filing positions, which may require an extended period of time to resolve and may result in income tax adjustments by taxing authorities. We have reduced deferred tax assets or established liabilities based on our best estimate of future probable adjustments related to these exposures. On a quarterly basis, we evaluate exposures in light of any additional information and make adjustments as necessary to reflect the best estimate of the future outcomes. We believe our deferred tax assets and established liabilities are appropriate for estimated exposures; however, actual results may differ from these estimates. The resolution of tax matters in a particular future period could have a material impact on our Statements of Income and provision for income taxes.

### **Environmental Costs**

We record environmental costs when it is probable we are liable for the costs and we can reasonably estimate the liability. We may defer costs as a regulatory asset if we have prior regulatory authorization for recovery of these costs from customers in future rates. Otherwise, we expense the costs. If an environmental expense is related to facilities we currently use, such as pollution control equipment, then we capitalize and depreciate the costs over the remaining life of the asset, assuming the costs are recoverable in future rates or future cash flows.

Our remediation cost estimates are based on the use of an environmental consultant, our experience, our assessment of the current situation and the technology currently available for use in the remediation. We regularly adjust the recorded costs as we revise estimates and as remediation proceeds. If we are one of several designated responsible parties, then we estimate and record only our share of the cost. We treat any future costs of restoring sites where operation may extend indefinitely as a capitalized cost of plant retirement. The depreciation expense levels we can recover in rates include a provision for these estimated removal costs.

## **Emission Allowances**

We have sulfur dioxide (SO<sub>2</sub>) emission allowances and each allowance permits a generating unit to emit one ton of SO<sub>2</sub> during or after a specified year. We have approximately 3,200 excess SO<sub>2</sub> emission allowances per year for years 2017 through 2031, however these allowances have no carrying value in our Financial Statements and the market for these years is presently illiquid. These emission allowances are not subject to regulatory jurisdiction. When excess SO<sub>2</sub> emission allowances are sold, we reflect the gain in operating income and cash received is reflected as an investing activity.

## **Accounting Standards Issued**

In May 2011, the Financial Accounting Standards Board (FASB) issued accounting guidance related to fair value measurement, which amends current guidance to achieve common fair value measurement and disclosure requirements in GAAP and International Financial Reporting Standards. The amendments generally represent clarification of how the concepts of highest and best use and valuation premise in a fair value measurement are relevant only when measuring the fair value of nonfinancial assets and are not relevant when measuring the fair value of financial assets or of liabilities. In addition, the guidance expanded the disclosures for the unobservable inputs for Level 3 fair value measurements, requiring quantitative information to be disclosed related to (1) the valuation processes used, (2) the sensitivity of the fair value measurement to changes in unobservable inputs and the interrelationships between those unobservable inputs, and (3) use of a nonfinancial asset in a way that differs from the asset's highest and best use. The new guidance will be effective for us beginning January 1, 2012. Other than requiring additional disclosures, we do not anticipate material impacts on our financial statements upon adoption.

In June 2011, the FASB issued an accounting pronouncement that provides new guidance on the presentation of comprehensive income in financial statements eliminating the option to present the components of other comprehensive income as part of the statement of stockholders' equity. It requires an entity to present the total of comprehensive income, the components of net income, and the components of other comprehensive income either in a single continuous statement of comprehensive income or in two separate but consecutive statements. In December 2011, the FASB issued revised guidance deferring the effective date of the specific requirement to present items that are reclassified out of accumulated other comprehensive income to net income alongside their respective components of net income and other comprehensive income. All other provisions of this guidance, which are to be applied retrospectively, are effective for us beginning January 1, 2012. This guidance concerns disclosure only and will not have a material effect on our financial statements.

In September 2011, the FASB issued new guidance for the testing of goodwill impairment. This guidance provides an entity the option to first assess qualitative factors to determine whether the existence of events or circumstances leads to a determination that it is more likely than not that the fair value of a reporting unit is less than its carrying value. If, after assessing the totality of events or circumstances, an entity determines it is not more likely than not that the fair value of a reporting unit is less than its carrying amount, then performing the two-step impairment test is unnecessary. However, if an entity concludes otherwise, then it is required to perform the first step of the two-step impairment test currently required by calculating the fair value of the reporting unit and comparing the fair value with the carrying amount of the reporting unit. If the carrying amount of a reporting unit exceeds its fair value, then the entity is required to perform the second step of the goodwill impairment test to measure the amount of the impairment loss, if any. An entity has the option to bypass the qualitative assessment for any reporting unit in any period and proceed directly to performing the first step of the two-step goodwill impairment test. An entity may resume performing the qualitative assessment in any subsequent period. The guidance is effective for annual and interim goodwill impairment tests performed for us beginning January 1, 2012. We are evaluating the impact that the adoption of this standard will have on accounting policies as they relate to goodwill impairment testing in future periods.

## **Accounting Standards Adopted**

There have been no new accounting pronouncements or changes in accounting pronouncements adopted during the year ended December 31, 2011 that are of significance, or potential significance, to us.

(3) **Equity Investments**

The following table presents our equity investments reflected in the investments in associated companies on the Balance Sheets (in thousands):

|   | December 31, |             |
|---|--------------|-------------|
|   | 2011         | 2010        |
| Clark Fork & Blackfoot, LLC                 | \$ -         | \$ (7,272)  |
| Colstrip Unit 4 Basis Adjustment            | (165,531)    | (164,952)   |
| Mountain States Transmission Inter tie, LLC | 18,296       | 14,616      |
| Natural Gas Funding Trust                   | 2,466        | 1,661       |
| North Western Services, LLC                 | (10,049)     | (10,401)    |
| North Western Investments, LLC              | -            | 96,369      |
| Risk Partners Assurance, Ltd.               | 2,815        | 2,880       |
| Total Investments in Subsidiary Companies   | \$ (152,003) | \$ (67,099) |

(4) **Utility Plant**

The following table presents the major classifications of our net utility plant (in thousands):

|   | December 31,        |                     |
|---|---------------------|---------------------|
|   | 2011                | 2010                |
| Land and improvements                   | \$ 58,635           | \$ 57,195           |
| Building and improvements               | 161,349             | 152,310             |
| Storage, distribution, and transmission | 2,394,539           | 2,271,440           |
| Generation                              | 682,070             | 706,384             |
| Construction work in process            | 72,581              | 34,704              |
| Other equipment                         | 222,973             | 210,188             |
|   | 3,592,147           | 3,432,221           |
| Less accumulated depreciation           | (1,516,039)         | (1,431,677)         |
|   | <u>\$ 2,076,108</u> | <u>\$ 2,000,544</u> |

Plant and equipment under capital lease were \$29.8 million and \$31.9 million as of December 31, 2011 and December 31, 2010, respectively, which included \$29.2 million and \$31.1 million as of December 31, 2011 and 2010, respectively, related to a long-term power supply contract with the owners of a natural gas fired peaking plant, which has been accounted for as an obligation under capital lease.

**Jointly Owned Electric Generating Plant**

We have an ownership interest in four electric generating plants, all of which are coal fired and operated by other companies. We have an undivided interest in these facilities and are responsible for our proportionate share of the capital and operating costs while being entitled to our proportionate share of the power generated. Our interest in each plant is reflected in the Balance Sheets on a pro rata basis and our share of operating expenses is reflected in the Statements of Income. The participants each finance their own investment.

Information relating to our ownership interest in these facilities is as follows (in thousands):

|                          | Big Stone<br>(SD) | Neal #4<br>(IA) | Coyote<br>(ND) | Colstrip Unit 4<br>(MT) |
|--------------------------|-------------------|-----------------|----------------|-------------------------|
| <b>December 31, 2011</b> |                   |                 |                |                         |
| Ownership percentages    | 23.4%             | 8.7%            | 10.0%          | 30.0%                   |
| Plant in service         | \$ 58,383         | \$ 29,991       | \$ 45,066      | \$ 287,462              |
| Accumulated depreciation | 39,246            | 23,046          | 29,740         | 59,586                  |
| <b>December 31, 2010</b> |                   |                 |                |                         |
| Ownership percentages    | 23.4%             | 8.7%            | 10.0%          | 30.0%                   |
| Plant in service         | \$ 58,283         | \$ 29,897       | \$ 45,050      | \$ 284,770              |
| Accumulated depreciation | 40,201            | 22,443          | 30,114         | 54,402                  |

## (5) Asset Retirement Obligations

We recognize a liability for the legal obligation to perform an asset retirement activity in which the timing and/or method of settlement are conditional on a future event. We have identified asset retirement obligations (ARO), which are liabilities related to our electric and natural gas transmission and distribution assets that have been installed on easements over property not owned by us. The easements are generally perpetual and only require remediation action upon abandonment or cessation of use of the property for the specified purpose. The ARO liability is not estimable for such easements as we intend to utilize these properties indefinitely. In the event we decide to abandon or cease the use of a particular easement, an ARO liability would be recorded at that time.

Our regulated utility operations have, previously recognized removal costs of transmission and distribution assets as a component of depreciation in accordance with regulatory treatment. Generally, the accrual of future non-ARO removal obligations is not required. However, long-standing ratemaking practices approved by applicable state and federal regulatory commissions have allowed provisions for such costs in historical depreciation rates. These removal costs have accumulated over a number of years based on varying rates as authorized by the appropriate regulatory entities. These amounts do not represent legal retirement obligations. As of December 31, 2011 and December 31, 2010, we have recognized accrued removal costs of \$235.3 million and \$222.1 million, respectively, which are classified as accumulated depreciation. In addition, for our generation properties, we have accrued non-ARO decommissioning costs since the generating units were first put into service in the amount of \$15.9 million and \$15.4 million as of December 31, 2011 and December 31, 2010, respectively, which are classified as accumulated depreciation.

The liabilities associated with conditional AROs are adjusted on an ongoing basis due to the passage of new laws and regulations and revisions to either the timing or amount of estimates of undiscounted cash flows and estimates of cost escalation factors. Our conditional AROs are primarily related to Department of Transportation requirements to cut, purge and cap retired natural gas pipeline segments. We measure the liability at fair value when incurred and capitalize a corresponding amount as part of the book value of the related assets, which increases our property, plant and equipment and other noncurrent liabilities. The increase in the capitalized cost is included in determining depreciation expense over the estimated useful life of these assets. Since the fair value of the ARO is determined using a present value approach, accretion of the liability due to the passage of time is recognized each period and recorded as a regulatory asset until the settlement of the liability.

The following table presents the change in our gross conditional ARO (in thousands):

|                           | December 31, |          |
|---------------------------|--------------|----------|
|                           | 2011         | 2010     |
| Liability at January 1,   | \$ 7,181     | \$ 6,688 |
| Accretion expense         | 493          | 518      |
| Liabilities incurred      | 486          | 76       |
| Liabilities settled       | (1,970)      | (35)     |
| Revisions to cash flows   | 102          | (66)     |
| Liability at December 31, | \$ 6,292     | \$ 7,181 |

#### (6) Utility Plant Adjustments

Utility plant adjustments are not amortized; rather, they are evaluated for impairment at least annually. We evaluated our utility plant adjustments during the fourth quarters of 2011 and 2010 and determined that it was not impaired.

#### (7) Risk Management and Hedging Activities

##### Nature of Our Business and Associated Risks

We are exposed to certain risks related to the ongoing operations of our business, including the impact of market fluctuations in the price of electricity and natural gas commodities and changes in interest rates. We rely on market purchases to fulfill a large portion of our electric and natural gas supply requirements within the Montana market. Several factors influence price levels and volatility. These factors include, but are not limited to, seasonal changes in demand, weather conditions, available generating assets within regions, transportation availability and reliability within and between regions, fuel availability, market liquidity, and the nature and extent of current and potential federal and state regulations.

##### Objectives and Strategies for Using Derivatives

To manage our exposure to fluctuations in commodity prices we routinely enter into derivative contracts, such as fixed-price forward purchase and sales contracts. The objective of these transactions is to fix the price for a portion of anticipated energy purchases to supply our customers. These types of contracts are included in our electric and natural gas supply portfolios and are used to manage price volatility risk by taking advantage of seasonal fluctuations in market prices. While individual contracts may be above or below market value, the overall portfolio approach is intended to provide price stability for consumers; therefore, these commodity costs are included in our cost tracking mechanisms and are recoverable from customers subject to prudence reviews by the applicable state regulatory commissions. We do not maintain a trading portfolio, and our derivative transactions are only used for risk management purposes. In addition, we may use interest rate swaps to manage our interest rate exposures associated with new debt issuances or to manage our exposure to fluctuations in interest rates on variable rate debt.

##### Accounting for Derivative Instruments

We evaluate new and existing transactions and agreements to determine whether they are derivatives. The permitted accounting treatments include: normal purchase normal sale; cash flow hedge; fair value hedge; and mark-to-market. Mark-to-market accounting is the default accounting treatment for all derivatives unless they qualify, and we specifically designate them, for one of the other accounting treatments. Derivatives designated for any of the elective accounting treatments must meet specific, restrictive criteria both at the time of designation and on an ongoing basis. The changes in the fair value of recognized derivatives are recorded each period in current earnings or other comprehensive income, depending on whether a derivative is designated as part of a hedge transaction and the type of hedge transaction.

### Normal Purchases and Normal Sales

We have applied the normal purchase and normal sale scope exception (NPNS) to most of our contracts involving the physical purchase and sale of gas and electricity at fixed prices in future periods. During our normal course of business, we enter into full-requirement energy contracts, power purchase agreements and physical capacity contracts, which qualify for NPNS. All of these contracts are accounted for using the accrual method of accounting; therefore, there were no amounts recorded in the Financial Statements at December 31, 2011 and 2010. Revenues and expenses from these contracts are reported on a gross basis in the appropriate revenue and expense categories as the commodities are received or delivered.

### Mark-to-Market Accounting

Certain contracts for the purchase of natural gas associated with our gas utility operations do not qualify for NPNS. These are typically forward purchase contracts for natural gas where we lock in a fixed price, settle the contracts financially and do not take physical delivery of the natural gas. We use the mark-to-market method of accounting for these derivative contracts as we do not elect hedge accounting. Upon settlement of these contracts, associated proceeds or costs are refunded to or collected from our customers consistent with regulatory requirements; therefore, we record a regulatory asset or liability based on changes in market value.

The following table represents the fair value and location of derivative instruments subject to mark-to-market accounting (in thousands). For more information on the determination of fair value see Note 9 - Fair Value Measurements.

| Mark-to-Market Transactions          | Balance Sheet Location          | December 31, |           |
|--------------------------------------|---------------------------------|--------------|-----------|
|                                      |                                 | 2011         | 2010      |
| Natural gas net derivative liability | Current and Accrued Liabilities | \$ 20,312    | \$ 29,712 |

The following table represents the net change in fair value for these derivatives (in thousands):

| Derivatives Subject to Regulatory Deferral | Unrealized gain (loss) recognized in |            |
|--|--------------------------------------|------------|
|  | Regulatory Assets                    |            |
|  | December 31,                         |            |
|  | 2011                                 | 2010       |
| Natural gas                                | \$ 9,400                             | \$ (6,051) |

### Credit Risk

We are exposed to credit risk primarily through buying and selling electricity and natural gas to serve customers. Credit risk is the potential loss resulting from counterparty non-performance under an agreement. We manage credit risk with policies and procedures for, among other things, counterparty analysis and exposure measurement, monitoring and mitigation. We may request collateral or other security from our counterparties based on the assessment of creditworthiness and expected credit exposure. It is possible that volatility in commodity prices could cause us to have material credit risk exposures with one or more counterparties.

We enter into commodity master enabling agreements with our counterparties to mitigate credit exposure, as these agreements reduce the risk of default by allowing us or our counterparty the ability to make net payments. The agreements generally are: (1) Western Systems Power Pool agreements - standardized power purchase and sales contracts in the electric industry; (2) International Swaps and Derivatives Association agreements - standardized financial gas and electric contracts; (3) North American Energy

Standards Board agreements - standardized physical gas contracts; and (4) Edison Electric Institute Master Purchase and Sale Agreements - standardized power sales contracts in the electric industry.

Many of our forward purchase contracts contain provisions that require us to maintain an investment grade credit rating from each of the major credit rating agencies. If our credit rating were to fall below investment grade, the counterparties could require immediate payment or demand immediate and ongoing full overnight collateralization on contracts in net liability positions.

The following table presents, as of December 31, 2011, the aggregate fair value of forward purchase contracts that do not qualify for NPNS that contain credit risk-related contingent features. If the credit risk-related contingent features underlying these agreements were triggered as of December 31, 2011, the collateral posting requirements would be as follows (in thousands):

| Contracts with Contingent Feature | Fair Value Liability | Posted Collateral | Contingent Collateral |
|-----------------------------------|----------------------|-------------------|-----------------------|
| Credit rating                     | \$ 8,790             | \$ —              | \$ 8,790              |

#### Interest Rate Swaps Designated as Cash Flow Hedges

If we enter into contracts to hedge the variability of cash flows related to forecasted transactions that qualify as cash flow hedges, the changes in the fair value of such derivative instruments are reported in other comprehensive income. The relationship between the hedging instrument and the hedged item must be documented to include the risk management objective and strategy and, at inception and on an ongoing basis, the effectiveness of the hedge in offsetting the changes in the cash flows of the item being hedged. Gains or losses accumulated in other comprehensive income are reclassified to earnings in the periods in which earnings are affected by the variability of the cash flows of the related hedged item. Any ineffective portion of all hedges would be recognized in current-period earnings. Cash flows related to these contracts are classified in the same category as the transaction being hedged.

We have used interest rate swaps designated as cash flow hedges to manage our interest rate exposures associated with new debt issuances. These swaps were designated as cash-flow hedges with the effective portion of gains and losses, net of associated deferred income tax effects, recorded in AOCI. We reclassify these gains from AOCI into interest on long-term debt during the periods in which the hedged interest payments occur. The following table shows the effect of these derivative instruments on the Financial Statements (in thousands):

| Cash Flow Hedges        | Amount of Gain<br>Remaining in AOCI as of<br>December 31, 2011 | Location of Gain<br>Reclassified from AOCI to<br>Income | Amount of Gain<br>Reclassified from AOCI<br>into Income during the<br>Year Ended<br>December 31, 2011 |
|-------------------------|--|---|---|
| Interest rate contracts | \$ 8,087   | Interest on long-term debt                              | \$ 1,188  |

We expect to reclassify approximately \$1.2 million of pre-tax gains on these cash-flow hedges from AOCI into interest on long-term debt during the next twelve months. These gains relate to swaps previously terminated, and we have no current interest rate swaps outstanding.

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**(8) Related Party Transactions**

Accounts receivable from and payables to associated companies primarily include intercompany billings for direct charges, overhead, and income tax obligations. The following table reflects our accounts receivable from and accounts payable to associated companies (in thousands):

|   | December 31, |           |
|---|--------------|-----------|
|   | 2011         | 2010      |
| <b>Accounts Receivable from Associated Companies:</b> |              |           |
| Clark Fork & Blackfoot, LLC                           | \$ -         | \$ 7,273  |
| Mountain States Transmission Intertie, LLC            | 2,650        | 2,096     |
| NorthWestern Investments, LLC                         | -            | 157       |
| NorthWestern Services, LLC                            | 2,184        | 2,892     |
| Risk Partners Assurance, Ltd.                         | 18           | 18        |
|   | \$ 4,852     | \$ 12,436 |
| <b>Accounts Payable to Associated Companies:</b>      |              |           |
| Natural Gas Funding Trust                             | \$ 71        | \$ 62     |

**(9) Fair Value Measurements**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (i.e., an exit price). Measuring fair value requires the use of market data or assumptions that market participants would use in pricing the asset or liability, including assumptions about risk and the risks inherent in the inputs to the valuation technique. These inputs can be readily observable, corroborated by market data, or generally unobservable. Valuation techniques are required to maximize the use of observable inputs and minimize the use of unobservable inputs.

A fair value hierarchy that prioritizes the inputs used to measure fair value, and requires fair value measurements to be categorized based on the observability of those inputs has been established by the applicable accounting guidance. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 inputs) and the lowest priority to unobservable inputs (Level 3 inputs). The three levels of the fair value hierarchy are as follows:

- Level 1 – Unadjusted quoted prices available in active markets at the measurement date for identical assets or liabilities;
- Level 2 – Pricing inputs, other than quoted prices included within Level 1, which are either directly or indirectly observable as of the reporting date; and
- Level 3 – Significant inputs that are generally not observable from market activity.

We classify assets and liabilities within the fair value hierarchy based on the lowest level of input that is significant to the fair value measurement of each individual asset and liability taken as a whole. The table below sets forth by level within the fair value hierarchy the gross components of our assets and liabilities measured at fair value on a recurring basis. Normal purchases and sales transactions are not included in the fair values by source table as they are not recorded at fair value. There were no transfers between levels for the periods presented. See Note 7 - Risk Management and Hedging Activities for further discussion.

| December 31, 2011          | Quoted Prices in<br>Active Markets<br>for<br>Identical Assets or<br>Liabilities (Level<br>1) | Significant Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) | Margin Cash<br>Collateral<br>Offset | Total Net Fair<br>Value |
|----------------------------|--|--|--|-------------------------------------|-------------------------|
|                            | (in thousands)   |  |  |                                     |                         |
| Other Special<br>Deposits  | \$ 3,999   | \$ —   | \$ —   | \$ —                                | \$ 3,999                |
| Rabbi trust<br>investments | 8,049  | —  | —  | —                                   | 8,049                   |
| Derivative liability (1)   | —  | (20,312)   | —  | —                                   | (20,312)                |
| <b>Total</b>               | <b>\$ 12,048</b>   | <b>\$ (20,312)</b>                                     | <b>\$ —</b>  | <b>\$ —</b>                         | <b>\$ (8,264)</b>       |
| <b>December 31, 2010</b>   |  |  |  |                                     |                         |
| Other Special<br>Deposits  | \$ 3,330   | \$ —   | \$ —   | \$ —                                | \$ 3,330                |
| Rabbi trust<br>investments | 5,495  | —  | —  | —                                   | 5,495                   |
| Derivative asset (1)       | —  | 1,620  | —  | —                                   | 1,620                   |
| Derivative liability (1)   | —  | (31,332)   | —  | —                                   | (31,332)                |
| Net derivative position    | —  | (29,712)   | —  | —                                   | (29,712)                |
| <b>Total</b>               | <b>\$ 8,825</b>  | <b>\$ (29,712)</b>                                     | <b>\$ —</b>  | <b>\$ —</b>                         | <b>\$ (20,887)</b>      |

(1) The changes in the fair value of these derivatives are deferred as a regulatory asset or liability until the contracts are settled. Upon settlement, associated proceeds or costs are passed through the applicable cost tracking mechanism to customers.

We present our derivative assets and liabilities on a net basis in the Balance Sheets. The table above disaggregates our net derivative assets and liabilities on a gross contract-by-contract basis as required and classifies each individual asset or liability within the appropriate level in the fair value hierarchy, regardless of whether a particular contract is eligible for netting against other contracts. These gross balances are intended solely to provide information on sources of inputs to fair value and do not represent our actual credit exposure or net economic exposure. Increases and decreases in the gross components presented in each of the levels in this table also do not indicate changes in the level of derivative activities. Rather, the primary factors affecting the gross amounts are commodity prices.

Other special deposits represent amounts held in money market mutual funds. Rabbi trust assets represent assets held for non-qualified deferred compensation plans, which consist of our common stock and actively traded mutual funds with quoted prices in active markets. Fair value for the commodity derivatives was determined using internal models based on quoted forward commodity prices. We consider nonperformance risk in our valuation of derivative instruments by analyzing the credit standing of our counterparties and considering any counterparty credit enhancements (e.g., collateral). The fair value measurement of liabilities also reflects the nonperformance risk of the reporting entity, as applicable. Therefore, we have factored the impact of our credit standing as well as any potential credit enhancements into the fair value measurement of both derivative assets and derivative liabilities. Consideration of our own credit risk did not have a material impact on our fair value measurements.

## Financial Instruments

The estimated fair value of financial instruments is summarized as follows (in thousands):

|  | December 31, 2011 |              | December 31, 2010 |              |
|--|-------------------|--------------|-------------------|--------------|
|  | Carrying Amount   | Fair Value   | Carrying Amount   | Fair Value   |
| <b>Liabilities:</b>                        |                   |              |                   |              |
| Long-term debt (including current portion) | \$ 905,049        | \$ 1,066,681 | \$ 1,058,025      | \$ 1,126,336 |

Notes payable consist of commercial paper and is not included in the table above as carrying value approximates fair value. The estimated fair value amounts have been determined using available market information and appropriate valuation methodologies; however, considerable judgment is required in interpreting market data to develop estimates of fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts that we would realize in a current market exchange.

We determined fair value for long-term debt based on interest rates that are currently available to us for issuance of debt with similar terms and remaining maturities, except for publicly traded debt, for which fair value is based on market prices for the same or similar issues or upon the quoted market prices of U.S. treasury issues having a similar term to maturity, adjusted for our bond issuance rating and the present value of future cash flows.

### (10) Notes Payable

On February 8, 2011, we entered into a commercial paper program under which we may issue unsecured commercial paper notes on a private placement basis up to a maximum aggregate amount outstanding at any time of \$250 million to provide an additional financing source for our short-term liquidity needs. The maturities of the commercial paper issuances will vary, but may not exceed 270 days from the date of issue. Commercial paper issuances are supported by available capacity under our unsecured revolving credit facility. See Note 11 - Long-Term Debt, for more information on our unsecured revolving credit facility. As of December 31, 2011, we had \$166.9 million in commercial paper outstanding. Commercial paper borrowings and related interest rates for the year ended December 31, 2011 were as follows (dollars in millions):

|  |         |
|--|---------|
| Amount outstanding as of December 31, 2011             | \$166.9 |
| Weighted average interest rate as of December 31, 2011 | 0.57%   |
| Daily average amount outstanding during 2011           | \$83.4  |
| Weighted average interest rate during 2011             | 0.42%   |
| Maximum month-end balance during 2011                  | \$166.9 |

# (11) Long-Term Debt

Long-term debt consisted of the following (in thousands):

|                                    |         | December 31, |           |
|------------------------------------|---------|--------------|-----------|
|                                    | Due     | 2011         | 2010      |
| <b>Unsecured Debt:</b>             |         |              |           |
| Unsecured Revolving Line of Credit | 2016 \$ | — \$         | 153,000   |
| <b>Secured Debt:</b>               |         |              |           |
| Mortgage bonds—                    |         |              |           |
| South Dakota—6.05%                 | 2018    | 55,000       | 55,000    |
| South Dakota—5.01%                 | 2025    | 64,000       | 64,000    |
| Montana—6.04%                      | 2016    | 150,000      | 150,000   |
| Montana—6.34%                      | 2019    | 250,000      | 250,000   |
| Montana—5.71%                      | 2039    | 55,000       | 55,000    |
| Montana—5.01%                      | 2025    | 161,000      | 161,000   |
| Pollution control obligations—     |         |              |           |
| Montana—4.65%                      | 2023    | 170,205      | 170,205   |
| <b>Other Long Term Debt:</b>       |         |              |           |
| Discount on Notes and Bonds        | —       | (156)        | (180)     |
|                                    | \$      | 905,049 \$   | 1,058,025 |

## Unsecured Revolving Line of Credit

On June 30, 2011, we amended and restated our unsecured revolving credit facility scheduled to expire on June 30, 2012. We extended the term to June 30, 2016, and increases the aggregate principal amount available under the facility by \$50 million to \$300 million. The facility also has an accordion feature that allows us to increase the size up to \$350 million with the consent of the lenders. The amended facility does not amortize and borrowings bear interest based on a credit ratings grid. The 'spread' or 'margin' ranges from 0.88% to 1.75% over the LIBOR. Based on our unsecured credit ratings on the closing date of the agreement, the applicable spread was 1.25%. A total of eight banks participate in the new facility, with no one bank providing more than 17% of the total availability. While no direct borrowings were outstanding as of December 31, 2011, letters of credit of \$3.0 million were outstanding. Commitment fees for the unsecured revolving line of credit were \$0.7 million and \$0.8 million for the years ended December 31, 2011 and 2010, respectively.

The credit facility includes covenants that require us to meet certain financial tests, including a maximum debt to capitalization ratio not to exceed 65%. The facility also contains covenants which, among other things, limit our ability to engage in any consolidation or merger or otherwise liquidate or dissolve, dispose of property, and enter into transactions with affiliates. A default on the South Dakota or Montana First Mortgage Bonds would trigger a cross default on the credit facility; however a default on the credit facility would not trigger a default on any other obligations.

## Secured Debt

### First Mortgage Bonds and Pollution Control Obligations

The South Dakota Mortgage Bonds are a series of general obligation bonds issued under our South Dakota indenture. All of such bonds are secured by substantially all of our South Dakota and Nebraska electric and natural gas assets.

The Montana First Mortgage Bonds and Montana Pollution Control Obligations are secured by substantially all of our Montana electric and natural gas assets.

### **Maturities of Long-Term Debt**

The aggregate minimum principal maturities of long-term debt and capital leases, during the next five years are zero in 2012 through 2015 and \$150.0 in 2016.

As of December 31, 2011, we are in compliance with our financial debt covenants.

### **(12) Income Taxes**

Our effective tax rate differs from the federal tax rate of 35% primarily due to repairs and state tax bonus depreciation deductions. The regulatory accounting treatment of these deductions requires immediate income recognition for temporary tax differences of this type, which is referred to as the flow-through method. When the flow-through method of accounting for temporary differences is reflected in regulated revenues we record deferred income taxes and establish related regulatory assets and liabilities. We recognized federal repairs related tax benefits of \$13.4 million and \$9.7 million for 2011 and 2010, respectively.

We recognized a state tax bonus depreciation related benefit of \$7.6 million for 2011, related to DGGS and other qualifying additions. Based on guidance issued by the IRS, we believe DGGS qualifies for a 50% bonus depreciation deduction in 2011. By comparison, we recognized a state tax bonus depreciation related benefit of \$2.3 million in the fourth quarter of 2010, after the Small Business Jobs Act of 2010 was signed into law. This act provides a bonus depreciation deduction ranging from 50%-100% for qualified property acquired or constructed and placed into service during 2010 through 2012. We expect to recognize additional bonus depreciation related benefits through 2012.

In addition, we maintain a valuation allowance against certain state net operating loss (NOL) carryforwards based on our forecast of taxable income and our estimate that a portion of these NOL carryforwards will more likely than not expire before we can use them. During the first six months of 2011, we recognized a \$2.4 million favorable state NOL carryforward utilization benefit due to 2010 taxable income being higher than our original estimate.

During 2011, we replaced the fixed asset module of our existing financial system with a new fixed asset software system commonly used in the utility industry and are in process of implementing the income tax module of this software to gain more utility specific functionality. This software is specialized to the utility industry and provides us a more integrated process of reconciling our temporary and permanent tax differences to our financial statements. We expect to complete the implementation of the income tax module during the first quarter of 2012. During the fourth quarter of 2011, we determined the calculation of certain differences associated primarily with plant-related basis differences had been overstated and therefore recognized a cumulative tax benefit adjustment of approximately \$3.9 million. The adjustment related to prior periods and is not material to previously issued or current period financial statements.

The IRS issued guidance during the third quarter of 2011 providing a safe harbor method for determining the tax treatment of repairs costs for electric transmission and distribution property. We are evaluating whether or not we want to elect the safe harbor method, which may result in a change in related repairs deductions and unrecognized tax benefits. We expect to complete our evaluation by the third quarter of 2012.

Deferred income taxes relate primarily to the difference between book and tax methods of depreciating property, amortizing tax-deductible goodwill, the difference in the recognition of revenues and expenses for book and tax purposes, certain natural gas and electric costs which are deferred for book purposes but expensed currently for tax purposes, and NOL carry forwards. We have elected under Internal Revenue Code 46(f)(2) to defer investment tax credit benefits and amortize them against expense and customer billing rates over the book life of the underlying plant.

The components of the deferred income tax assets and liabilities recognized in our Balance Sheets are related to the following temporary differences (in thousands):

|                                    | December 31,        |                     |
|------------------------------------|---------------------|---------------------|
|                                    | 2011                | 2010                |
| NOL carryforward                   | \$ 51,941           | \$ 84,309           |
| Pension / postretirement benefits  | 41,898              | —                   |
| QF obligations                     | 20,596              | —                   |
| Customer advances                  | 16,157              | 17,247              |
| Property taxes                     | —                   | 16,037              |
| Environmental liability            | 9,670               | 8,425               |
| AMT credit carryforward            | 6,897               | 7,067               |
| Unbilled revenue                   | 6,297               | 10,403              |
| Compensation accruals              | 7,269               | 4,267               |
| Reserves and accruals              | 4,378               | (49,047)            |
| Regulatory liability               | 1,098               | 550                 |
| Other, net                         | 1,862               | (1,098)             |
| Valuation allowance                | (3,834)             | (653)               |
| <b>Deferred Tax Asset</b>          | <b>164,229</b>      | <b>97,507</b>       |
| Excess tax depreciation            | (273,001)           | (185,628)           |
| Goodwill amortization              | (96,233)            | (77,193)            |
| Flow through depreciation          | (49,740)            | (34,395)            |
| Regulatory assets                  | (14,323)            | (9,234)             |
| Property taxes                     | (511)               | —                   |
| Other, net                         | —                   | 2,001               |
| <b>Deferred Tax Liability</b>      | <b>(433,808)</b>    | <b>(304,449)</b>    |
| <b>Deferred Tax Liability, net</b> | <b>\$ (269,579)</b> | <b>\$ (206,942)</b> |

A valuation allowance is recorded when a company believes that it will not generate sufficient taxable income of the appropriate character to realize the value of its deferred tax assets. We have a valuation allowance against certain state NOL carryforwards as we do not believe these assets will be realized. For the year ended December 31, 2011, we increased our valuation allowance by approximately \$0.3 million against certain state NOL carryforwards as we believe they will expire before we can use them due to decreased forecasts of state taxable income during the carryforward period.

At December 31, 2011 we estimate our total federal NOL carryforward to be approximately \$457.2 million. If unused, our federal NOL carryforwards will expire as follows: \$180.6 million in 2025; \$4.0 million in 2026; \$1.0 million in 2027; \$95.5 million in 2028; \$23.8 million in 2029; \$3.2 million in 2030; and \$149.1 million in 2031. We estimate our state NOL carryforward as of December 31, 2011 is approximately \$429.4 million. If unused, our state NOL carryforwards will expire as follows: \$211.5 million in 2012; \$3.0 million in 2013; \$0.8 million in 2014; \$74.0 million in 2015; \$18.6 million in 2016; \$2.5 million in 2017; and \$119.0 million in 2018. We believe it is more likely than not that sufficient taxable income will be generated to utilize these NOL carryforwards except as noted above.

#### Uncertain Tax Positions

We recognize tax positions that meet the more-likely-than-not threshold as the largest amount of tax benefit that is greater than 50 percent likely of being realized upon ultimate settlement with a taxing authority that has full knowledge of all relevant information.

The change in unrecognized tax benefits is as follows (in thousands):

|   | 2011              | 2010              |
|---|-------------------|-------------------|
| Unrecognized Tax Benefits at January 1            | \$ 120,859        | \$ 122,844        |
| Gross increases - tax positions in prior period   | —                 | —                 |
| Gross decreases - tax positions in prior period   | (15,774)          | (5,707)           |
| Gross increases - tax positions in current period | 26,864            | 6,202             |
| Gross decreases - tax positions in current period | —                 | (2,480)           |
| Unrecognized Tax Benefits at December 31          | <u>\$ 131,949</u> | <u>\$ 120,859</u> |

Our unrecognized tax benefits include approximately \$79.2 million and \$80.4 million related to tax positions as of December 31, 2011 and 2010, respectively that if recognized, would impact our annual effective tax rate. We do not anticipate total unrecognized tax benefits will significantly change due to the settlement of audits or the expiration of statutes of limitations within the next twelve months.

Our policy is to recognize interest and penalties related to uncertain tax positions in income tax expense. During the years ended December 31, 2011 and 2010, we have not recognized expense for interest or penalties, and do not have any amounts accrued at December 31, 2011 and 2010, respectively, for the payment of interest and penalties.

Our federal tax returns from 2000 forward remain subject to examination by the Internal Revenue Service.

### (13) Accumulated Other Comprehensive Income

The following table displays the components of AOCI, which is included in proprietary capital on the Balance Sheets (in thousands).

|  | Net Unrealized<br>Gains on Hedging<br>Instruments | Pension and Other<br>Benefits | Other         | Total           |
|--|---|-------------------------------|---------------|-----------------|
| <b>Balances December 31, 2009</b>  | <b>\$ 10,465</b>                                  | <b>\$ (1,024)</b>             | <b>\$ 284</b> | <b>\$ 9,725</b> |
| Reclassification of net gains on hedging instruments from OCI to net income                        | (1,188)   | —                             | —             | (1,188)         |
| Pension and postretirement medical liability adjustment, net of tax of \$75                        | —   | (134)                         | —             | (134)           |
| Foreign currency translation   | —   | —                             | 111           | 111             |
| <b>Balances December 31, 2010</b>  | <b>9,277</b>                                      | <b>(1,158)</b>                | <b>395</b>    | <b>8,514</b>    |
| Reclassification of net gains on hedging instruments from OCI to net income, net of taxes of \$458 | (4,302)   | —                             | —             | (4,302)         |
| Pension and postretirement medical liability adjustment, net of tax of \$155                       | —   | (581)                         | —             | (581)           |
| Foreign currency translation   | —   | —                             | 25            | 25              |
| <b>Balance at December 31, 2011</b>  | <b>\$ 4,975</b>                                   | <b>\$ (1,739)</b>             | <b>\$ 420</b> | <b>\$ 3,656</b> |

**(14) Operating Leases**

We lease vehicles, office equipment and facilities under various long-term operating leases. At December 31, 2011 future minimum lease payments for the next five years under non-cancelable lease agreements are as follows (in thousands):

|      |    |       |
|------|----|-------|
| 2012 | \$ | 1,951 |
| 2013 |    | 1,021 |
| 2014 |    | 451   |
| 2015 |    | 181   |
| 2016 |    | 67    |

Lease and rental expense incurred was \$2.2 million and \$2.0 million for the years ended December 31, 2011 and 2010, respectively.

**(15) Employee Benefit Plans**

**Pension and Other Postretirement Benefit Plans**

We sponsor and/or contribute to pension and postretirement health care and life insurance benefit plans for eligible employees, which includes two cash balance pension plans. The plan for our South Dakota and Nebraska employees is referred to as the NorthWestern pension plan, and the plan for our Montana employees is referred to as the NorthWestern Energy pension plan.

We utilize a number of accounting mechanisms that reduce the volatility of reported pension costs. Differences between actuarial assumptions and actual plan results are deferred and are recognized into earnings only when the accumulated differences exceed 10% of the greater of the projected benefit obligation or the market-related value of plan assets. If necessary, the excess is amortized over the average remaining service period of active employees. The Plan's funded status is recognized as an asset or liability in our financial statements. See Note 17 - Regulatory Assets and Liabilities, for further discussion on how these costs are recovered through rates charged to our customers.



## Benefit Obligation and Funded Status

Following is a reconciliation of the changes in plan benefit obligations and fair value and a statement of the funded status (in thousands):

|  | Pension Benefits |             | Other Postretirement Benefits |             |
|--|------------------|-------------|-------------------------------|-------------|
|  | December 31,     |             | December 31,                  |             |
|  | 2011             | 2010        | 2011                          | 2010        |
| <b>Change in Benefit Obligation:</b>                       |                  |             |                               |             |
| Obligation at beginning of period                          | \$ 478,790       | \$ 415,278  | \$ 35,968                     | \$ 32,347   |
| Service cost   | 10,199           | 9,361       | 437                           | 483         |
| Interest cost  | 24,394           | 24,090      | 1,348                         | 1,803       |
| Plan amendments  | —                | —           | (464)                         | —           |
| Actuarial loss (gain)                                      | 44,586           | 51,730      | (2,056)                       | 4,758       |
| Benefits paid  | (21,433)         | (21,669)    | (2,806)                       | (3,423)     |
| Benefit obligation at end of period                        | \$ 536,536       | \$ 478,790  | \$ 32,427                     | \$ 35,968   |
| <b>Change in Fair Value of Plan Assets:</b>                |                  |             |                               |             |
| Fair value of plan assets at beginning of period           | \$ 428,152       | \$ 391,429  | \$ 17,201                     | \$ 15,298   |
| Return on plan assets                                      | 14,218           | 48,392      | 340                           | 1,903       |
| Employer contributions                                     | 11,700           | 10,000      | 767                           | 3,423       |
| Benefits paid  | (21,433)         | (21,669)    | (2,806)                       | (3,423)     |
| Fair value of plan assets at end of period                 | \$ 432,637       | \$ 428,152  | \$ 15,502                     | \$ 17,201   |
| Funded Status  | \$ (103,899)     | \$ (50,638) | \$ (16,925)                   | \$ (18,767) |
| Unrecognized net actuarial (gain) loss                     | —                | —           | —                             | —           |
| Unrecognized prior service cost                            | —                | —           | —                             | —           |
| Accrued benefit cost                                       | \$ (103,899)     | \$ (50,638) | \$ (16,925)                   | \$ (18,767) |
| <b>Amounts recognized in the balance sheet consist of:</b> |                  |             |                               |             |
| Current liability  | —                | —           | (1,075)                       | (1,078)     |
| Noncurrent liability                                       | (103,899)        | (50,638)    | (15,850)                      | (17,689)    |
| Net amount recognized                                      | \$ (103,899)     | \$ (50,638) | \$ (16,925)                   | \$ (18,767) |
| <b>Amounts recognized in regulatory assets consist of:</b> |                  |             |                               |             |
| Prior service (cost) credit                                | (1,241)          | (1,487)     | 23,545                        | 25,230      |
| Net actuarial loss   | (130,062)        | (71,749)    | (10,025)                      | (12,549)    |
| <b>Amounts recognized in AOCI consist of:</b>              |                  |             |                               |             |
| Prior service cost   | —                | —           | (1,604)                       | (1,755)     |
| Net actuarial gain   | —                | —           | (1,051)                       | (395)       |
| Total  | \$ (131,303)     | \$ (73,236) | \$ 10,865                     | \$ 10,531   |

The total projected benefit obligation and fair value of plan assets for the pension plans with projected benefit obligations in excess of plan assets were as follows (in millions):

|                                | Pension Benefits |          |
|--------------------------------|------------------|----------|
|                                | December 31,     |          |
|                                | 2011             | 2010     |
| Projected benefit obligation   | \$ 536.5         | \$ 478.8 |
| Accumulated benefit obligation | 533.5            | 475.7    |
| Fair value of plan assets      | 432.6            | 428.2    |

#### Net Periodic Cost (Credit)

The components of the net costs (credits) for our pension and other postretirement plans are as follows (in thousands):

|   | Pension Benefits |          | Other Postretirement Benefits |         |
|---|------------------|----------|-------------------------------|---------|
|   | December 31,     |          | December 31,                  |         |
|   | 2011             | 2010     | 2011                          | 2010    |
| Components of Net Periodic Benefit Cost     |                  |          |                               |         |
| Service cost                                | \$ 10,199        | \$ 9,361 | \$ 437                        | \$ 483  |
| Interest cost                               | 24,394           | 24,090   | 1,348                         | 1,803   |
| Expected return on plan assets              | (30,462)         | (29,839) | (1,185)                       | (1,186) |
| Amortization of prior service cost (credit) | 246              | 246      | (1,998)                       | (1,952) |
| Recognized actuarial loss                   | 2,516            | 140      | 658                           | 984     |
| Net Periodic Benefit Cost (Credit)          | \$ 6,893         | \$ 3,998 | \$ (740)                      | \$ 132  |

For purposes of calculating the expected return on pension plan assets, the market-related value of assets is used, which is based upon fair value. The difference between actual plan asset returns and estimated plan asset returns are amortized equally over a period not to exceed five years.

We estimate amortizations from regulatory assets into net periodic benefit cost during 2012 will be as follows (in thousands):

|                             | Pension Benefits | Other Postretirement Benefits |
|-----------------------------|------------------|-------------------------------|
| Prior service cost (credit) | \$ 246           | \$ (1,998)                    |
| Accumulated gain            | 7,596            | 720                           |

## Actuarial Assumptions

The measurement dates used to determine pension and other postretirement benefit measurements for the plans are December 31, 2011 and 2010. The actuarial assumptions used to compute net periodic pension cost and postretirement benefit cost are based upon information available as of the beginning of the year, specifically, market interest rates, past experience and management's best estimate of future economic conditions. Changes in these assumptions may impact future benefit costs and obligations. In computing future costs and obligations, we must make assumptions about such things as employee mortality and turnover, expected salary and wage increases, discount rate, expected return on plan assets, and expected future cost increases. Two of these assumptions have the most impact on the level of cost: (1) discount rate and (2) expected rate of return on plan assets.

For 2011 and 2010, we set the discount rate using a yield curve analysis, which projects benefit cash flows into the future and then discounts those cash flows to the measurement date using a yield curve. This is done by constructing a hypothetical bond portfolio whose cash flow from coupons and maturities matches the year-by-year, projected benefit cash flow from our plans.

In determining the expected long-term rate of return on plan assets, we review historical returns, the future expectations for returns for each asset class weighted by the target asset allocation of the pension and postretirement portfolios, and long-term inflation assumptions. Considering this information and future expectations for asset returns, we reduced our expected long-term rate of return on assets assumption from 7.25% to 7.00% for 2012.

The health care cost trend rates are established through a review of actual recent cost trends and projected future trends. Our retiree medical trend assumptions are the best estimate of expected inflationary increases to our healthcare costs. Due to the relative size of our retiree population (under 800 members), the assumptions used are based upon both nationally expected trends and our specific expected trends. Our average increase remains consistent with the nationally expected trends.

The weighted-average assumptions used in calculating the preceding information are as follows:

|  | Pension Benefits |            | Other Postretirement Benefits |            |
|--|------------------|------------|-------------------------------|------------|
|  | December 31,     |            | December 31,                  |            |
|  | 2011             | 2010       | 2011                          | 2010       |
| Discount rate  | 4.40-4.55%       | 5.00-5.25% | 3.50-4.30%                    | 4.00-5.00% |
| Expected rate of return on assets                            | 7.25             | 7.75       | 7.25                          | 7.75       |
| Long-term rate of increase in compensation levels (nonunion) | 3.58             | 3.58       | 3.58                          | 3.58       |
| Long-term rate of increase in compensation levels (union)    | 3.50             | 3.50       | 3.50                          | 3.50       |

The postretirement benefit obligation is calculated assuming that health care costs increased by 9.0% in 2011 and the rate of increase in the per capita cost of covered health care benefits thereafter was assumed to decrease gradually by 0.25% per year to an ultimate trend of 4.5% by the year 2029.

With our 2009 plan amendment to cap the company contribution toward the premium cost, future health care cost trend rates are expected to have a minimal impact on company costs and the accumulated postretirement benefit obligation.

## Investment Strategy

Our investment goals with respect to managing the pension and other postretirement assets are to meet current and future benefit payment needs while maximizing total investment returns (income and appreciation) after inflation within the constraints of

diversification, prudent risk taking, and the Prudent Man Rule of the Employee Retirement Income Security Act of 1974. Each plan is diversified across asset classes to achieve optimal balance between risk and return and between income and growth through capital appreciation. Our investment philosophy is based on the following:

- Each plan should be substantially fully invested as long-term cash holdings reduce long-term rates of return;
- It is prudent to diversify each plan across the major asset classes;
- Equity investments provide greater long-term returns than fixed income investments, although with greater short-term volatility;
- Fixed income investments of the plans should strongly correlate with the interest rate sensitivity of the plan's aggregate liabilities in order to hedge the risk of change in interest rates negatively impacting the overall funded status;
- Allocation to foreign equities increases the portfolio diversification and thereby decreases portfolio risk while providing for the potential for enhanced long-term returns;
- Active management can reduce portfolio risk and potentially add value through security selection strategies;
- A portion of plan assets should be allocated to passive, indexed management funds to provide for greater diversification and lower cost; and
- It is appropriate to retain more than one investment manager, provided that such managers offer asset class or style diversification.

Investment risk is measured and monitored on an ongoing basis through quarterly investment portfolio reviews, annual liability measurements, and periodic asset/liability studies.

The most important component of an investment strategy is the portfolio asset mix, or the allocation between the various classes of securities available. The mix of assets is based on an optimization study that identifies asset allocation targets in order to achieve the maximum return for an acceptable level of risk, while minimizing the expected contributions and pension and postretirement expense. In the optimization study, assumptions are formulated about characteristics, such as expected asset class investment returns, volatility (risk), and correlation coefficients among the various asset classes, and making adjustments to reflect future conditions expected to prevail over the study period. Based on this, the target asset allocation established, within an allowable range of plus or minus 5%, is as follows:

|                                 | Pension Benefits |       | Other Benefits |       |
|---------------------------------|------------------|-------|----------------|-------|
|                                 | December 31,     |       | December 31,   |       |
|                                 | 2011             | 2010  | 2011           | 2010  |
| Domestic debt securities        | 40.0%            | 40.0% | 40.0%          | 40.0% |
| International debt securities   | 10.0             | 10.0  | —              | —     |
| Domestic equity securities      | 40.0             | 40.0  | 50.0           | 50.0  |
| International equity securities | 10.0             | 10.0  | 10.0           | 10.0  |

The actual allocation by plan is as follows:

|                                 | NorthWestern Energy Pension |        | NorthWestern Pension |        | NorthWestern Energy Health and Welfare |        |
|---------------------------------|-----------------------------|--------|----------------------|--------|--|--------|
|                                 | December 31,                |        | December 31,         |        | December 31,                           |        |
|                                 | 2011                        | 2010   | 2011                 | 2010   | 2011                                   | 2010   |
| Cash and cash equivalents       | —%                          | —%     | —%                   | —%     | 2.0%                                   | —%     |
| Domestic debt securities        | 39.5                        | 37.5   | 38.4                 | 37.0   | 39.4                                   | 39.1   |
| International debt securities   | 10.6                        | 10.2   | 11.2                 | 10.5   | —                                      | —      |
| Domestic equity securities      | 40.3                        | 41.9   | 40.9                 | 41.8   | 49.8                                   | 50.7   |
| International equity securities | 9.6                         | 10.4   | 9.5                  | 10.7   | 8.8                                    | 10.2   |
|                                 | 100.0%                      | 100.0% | 100.0%               | 100.0% | 100.0%                                 | 100.0% |

Generally, the asset mix will be rebalanced to the target mix as individual portfolios approach their minimum or maximum levels. Debt securities consist of U.S. and international instruments. Core domestic portfolios can be invested in government, corporate, asset-backed and mortgage-backed obligation securities. The portfolio may invest in high yield securities, however, the average quality must be rated at least "investment grade" by rating agencies. Performance of fixed income investments is measured by both traditional investment benchmarks as well as relative changes in the present value of the plan's liabilities. Equity investments consist primarily of U.S. stocks including large, mid and small cap stocks, which are diversified across investment styles such as growth and value. We also invest in international equities with exposure to developing and emerging markets. Derivatives, options and futures are permitted for the purpose of reducing risk but may not be used for speculative purposes.

Our plan assets are primarily invested in common collective trusts (CCTs), which are invested in equity and fixed income securities. In accordance with our investment policy, these pooled investment funds must have an adequate asset base relative to their asset class and be invested in a diversified manner and have a minimum of three years of verified investment performance experience or verified portfolio manager investment experience in a particular investment strategy and have management and oversight by an investment advisor registered with the SEC. Investments in a collective investment vehicle are valued by multiplying the investee company's net asset value per share with the number of units or shares owned at the valuation date. Net asset value per share is determined by the trustee. Investments held by the CCT, including collateral invested for securities on loan, are valued on the basis of valuations furnished by a pricing service approved by the CCT's investment manager, which determines valuations using methods based on quoted closing market prices on national securities exchanges, or at fair value as determined in good faith by the CCT's investment manager if applicable. The funds do not contain any redemption restrictions. The direct holding of NorthWestern Corporation stock is not permitted; however, any holding in a diversified mutual fund or collective investment fund is permitted. In addition, the NorthWestern Corporation pension plan assets also include a participating group annuity contract in the John Hancock General Investment Account, which consists primarily of fixed-income securities. The participating group annuity contract is valued based on discounted cash flows of current yields of similar contracts with comparable duration based on the underlying fixed income investments.

The fair value of our plan assets at December 31, 2011 by asset category are as follows (in thousands):

| Asset Category                           | Total      | Quoted Market    | Significant | Significant |
|--|------------|------------------|-------------|-------------|
|  |            | Prices in Active |             |             |
|  |            | Markets for      |             |             |
|  |            | Identical Assets | Level 2     | Level 3     |
|  |            | Level 1          |             |             |
| Pension Plan Assets                      |            |                  |             |             |
| Cash and cash equivalents                | \$ 313     | \$ —             | \$ 313      | \$ —        |
| Equity securities: (1)                   |            |                  |             |             |
| US small/mid cap growth                  | 14,922     | —                | 14,922      | —           |
| US small/mid cap value                   | 15,290     | —                | 15,290      | —           |
| US large cap growth                      | 43,786     | —                | 43,786      | —           |
| US large cap value                       | 46,248     | —                | 46,248      | —           |
| US large cap passive                     | 54,477     | —                | 54,477      | —           |
| Non-US core                              | 41,270     | —                | 41,270      | —           |
| Fixed income securities: (2)             |            |                  |             |             |
| US core opportunistic                    | 80,702     | —                | 80,702      | —           |
| US passive                               | 41,630     | —                | 41,630      | —           |
| Long duration                            | 6,998      | —                | 6,998       | —           |
| Long duration investment grade           | 13,058     | —                | 13,058      | —           |
| Long duration passive                    | 5,441      | —                | 5,441       | —           |
| Non-US passive                           | 46,023     | —                | 46,023      | —           |
| Active long corporate                    | 12,730     | —                | 12,730      | —           |
| Participating group annuity contract     | 9,749      | —                | 9,749       | —           |
|  | \$ 432,637 | \$ —             | \$ 432,637  | \$ —        |
| Other Postretirement Benefit Plan Assets |            |                  |             |             |
| Cash and cash equivalents                | \$ 270     | \$ —             | \$ 270      | \$ —        |
| Equity securities: (1)                   |            |                  |             |             |
| US small/mid cap growth                  | 643        | —                | 643         | —           |
| US small/mid cap value                   | 636        | —                | 636         | —           |
| S&P 500 index                            | 5,671      | —                | 5,671       | —           |
| US large cap growth                      | 180        | —                | 180         | —           |
| US large cap value                       | 192        | —                | 192         | —           |
| US large cap passive                     | 227        | —                | 227         | —           |
| Non-US core                              | 1,379      | —                | 1,379       | —           |
| Fixed income securities: (2)             |            |                  |             |             |
| Passive bond market                      | 1,156      | —                | 1,156       | —           |
| US core opportunistic                    | 4,603      | —                | 4,603       | —           |
| US passive                               | 185        | —                | 185         | —           |
| Long duration                            | 25         | —                | 25          | —           |
| Long duration investment grade           | 61         | —                | 61          | —           |
| Long duration passive                    | 26         | —                | 26          | —           |
| Non-US passive                           | 191        | —                | 191         | —           |
| Active long corporate                    | 57         | —                | 57          | —           |
|  | \$ 15,502  | \$ —             | \$ 15,502   | \$ —        |



The fair value of our plan assets at December 31, 2010 by asset category are as follows (in thousands):

| Asset Category                           | Total      | Quoted Market<br>Prices in Active<br>Markets for<br>Identical Assets | Significant<br>Observable Inputs | Significant<br>Unobservable Inputs |
|--|------------|--|----------------------------------|------------------------------------|
|  |            | Level 1  | Level 2                          | Level 3                            |
| Pension Plan Assets                      |            |  |                                  |                                    |
| Cash and cash equivalents                | \$ 47      | \$ —   | \$ 47                            | \$ —                               |
| Equity securities: (1)                   |            |  |                                  |                                    |
| US small/mid cap growth                  | 15,768     | —  | 15,768                           | —                                  |
| US small/mid cap value                   | 16,124     | —  | 16,124                           | —                                  |
| US large cap growth                      | 48,012     | —  | 48,012                           | —                                  |
| US large cap value                       | 46,668     | —  | 46,668                           | —                                  |
| US large cap passive                     | 52,688     | —  | 52,688                           | —                                  |
| Non-US core                              | 44,751     | —  | 44,751                           | —                                  |
| Fixed income securities: (2)             |            |  |                                  |                                    |
| US core opportunistic                    | 65,449     | —  | 65,449                           | —                                  |
| US passive                               | 35,596     | —  | 35,596                           | —                                  |
| Long duration                            | 49,083     | —  | 49,083                           | —                                  |
| Non-US passive                           | 43,653     | —  | 43,653                           | —                                  |
| Participating group annuity contract     | 10,313     | —  | 10,313                           | —                                  |
|  | \$ 428,152 | \$ —   | \$ 428,152                       | \$ —                               |
| Other Postretirement Benefit Plan Assets |            |  |                                  |                                    |
| Cash and cash equivalents                | \$ 4       | —  | \$ 4                             | —                                  |
| Equity securities: (1)                   |            |  |                                  |                                    |
| US small/mid cap growth                  | 806        | —  | 806                              | —                                  |
| US small/mid cap value                   | 829        | —  | 829                              | —                                  |
| S&P 500 index                            | 6,029      | —  | 6,029                            | —                                  |
| US large cap growth                      | 346        | —  | 346                              | —                                  |
| US large cap value                       | 334        | —  | 334                              | —                                  |
| US large cap passive                     | 378        | —  | 378                              | —                                  |
| Non-US core                              | 1,758      | —  | 1,758                            | —                                  |
| Fixed income securities: (2)             |            |  |                                  |                                    |
| Passive bond market                      | 1,073      | —  | 1,073                            | —                                  |
| US core opportunistic                    | 4,683      | —  | 4,683                            | —                                  |
| US passive                               | 272        | —  | 272                              | —                                  |
| Long duration                            | 377        | —  | 377                              | —                                  |
| Non-US passive                           | 312        | —  | 312                              | —                                  |
|  | \$ 17,201  | \$ —   | \$ 17,201                        | \$ —                               |

(1) This category consists of active and passive managed equity funds, which are invested in multiple strategies to diversify risks and reduce volatility.

- (2) This category consists of investment grade bonds of issuers from diverse industries, debt securities issued by international, national, state and local governments, and asset-backed securities. This includes both active and passive managed funds.

For further discussion of the three levels of the fair value hierarchy see Note 9 - Fair Value Measurements.

### Cash Flows

In accordance with the Pension Protection Act of 2006 (PPA), and the relief provisions of the Worker, Retiree, and Employer Recovery Act of 2008 (WRERA), which was signed into law on December 23, 2008, we are required to meet minimum funding levels in order to avoid required contributions and benefit restrictions. We have elected to use asset smoothing provided by the WRERA, which allows the use of asset averaging, including expected returns (subject to certain limitations), for a 24-month period in the determination of funding requirements.

Based on the assumptions allowed under the PPA, WRERA, Treasury guidance and IRS guidance, we estimate that we will not have a minimum annual required contribution for 2012. We do expect to contribute approximately \$11.7 million to our pension plans during 2012. Additional legislative or regulatory measures, as well as fluctuations in financial market conditions, may impact these funding requirements.

Due to the regulatory treatment of pension costs in Montana, expense is calculated using the average of our actual and estimated funding amounts from 2005 through 2012, therefore changes in our funding estimates creates increased volatility to earnings. Annual contributions to each of the pension plans are as follows (in thousands):

|                                       | 2011             | 2010             |
|---------------------------------------|------------------|------------------|
| NorthWestern Energy Pension Plan (MT) | \$ 10,500        | \$ 9,000         |
| NorthWestern Pension Plan (SD)        | 1,200            | 1,000            |
|                                       | <u>\$ 11,700</u> | <u>\$ 10,000</u> |

We estimate the plans will make future benefit payments to participants as follows (in thousands):

|           | Pension Benefits | Other Postretirement Benefits |
|-----------|------------------|-------------------------------|
| 2012      | \$ 23,858        | \$ 3,664                      |
| 2013      | 25,357           | 3,662                         |
| 2014      | 26,334           | 3,581                         |
| 2015      | 27,755           | 3,495                         |
| 2016      | 29,330           | 3,334                         |
| 2017-2021 | 165,725          | 12,470                        |

### Defined Contribution Plan

Our defined contribution plan permits employees to defer receipt of compensation as provided in Section 401(k) of the Internal Revenue Code. Under the plan, employees may elect to direct a percentage of their gross compensation to be contributed to the plan. We contribute various percentage amounts of the employee's gross compensation contributed to the plan. Matching contributions for the year ended December 31, 2011 and 2010 were \$6.7 million and \$6.0 million, respectively.



(16) **Stock-Based Compensation**

We grant stock-based awards through our 2005 Long-Term Incentive Plan (LTIP), which includes restricted stock awards and performance share awards. As of December 31, 2011, there were 1,006,952 shares of common stock remaining available for grants. The remaining vesting period for awards previously granted ranges from one to five years if the service and/or performance requirements are met. Nonvested shares do not receive dividend distributions. The long-term incentive plan provides for accelerated vesting in the event of a change in control.

We account for our share-based compensation arrangements by recognizing compensation costs for all share-based awards over the respective service period for employee services received in exchange for an award of equity or equity-based compensation. The compensation cost is based on the fair value of the grant on the date it was awarded.

**Restricted Stock and Performance Share Awards**

Performance share awards were granted under the 2005 LTIP during 2011 and 2010. With these awards, shares will vest if, at the end of the three-year performance period, we have achieved certain performance goals and the individual remains employed by us. The exact number of shares issued will vary from 0% to 200% of the target award, depending on actual company performance relative to the performance goals. These awards contain both a market and performance based component. The performance goals for these awards are independent of each other and equally weighted, and are based on two metrics: (i) cumulative net income and return on equity growth; and (ii) total shareholder return (TSR) relative to a peer group.

Fair value is determined for each component of the performance share awards. The fair value of the net income component is estimated based upon the closing market price of our common stock as of the date of grant less the present value of expected dividends, multiplied by an estimated performance multiple determined on the basis of historical experience, which is subsequently trued up at vesting based on actual performance. The fair value of the TSR portion is estimated using a statistical model that incorporates the probability of meeting performance targets based on historical returns relative to the peer group. The fair value of restricted stock is measured based upon the closing market price of our common stock as of the date of grant less the present value of expected dividends. The following summarizes the significant assumptions used to determine the fair value of performance shares and related compensation expense as well as the resulting estimated fair value of performance shares granted:

|                         | 2011           | 2010           |
|-------------------------|----------------|----------------|
| Risk-free interest rate | 1.40%          | 1.38%          |
| Expected life, in years | 3              | 3              |
| Expected volatility     | 25.6% to 47.0% | 27.2% to 51.6% |
| Dividend yield          | 4.9%           | 5.4%           |

The risk-free interest rate was based on the U.S. Treasury yield of a three-year bond at the time of grant. The expected term of the performance shares is three years based on the performance cycle. Expected volatility was based on the historical volatility for the peer group. Both performance goals are measured over the three-year vesting period and are charged to compensation expense over the vesting period based on the number of shares expected to vest.

A summary of nonvested shares as of December 31, 2011, and changes during the year ended December 31, 2011 are as follows:

|                            | Performance Share Awards |  | Restricted Stock Awards |  |
|----------------------------|--------------------------|--|-------------------------|--|
|                            | Shares                   | Weighted-Average<br>Grant-Date<br>Fair Value | Shares                  | Weighted-Average<br>Grant-Date<br>Fair Value |
|                            |                          |  |                         |  |
| Beginning nonvested grants | 170,939                  | \$ 20.41                                     | 15,888                  | \$ 30.84                                     |
| Granted                    | 108,679                  | 20.48  | 2,000                   | 29.34  |
| Vested                     | (73,397)                 | 21.48  | (15,888)                | 30.32  |
| Forfeited                  | (10,508)                 | 20.30  | —                       | —  |
| Remaining nonvested grants | 204,713                  | \$ 20.07                                     | 2,000                   | \$ 25.44                                     |

We recognized compensation expense of \$2.1 million and \$1.6 million for the years ended December 31, 2011 and 2010, respectively, and a related income tax benefit of \$1.6 million and \$0.2 million for the years ended December 31, 2011 and 2010, respectively. As of December 31, 2011, we had \$2.0 million of unrecognized compensation cost related to the nonvested portion of outstanding awards, which is reflected as other paid-in capital in our Balance Sheets. The cost is expected to be recognized over a weighted-average period of 1.7 years. The total fair value of shares vested was \$2.9 million and \$1.4 million for the years ended December 31, 2011 and 2010, respectively.

#### Retirement/Retention Restricted Share Awards

In December 2011, an executive retirement / retention program was established that provides for the annual grant of restricted share units. These awards are subject to a five-year performance and vesting period. The performance measure for these awards requires net income for the calendar year of at least three of the five full calendar years during the performance period to exceed net income for the calendar year the awards are granted. Once vested, the awards will be paid out in shares of common stock in five equal annual installments after a recipient has separated from service. The fair value of these awards is measured based upon the closing market price of our common stock as of the date of grant less the present value of expected dividends. There were 8,596 restricted share awards granted during 2011, with a weighted-average grant date fair value of \$28.00.

#### Director's Deferred Compensation

Nonemployee directors may elect to defer up to 100% of any qualified compensation that would be otherwise payable to him or her, subject to compliance with our 2005 Deferred Compensation Plan for Nonemployee Directors and Section 409A of the Internal Revenue Code. The deferred compensation may be invested in NorthWestern stock or in designated investment funds. Compensation deferred in a particular month is recorded as a deferred stock unit (DSU) on the first of the following month based on the closing price of NorthWestern stock or the designated investment fund. The DSUs are marked-to-market on a quarterly basis with an adjustment to director's compensation expense. Based on the election of the nonemployee director, following separation from service on the Board, other than on account of death, he or she shall be paid a distribution either in a lump sum or in approximately equal installments over a designated number of years (not to exceed 10 years). During the years ended December 31, 2011 and 2010, DSUs issued to members of our Board totaled 31,032 and 36,831, respectively. Total compensation expense attributable to the DSUs during the years ended December 31, 2011 and 2010 was approximately \$2.3 million and \$1.3 million, respectively.

#### (17) Regulatory Assets and Liabilities

We prepare our financial statements in accordance with the provisions of ASC 980, as discussed in Note 2 - Significant Accounting Policies. Pursuant to this guidance, certain expenses and credits, normally reflected in income as incurred, are deferred and recognized when included in rates and recovered from or refunded to the customers. Regulatory assets and liabilities are recorded based on management's assessment that it is probable that a cost will be recovered or that an obligation has been incurred. Accordingly, we have recorded the following major classifications of regulatory assets and liabilities that will be recognized in

expenses and revenues in future periods when the matching revenues are collected or refunded. These regulatory items have corresponding assets and liabilities that will be paid for or refunded in future periods. Because these costs are recovered as paid, they do not earn a return. We have specific orders to cover approximately 98% of our regulatory assets and 100% of our regulatory liabilities.

|                                      | Note<br>Reference | Remaining<br>Amortization Period | December 31,      |                   |
|--------------------------------------|-------------------|----------------------------------|-------------------|-------------------|
|                                      |                   |                                  | 2011              | 2010              |
|                                      |                   |                                  | (in thousands)    |                   |
| Pension                              | 13                | Undetermined                     | \$ 128,844        | \$ 94,500         |
| Postretirement benefits              | 13                | Undetermined                     | 6,434             | 9,104             |
| Distribution infrastructure projects | 16                | 6 Years                          | 4,883             | —                 |
| Environmental clean-up               | 18                | Various                          | 16,998            | 15,438            |
| Energy supply derivatives            | 6                 | 1 Year                           | 20,312            | 29,721            |
| Income taxes                         | 10                | Plant Lives                      | 124,967           | 71,374            |
| Other                                | —                 | Various                          | 27,437            | 29,460            |
| <b>Total regulatory assets</b>       |                   |                                  | <b>\$ 329,875</b> | <b>\$ 249,597</b> |
| Gas storage sales                    |                   | 28 Years                         | 11,672            | 12,092            |
| Unbilled revenue                     |                   | 1 Year                           | 10,597            | 8,203             |
| Environmental clean-up               |                   | 1 Year                           | 1,733             | 467               |
| State & local taxes & fees           |                   | 1 Year                           | 2,578             | 805               |
| Other                                |                   | Various                          | 1,772             | 1,198             |
| <b>Total regulatory liabilities</b>  |                   |                                  | <b>\$ 28,352</b>  | <b>\$ 22,765</b>  |

#### Pension and Postretirement Benefits

We recognize the unfunded portion of plan benefit obligations in the Balance Sheets, which is remeasured at each year end, with a corresponding adjustment to regulatory assets/liabilities as the costs associated with these plans are recovered in rates. The portion of the regulatory asset related to our Montana pension plan will amortize as cash funding amounts exceed accrual expense under GAAP. The South Dakota Public Utilities Commission (SDPUC) allows recovery of pension costs on an accrual basis. The Montana Public Service Commission (MPSC) allows recovery of postretirement benefit costs on an accrual basis.

#### Montana Distribution System Infrastructure Project (DSIP)

In March 2011, we requested and received MPSC approval of an accounting order to defer certain incremental operating and maintenance expenses. The accounting order allows us to defer up to \$16.9 million of expenses incurred during 2011 and 2012 as a regulatory asset and amortize these expenses associated with the phase-in portion of the DSIP over five years beginning in 2013. See Note 18 - Regulatory Matters, for further information regarding this item.

#### Environmental clean-up

Environmental clean-up costs are the estimated costs of investigating and cleaning up contaminated sites we own. We discuss the specific sites and clean-up requirements further in Note 19 - Commitments and Contingencies. Environmental clean-up costs are typically recoverable in customer rates when they are actually incurred. We record changes in the regulatory asset consistent with changes in our environmental liabilities. When cost projections become known and measurable we coordinate with the appropriate regulatory authority to determine a recovery period.

## **Income Taxes**

Tax assets primarily reflect the effects of plant related temporary differences such as flow-through of depreciation, repairs related deductions, removal costs, capitalized interest and contributions in aid of construction that we will recover or refund in future rates. We amortize these amounts as temporary differences reverse.

## **Unbilled Revenue**

In accordance with regulatory guidance in South Dakota, we recognize revenue when it is billed. Accordingly, we record a regulatory liability to offset unbilled revenue.

## **State & Local Taxes & Fees (Montana Property Tax Tracker)**

Under Montana law, we are allowed to track the increases in the actual level of state and local taxes and fees and recover these amounts. The MPSC has authorized recovery of approximately 60% of the estimated increase in our local taxes and fees (primarily property taxes) as compared to the related amount included in rates during our last general rate case.

## **Gas Storage Sales**

A regulatory liability was established in 2000 and 2001 based on gains on cushion gas sales in Montana. This gain is being flowed to customers over a period that matches the depreciable life of surface facilities that were added to maintain deliverability from the field after the withdrawal of the gas. This regulatory liability is a reduction of rate base.

## **(18) Regulatory Matters**

### **Dave Gates Generating Station at Mill Creek (DGGS)**

Our regulatory filings seeking approval of rates related to DGGS are based on approximately 80% of our revenues related to the facility being subject to the jurisdiction of the Montana Public Service Commission (MPSC) and approximately 20% being subject to the jurisdiction of the Federal Energy Regulatory Commission (FERC). Intervenors in both jurisdictions have been challenging our proposed allocation methodology. In March 2012, the MPSC issued a final order in review of our previously submitted required compliance filing. The MPSC found that the total project costs incurred were prudent and established final rates. As a result of the lower than estimated construction costs and impact of the flow-through of accelerated state tax depreciation, the final rates are lower than our 2011 interim rates. The amount we over collected of approximately \$6.2 million will be refunded to customers over a one-year period beginning in May 2012. The MPSC's final order approves using our proposed cost allocation methodology on a temporary basis, and requires us to complete a study of the relative contribution of retail and wholesale customers to regulation capacity needs. The results of this study may be used in determining future cost allocations between retail and wholesale customers.

Based on the MPSC's final order we recognized revenue of approximately \$2.7 million during the three months ended March 31, 2012 that we had previously deferred pending outcome of the allocation uncertainty.

A FERC hearing regarding DGGS rates is scheduled for June 11, 2012 and an initial decision is scheduled to be issued on September 24, 2012. We continue to bill customers interim rates which have been effective since January 1, 2011. These interim rates are subject to refund plus interest pending final resolution at FERC.

Through March 31, 2012, we have deferred revenue of approximately \$1.9 million associated with DGGS due to lower than estimated construction costs, our current estimate of operating expenses as compared to amounts included in our interim rate requests, and uncertainty related to the FERC's ultimate treatment of our cost allocation methodology. This uncertainty could result in an inability to fully recover our costs, as well as requiring us to refund more interim revenues than our current estimate.

## Wind Generation

In February 2012, the MPSC approved our application for pre-approval to purchase a wind project in Judith Basin County in Montana to be developed and constructed by Spion Kop Wind, LLC, a wholly-owned subsidiary of Compass Wind, LLC (Compass) that would provide approximately 40 MW of capacity, with an estimated cost for the total project of approximately \$86 million. The approval includes an authorized rate of return of 7.4%, which was computed using a 10% return on equity, a 5% estimated cost of debt and a capital structure consisting of 52% debt and 48% equity. The approval also includes a performance condition that would reduce our revenue requirement if the average production failed to meet a minimum threshold for the first three years. We do not believe this performance condition will have a significant impact. Construction has commenced and commercial operation is projected to begin by December 31, 2012. Both the energy and associated renewable energy credits would be placed into our electric supply portfolio to meet future customer loads and renewable portfolio standards obligations.

## Battle Creek Filing

In March 2012, we submitted an application with the MPSC to place our majority interest in the Battle Creek Field natural gas production fields and gathering system acquired in 2010 in regulated natural gas rate base. The application reflects a joint stipulation between us and the Montana Consumer Counsel (MCC) of a 10% return on equity and a capital structure consisting of 52% debt and 48% equity. Since November 2010, the cost of service for the natural gas produced, including a return on our investment has been included in our natural gas supply tracker on an interim basis. Pending MPSC approval, the corresponding amounts included in the natural gas supply tracker are subject to refund and through March 31, 2012, we have deferred revenue of approximately \$1.8 million based on the difference between our cost of service and current natural gas market prices.

## Montana Electric and Natural Gas Tracker Filings

Each year we submit electric and natural gas tracker filings for recovery of supply costs for the 12-month period ended June 30 and for the projected supply costs for the next 12-month period. The MPSC reviews such filings and makes its cost recovery determination based on whether or not our electric and natural gas supply procurement activities were prudent. During March 2012, the MPSC found that our natural gas supply costs through the period ended June 30, 2011 were prudently incurred. During April 2012, the MPSC found that our electric supply costs through the period ended June 30, 2011 were prudently incurred.

## (19) Commitments and Contingencies

### Qualifying Facilities Liability

Our QF liability primarily consists of unrecoverable costs associated with three contracts covered under the PURPA. The QFs require us to purchase minimum amounts of energy at prices ranging from \$78 to \$136 per MWH through 2029. Our estimated gross contractual obligation related to the QFs is approximately \$1.3 billion through 2029. A portion of the costs incurred to purchase this energy is recoverable through rates, totaling approximately \$1.0 billion through 2029. The present value of the remaining QF liability is recorded in our Balance Sheets. The following summarizes the change in the QF liability (in thousands):

|                        | December 31, |            |
|------------------------|--------------|------------|
|                        | 2011         | 2010       |
| Beginning QF liability | \$ 177,322   | \$ 165,839 |
| Unrecovered amount     | (6,043)      | (1,198)    |
| Interest expense       | 12,908       | 12,681     |
| Ending QF liability    | \$ 184,187   | \$ 177,322 |

The following summarizes the estimated gross contractual obligation less amounts recoverable through rates (in thousands):

|            | Gross<br>Obligation | Recoverable<br>Amounts | Net        |
|------------|---------------------|------------------------|------------|
| 2012       | \$ 67,111           | \$ 54,904              | \$ 12,207  |
| 2013       | 69,816              | 55,462                 | 14,354     |
| 2014       | 72,354              | 56,025                 | 16,329     |
| 2015       | 74,135              | 56,598                 | 17,537     |
| 2016       | 75,945              | 57,188                 | 18,757     |
| Thereafter | 909,322             | 683,404                | 225,918    |
| Total      | \$ 1,268,683        | \$ 963,581             | \$ 305,102 |

### Long Term Supply and Capacity Purchase Obligations

We have entered into various commitments, largely purchased power, coal and natural gas supply and natural gas transportation contracts. These commitments range from 20 to 25 years. Costs incurred under these contracts were approximately \$390.3 million and \$417.28 million for the years ended December 31, 2011 and 2010, respectively. As of December 31, 2011, our commitments under these contracts are \$298.9 million in 2012, \$262.9 million in 2013, \$191.3 million in 2014, \$116.9 million in 2015, \$117.6 million in 2016, and \$819.1 million thereafter. These commitments are not reflected in our Financial Statements.

### Environmental Liabilities

The operation of electric generating, transmission and distribution facilities, and gas gathering, transportation and distribution facilities, along with the development (involving site selection, environmental assessments, and permitting) and construction of these assets, are subject to extensive federal, state, and local environmental and land use laws and regulations. Our activities involve compliance with diverse laws and regulations that address emissions and impacts to the environment, including air and water, protection of natural resources and wildlife. We monitor federal, state, and local environmental initiatives to determine potential impacts on our financial results. As new laws or regulations are promulgated, our policy is to assess their applicability and implement the necessary modifications to our facilities or their operation to maintain ongoing compliance.

Our environmental exposure includes a number of components, including remediation expenses related to the cleanup of current or former properties, and costs to comply with changing environmental regulations related to our operations. At present, the majority of our environmental reserve relates to the remediation of former manufactured gas plant sites owned by us. We use a combination of site investigations and monitoring to formulate an estimate of environmental remediation costs for specific sites. Our monitoring procedures and development of actual remediation plans depend not only on site specific information but also on coordination with the different environmental regulatory agencies in our respective jurisdictions; therefore, while remediation exposure exists, it may be many years before costs become fixed and reliably determinable.

Our liability for environmental remediation obligations is estimated to range between \$28.3 to \$37.5 million, primarily for manufactured gas plants discussed below. As of December 31, 2011, we have a reserve of approximately \$31.4 million, which has not been discounted. Environmental costs are recorded when it is probable we are liable for the remediation and we can reasonably estimate the liability. Over time, as specific laws are implemented and we gain experience in operating under them, a portion of the costs related to such laws will become determinable, and we may seek authorization to recover such costs in rates or seek insurance reimbursement as applicable; therefore, although we cannot guarantee regulatory recovery, we do not expect these costs to have a material effect on our financial position or ongoing operations.

**Manufactured Gas Plants** - Approximately \$26.0 million of our environmental reserve accrual is related to manufactured gas plants. A formerly operated manufactured gas plant located in Aberdeen, South Dakota, has been identified on the Federal Comprehensive Environmental Response, Compensation, and Liability Information System list as contaminated with coal tar residue. We are currently investigating, characterizing, and initiating remedial actions at the Aberdeen site pursuant to work plans approved by

the South Dakota Department of Environment and Natural Resources. Our current reserve for remediation costs at this site is approximately \$12.0 million, and we estimate that approximately \$9.2 million of this amount will be incurred during the next five years.

We also own sites in North Platte, Kearney and Grand Island, Nebraska on which former manufactured gas facilities were located. During 2005, the Nebraska Department of Environmental Quality (NDEQ) conducted Phase II investigations of soil and groundwater at our Kearney and Grand Island sites. During 2006, the NDEQ released to us the Phase II Limited Subsurface Assessments performed by the NDEQ's environmental consulting firm for Kearney and Grand Island. In February 2011, NDEQ completed an Abbreviated Preliminary Assessment and Site Investigation Report for Grand Island, which recommended additional ground water testing. Our reserve estimate includes assumptions for additional ground water testing. At present, we cannot determine with a reasonable degree of certainty the nature and timing of any risk-based remedial action at our Nebraska locations.

In addition, we own or have responsibility for sites in Butte, Missoula and Helena, Montana on which former manufactured gas plants were located. An investigation conducted at the Missoula site did not require remediation activities, but required preparation of a groundwater monitoring plan. The Butte and Helena sites were placed into the Montana Department of Environmental Quality (MDEQ) voluntary remediation program for cleanup due to excess regulated pollutants in the groundwater. Voluntary soil and coal tar removals were conducted in the past at the Butte and Helena locations in accordance with MDEQ requirements. We have conducted additional groundwater monitoring at the Butte and Missoula sites and, at this time, we believe natural attenuation should address the conditions at these sites; however, additional groundwater monitoring will be necessary. Monitoring of groundwater at the Helena site is ongoing and will be necessary for an extended time. At this time, we cannot estimate with a reasonable degree of certainty the nature and timing of risk-based remedial action at the Helena site or if any additional actions beyond monitored natural attenuation will be required.

*Global Climate Change* - There are national and international efforts to adopt measures related to global climate change and the contribution of emissions of GHG including, most significantly, carbon dioxide. These efforts include legislative proposals and EPA regulations at the federal level, actions at the state level, and private party litigation relating to GHG emissions. Coal-fired plants have come under particular scrutiny due to their level of GHG emissions. We have joint ownership interests in four electric generating plants, all of which are coal fired and operated by other companies. We have undivided interests in these facilities and are responsible for our proportionate share of the capital and operating costs while being entitled to our proportionate share of the power generated.

While numerous bills have been introduced that address climate change from different perspectives, including through direct regulation of GHG emissions, the establishment of cap and trade programs and the establishment of Federal renewable portfolio standards, Congress has not passed any federal climate change legislation and we cannot predict when or if Congress will pass such legislation and in what form. In the absence of such legislation, the EPA is regulating GHG emissions under its existing authority pursuant to the Clean Air Act. For example, the EPA promulgated regulations requiring major sources in the United States to begin collecting and reporting information regarding their GHG emissions. Certain of our facilities began collecting such data on January 1, 2010 and submitted their first annual reports to the EPA in September 2011. For petroleum and natural gas facilities, data collection began on January 1, 2011, with the first annual report due on March 31, 2012.

In June 2010, the EPA also adopted rules that make certain "stationary sources," such as power plants, subject to permitting requirements for their GHG emissions. Sources that emit more than 100,000 tons of greenhouse gases per year are now required to obtain permits for those emissions even if they are not otherwise required to obtain a new or modified permit. Such permits may require the installation and operation of "best available control technology" to control GHG emissions.

Also, in December 2010, the EPA entered into an agreement to settle litigation brought by states and environmental groups whereby the EPA agreed to issue New Source Performance Standards for GHG emissions from certain new and modified electric generating units and "emissions guidelines" for existing units over the next two years. Pursuant to this settlement agreement, the EPA agreed to issue proposed rules in 2011. The EPA, however, did not meet this deadline for issuing the proposed rules.

On June 20, 2011, the U.S. Supreme Court issued a decision that bars state and private parties from bringing federal common law nuisance actions against electrical utility companies based on their alleged contribution to climate change. The Supreme Court's decision did not, however, address state law claims. This decision is expected to affect other pending federal climate change litigation. Although we are not a defendant in any of these proceedings, additional litigation in federal and state courts over these issues is continuing.

Physical impacts of climate change may present potential risks for severe weather, such as floods and tornadoes, in the locations where we operate or have interests. Furthermore, requirements to reduce GHG emissions from stationary sources could cause us to incur material costs of compliance, increase our costs of procuring electricity in the marketplace or curtail the demand for fossil fuels such as oil and gas. In addition, we believe future legislation and regulations that affect GHG emissions from power plants are likely, although technology to efficiently capture, remove and/or sequester such emissions may not be available within a timeframe consistent with the implementation of such requirements. We cannot predict with any certainty whether these risks will have a material impact on our operations.

***Coal Combustion Residuals (CCRs)*** - In June 2010, the EPA proposed two approaches to regulating the disposal and management of CCRs under the Resource Conservation and Recovery Act (RCRA). CCRs include fly ash, bottom ash and scrubber wastes. Under one approach, the EPA would regulate CCRs as a hazardous waste under Subtitle C of RCRA. This approach would have significant impacts on coal-fired plants, and would require plants to retrofit their operations to comply with hazardous waste requirements from the generation of CCRs and associated waste waters through transportation and disposal. This could also have a negative impact on the beneficial use of CCRs and the current markets associated with such use. The second approach would regulate CCRs as a solid waste under Subtitle D of RCRA. This approach would only affect disposal, most significantly any wet disposal, of CCRs. EPA has not yet issued a final CCR rule. We cannot predict at this time the final requirements of any CCR regulations and what impact, if any, they would have on us, but the costs of complying with any such requirements could be significant.

***Water Intakes*** - Section 316(b) of the Federal Clean Water Act requires that the location, design, construction and capacity of any cooling water intake structure reflect the "best available technology" for minimizing environmental impacts. Permits required for existing facilities are to be developed by the individual states using their best professional judgment until the EPA takes action to address several court decisions that rejected portions of previous rules and confirmed that EPA has discretion to consider costs relative to benefits in developing cooling water intake structure regulations. In March 2011, EPA proposed a rule to address impingement and entrainment of aquatic organisms at existing cooling water intake structures. EPA has not yet issued a final rule; however, it is under a consent decree to do so by July 2012. When a final rule is issued and implemented, additional capital and/or increased operating costs may be incurred. The costs of complying with any such final water intake standards are not currently determinable, but could be significant.

#### ***Clean Air Act Rules and Associated Emission Control Equipment Expenditures***

EPA has proposed or issued a number of rules under different provisions of the Clean Air Act that could require the installation of emission control equipment at the generation plants where we have joint ownership.

The Clean Air Visibility Rule was issued by the EPA in June 2005, to address regional haze in national parks and wilderness areas across the United States. The Clean Air Visibility Rule requires the installation and operation of Best Available Retrofit Technology (BART) to achieve emissions reductions from designated sources (including certain electric generating units) that are deemed to cause or contribute to visibility impairment in such 'Class I' areas.

In December 2011, the EPA issued a final rule relating to Mercury and Air Toxics Standards (MATS), which was formerly the proposed Maximum Achievable Control Technology standards for hazardous air pollutant emissions from new and existing electric generating units. Among other things, these MATS standards set stringent emission limits for acid gases, mercury, and other hazardous air pollutants. Facilities that are subject to the MATS must come into compliance within three years after the effective date of the rule (or by 2015) unless a one year extension is granted on a case-by-case basis. Numerous challenges to the MATS standards have been filed with the EPA and in Federal court and we cannot predict the outcome of such challenges. In the meantime, we are



assessing the impact of the new MATS standards on our facilities, including the costs of compliance. As discussed below, we expect that these costs could be significant.

On July 7, 2011, the EPA finalized the Cross-State Air Pollution Rule (CSAPR) to reduce emissions from electric generating units that interfere with the ability of downwind states to achieve ambient air quality standards. Under the CSAPR, significant reductions in emissions of nitrogen oxide (NOx) and SO2 emissions reductions would be required beginning in 2012. The CSAPR was to become effective on January 1, 2012; however, on December 30, 2011, a Federal court ordered that CSAPR be stayed until a hearing could be held on the numerous legal challenges brought against EPA regarding the rule. It is currently expected that a hearing will be held in April 2012 and a decision on CSAPR will be issued sometime thereafter. The Federal court that stayed the CSAPR ordered that the Clean Air Interstate Rule remain in effect while the CSAPR is stayed. Regardless of the outcome of the stay hearing, CSAPR only applies to power plants within the eastern half of the United States, and, thus is only applicable to one plant in which we have an ownership interest, the Neal 4 plant located in Iowa. We do not expect CSAPR to affect any of the other plants in which we have an ownership interest.

We have joint ownership in generation plants located in South Dakota, North Dakota, Iowa and Montana that are or may become subject to various regulations that have been issued or proposed under the Clean Air Act, as discussed below.

*South Dakota.* The South Dakota Department of Environment and Natural Resources (DENR) determined that the Big Stone Plant, of which we have a 23.4% ownership, is subject to the Regional Haze Rule. South Dakota DENR submitted its revised State Implementation Plan (SIP) and associated implementation rules to the EPA on September 19, 2011. Under the SIP, the Big Stone plant must install and operate a new BART compliant air quality control system (AQCS) to reduce sulfur dioxide, nitrogen oxides, and particulate emissions as expeditiously as practicable, but no later than five years after the EPA's approval of South Dakota's SIP. We expect EPA approval of the SIP in the first half of 2012, however such approval cannot be guaranteed and we cannot predict the timing of any such approval with certainty. We will not incur any significant costs until the EPA approves the SIP or issues a federal implementation plan in its place. Although studies and evaluations are continuing, the current project cost for the AQCS is estimated to be approximately \$490 million (our share is 23.4%).

Our incremental capital expenditure projections include amounts related to our share of the BART technologies at Big Stone based on current estimates. We could, however, face additional capital or financing costs. We will seek to recover any such costs through the regulatory process. The SDPUC has historically allowed timely recovery of the costs of environmental improvements; however, there is no precedent on a project of this size.

Based on the finalized MATS standards, it appears that Big Stone would meet the requirements by installing the AQCS system and using mercury control technology such as activated carbon injection. Mercury emissions monitoring equipment is already installed at Big Stone, but its operation has been put on hold pending additional regulatory direction.

*North Dakota.* The North Dakota Regional Haze SIP requires the Coyote generating facility, of which we have 10.0% ownership, to reduce its NOx emissions. On February 23, 2010, the North Dakota Department of Health (NDDOH) issued a construction permit to Coyote Station requiring installation of control equipment to limit its NOx emissions to 0.5 pounds per million Btu as calculated on a 12-month rolling average basis. The control equipment must be installed by July 1, 2018 and compliance with the limit must begin on July 1, 2019. Subsequent to issuance of the construction permit, the NDDOH entered into further negotiations with the EPA on regional haze plan implementation. As part of those negotiations, Coyote agreed to accept a NOx emission limit of 0.5 pounds per million Btu as calculated on a 30-day rolling average basis, including periods of start-up and shutdown, beginning on July 1, 2018. The current estimate of the total cost of the project is approximately \$6 million (our share is 10.0%). The EPA is under a consent decree to take final action on North Dakota's revised regional haze implementation plan in the first half of 2012.

*Iowa.* The Neal 4 generating facility, of which we have an 8.7% ownership, is installing a scrubber, a baghouse and a selective non-catalytic reduction system to comply with national ambient air quality standards, the proposed CSAPR and MATS standards. These improvements are also expected to result in compliance with the regional haze provisions of the Clean Air Act. Capital expenditures for such equipment are currently estimated to be approximately \$270 million (our share is 8.7%). The plant began

incurring such costs in 2011 and the costs will be spread over the next three years. Our incremental capital expenditure projections include amounts related to our share of the emission control equipment at Neal 4 based on current estimates. We could, however, face additional capital or financing costs. We will seek to recover any such costs through the regulatory process.

*Montana.* Colstrip Unit 4, a coal fired generating facility in which we have a 30% interest, is currently controlling emissions of mercury under regulations issued by the State of Montana, which is more strict than the Federal standard, and has been since January 2010. The owners do not believe additional equipment will be necessary to meet the MATS standards for mercury. Additionally, the Colstrip facility anticipates meeting the expected MATS for acid gases without additional costs. However, Colstrip may have to install additional controls to further reduce particulate matter to meet MATS using particulate matter as a surrogate for non-mercury metals. The Colstrip owners are continuing to determine what may be required and while it is not possible to predict costs at this time, the costs of additional controls could be significant. In November 2010, Colstrip Unit 4 received a request from the EPA to provide further analysis regarding why Colstrip Unit 4 is not a BART eligible unit under the regional haze rule. The plant operator completed a high level analysis of various control options to reduce emissions of SO<sub>2</sub> and particulate matter and submitted that analysis to EPA in January 2011. The analysis shows that these units are well controlled, any incremental reductions would not be cost effective and further analysis is not warranted. The plant operator also concluded that further analysis for NO<sub>x</sub> was not justified as controls at Colstrip Unit 4 were installed and the EPA previously agreed that such controls would satisfy BART for NO<sub>x</sub> control. The plant operator informed us that the EPA verbally indicated that it does not agree with all of the plant operator's conclusions and will be requesting additional information. The EPA is under a consent decree to take final action on Montana's regional haze implementation plan no later than June 29, 2012. The costs of complying with any final regional haze standards in Montana are not currently determinable, but could be significant.

*Other* - We continue to manage equipment containing polychlorinated biphenyl (PCB) oil in accordance with the EPA's Toxic Substance Control Act regulations. We will continue to use certain PCB-contaminated equipment for its remaining useful life and will, thereafter, dispose of the equipment according to pertinent regulations that govern the use and disposal of such equipment.

We routinely engage the services of a third-party environmental consulting firm to assist in performing a comprehensive evaluation of our environmental reserve. Based upon information available at this time, we believe that the current environmental reserve properly reflects our remediation exposure for the sites currently and previously owned by us. The portion of our environmental reserve applicable to site remediation may be subject to change as a result of the following uncertainties:

- We may not know all sites for which we are alleged or will be found to be responsible for remediation; and
- Absent performance of certain testing at sites where we have been identified as responsible for remediation, we cannot estimate with a reasonable degree of certainty the total costs of remediation.

## LEGAL PROCEEDINGS

### Colstrip Energy Limited Partnership

In December 2006 and June 2007, the MPSC issued orders relating to certain QF long-term rates for the period July 1, 2003, through June 30, 2006. Colstrip Energy Limited Partnership (CELP) is a QF with which we have a power purchase agreement through June 2024. Under the terms of the power purchase agreement with CELP, energy and capacity rates were fixed through June 30, 2004 (with a small portion to be set by the MPSC's determination of rates in the annual avoided cost filing), and beginning July 1, 2004 through the end of the contract, energy and capacity rates are to be determined each year pursuant to a formula, with the rates to be used in that formula derived from the annual MPSC QF rate review.

CELP initially appealed the MPSC's orders and then, in July 2007, filed a complaint against NorthWestern and the MPSC in Montana district court, which contested the MPSC's orders. CELP disputed inputs into the underlying rates used in the formula, which initially are calculated by us and reviewed by the MPSC on an annual basis, to calculate energy and capacity payments for the contract years 2004-2005 and 2005-2006. CELP claimed that NorthWestern breached the power purchase agreement causing damages, which

CELP asserted to be approximately \$23 million for contract years 2004-2005 and 2005-2006. The parties stipulated that NorthWestern would not implement the final derived rates resulting from the MPSC orders, pending an ultimate decision on CELP's complaint.

On June 30, 2008, the Montana district court granted both a motion by the MPSC to bifurcate, having the effect of separating the issues between contract/tort claims against us and the administrative appeal of the MPSC's orders and a motion by us to refer the claims against us to arbitration. The order also stayed the appellate decision pending a decision in the arbitration proceedings. Arbitration was held in June 2009 and the arbitration panel entered its interim award in August 2009, holding that although NorthWestern failed to use certain data inputs required by the power purchase agreement, CELP was entitled to neither damages for contract years 2004-2005 or 2005-2006, nor to recalculation of the underlying MPSC filings for those years, effectively finalizing CELP's contract rates for those years. We requested clarification from the arbitration panel as to its intent regarding the applicable rates.

On November 2, 2009, we received the final award from the arbitration panel which confirmed that the filed rates for 2004-2005 and 2005-2006 are not required to be recalculated. In affirming its interim award, the arbitration panel also denied CELP's request for attorney fees, holding that each party would be responsible for its own fees.

On June 15, 2010, the Montana district court confirmed the final arbitration panel award and denied CELP's motion to vacate, modify or correct the award. CELP appealed the decision to the Montana Supreme Court (MSC). In May 2011, the MSC affirmed the Montana district court's order and the arbitration award.

Meanwhile, on October 31, 2010, NorthWestern filed with the MPSC, consistent with the direction of the arbitration panel, for a determination of the inputs that will be used to calculate contract rates for periods subsequent to June 30, 2006. The MPSC has not yet ruled on our filing. On June 30, 2011, CELP submitted another demand for arbitration, seeking clarification from the same panel regarding the panel's intent as to the implementation of its award in Contract Years 17 (July 2005 - June 2006) and 18 (July 2006 - June 2007). The parties initially agreed to submit the matter without witnesses but following simultaneous submission of briefs in February 2012 and a hearing on March 1, 2012, the arbitration panel has requested further proceedings, including witness testimony at a hearing scheduled for July 30 through August 1, 2012. Based on our current assumptions (including current discount rates), if CELP prevailed entirely, we could be required to increase our QF liability by approximately \$20 million. If we prevailed entirely, we could reduce our QF liability by up to \$42 million. Due to the uncertainty around resolution of this matter, we currently are unable to predict its outcome. In addition, settlement discussions concerning these claims are ongoing.

#### **Other Legal Proceedings**

We are also subject to various other legal proceedings, governmental audits and claims that arise in the ordinary course of business. In the opinion of management, the amount of ultimate liability with respect to these other actions will not materially affect our financial position, results of operations, or cash flows.

#### **(20) Common Stock**

We have 250,000,000 shares authorized consisting of 200,000,000 shares of common stock with a \$0.01 par value and 50,000,000 shares of preferred stock with a \$0.01 par value. Of these shares, 2,265,957 shares of common stock are reserved for the incentive plan awards. For further detail of grants under this plan see Note 16 - Stock-Based Compensation.

#### **Repurchase of Common Stock**

Shares tendered by employees to us to satisfy the employees' tax withholding obligations in connection with the vesting of restricted stock awards totaled 2,750 and 14,453 during the years ended December 31, 2011 and 2010, respectively, and are reflected in treasury stock. These shares were credited to treasury stock based on their fair market value on the vesting date.

| Sch. 19 | MONTANA PLANT IN SERVICE - NATURAL GAS (INCLUDES CMP) |                      |                      |                |
|---------|---|----------------------|----------------------|----------------|
|         | Account Number & Title                                | This Year<br>Montana | Last Year<br>Montana | % Change       |
| 1       | <b>Intangible Plant</b>                               |                      |                      |                |
| 2       | 2301 Organization                                     | \$12,873             | \$12,873             | 0.00%          |
| 3       | 2302 Franchises and Consents                          | 114,169              | 114,169              | 0.00%          |
| 4       | 2303 Miscellaneous Intangible Plant                   | 1,871,106            | 1,871,346            | -0.01%         |
| 5       | <b>Total Intangible Plant</b>                         | <b>1,998,148</b>     | <b>1,998,388</b>     | <b>-0.01%</b>  |
| 6       |   |                      |                      |                |
| 7       | <b>Production Plant</b>                               |                      |                      |                |
| 8       | 2325 Gas Leaseholds                                   | 9,489,539            | 9,616,934            | 100.00%        |
| 9       | 2330 Well Construction                                | 1,092,770            | 1,092,770            | 100.00%        |
| 10      | 2331 Well Equipment                                   | 1,094,453            | 1,092,770            | 100.00%        |
| 11      | 2332 Field Lines                                      | 54,640               | 54,640               | 100.00%        |
| 12      | 2333 Field Compressor Equipment                       | 437,100              | 437,100              | 100.00%        |
| 13      | 2334 Measuring & Regulating Equip.                    | 77,640               | 77,640               | 100.00%        |
| 14      | <b>Total Production Plant</b>                         | <b>12,246,142</b>    | <b>12,371,854</b>    | <b>100.00%</b> |
| 15      |   |                      |                      |                |
| 16      | <b>Underground Storage Plant</b>                      |                      |                      |                |
| 17      | 2350 Land and Land Rights                             | 4,786,297            | 4,764,422            | 0.46%          |
| 18      | 2351 Structures and Improvements                      | 3,030,416            | 3,030,416            | 0.00%          |
| 19      | 2352 Wells  | 7,863,030            | 7,863,030            | 0.00%          |
| 20      | 2353 Lines  | 12,545,864           | 12,441,388           | 0.84%          |
| 21      | 2354 Compressor Station Equipment                     | 7,311,476            | 7,276,679            | 0.48%          |
| 22      | 2355 Measuring & Regulating Equip.                    | 2,993,930            | 2,981,004            | 0.43%          |
| 23      | 2356 Purification Equipment                           | 397,931              | 397,931              | 0.00%          |
| 24      | 2357 Other Equipment                                  | 873,927              | 867,069              | 0.79%          |
| 25      | <b>Total Underground Storage Plant</b>                | <b>39,802,871</b>    | <b>39,621,939</b>    | <b>0.46%</b>   |
| 26      |   |                      |                      |                |
| 27      | <b>Transmission Plant</b>                             |                      |                      |                |
| 28      | 2365 Rights of Way                                    | 7,778,230            | 7,587,918            | 2.51%          |
| 29      | 2366 Structures and Improvements                      | 12,017,948           | 11,799,624           | 1.85%          |
| 30      | 2367 Mains  | 188,967,308          | 184,041,159          | 2.68%          |
| 31      | 2368 Compressor Station Equipment                     | 21,847,403           | 20,987,227           | 4.10%          |
| 32      | 2369 Meas. & Reg. Station Equipment                   | 15,884,879           | 15,346,784           | 3.51%          |
| 33      | 2370 Communication Equipment                          | -                    | -                    | -              |
| 33      | 2371 Other Equipment                                  | 165,972              | 75,019               | 121.24%        |
| 34      | <b>Total Transmission Plant</b>                       | <b>246,661,740</b>   | <b>239,837,731</b>   | <b>2.85%</b>   |
| 35      |   |                      |                      |                |
| 36      | <b>Distribution Plant</b>                             |                      |                      |                |
| 37      | 2374 Land and Land Rights                             | 904,311              | 904,311              | 0.00%          |
| 38      | 2375 Structures and Improvements                      | 90,524               | 90,524               | 0.00%          |
| 39      | 2376 Mains  | 116,982,007          | 109,277,598          | 7.05%          |
| 40      | 2377 Compressor Station Equipment                     | -                    | -                    | -              |
| 41      | 2378 M&R Station Equip.-General                       | 2,775,069            | 2,695,844            | 2.94%          |
| 42      | 2379 M&R Station Equip.-City Gate                     | -                    | -                    | -              |
| 43      | 2380 Services   | 61,307,681           | 59,709,623           | 2.68%          |
| 44      | 2381 Customers Meters and Regulators                  | 58,479,173           | 56,045,838           | 4.34%          |
| 45      | 2382 Meter Installations                              | -                    | -                    | -              |
| 46      | 2383 House Regulators                                 | -                    | -                    | -              |
| 47      | 2384 House Regulator Installations                    | -                    | -                    | -              |
| 48      | 2385 M&R Station Equip.-Industrial                    | 110,489              | 56,334               | 96.13%         |
| 49      | 2386 Other Prop. on Customers' Premises               | -                    | -                    | -              |
| 50      | 2387 Other Equipment                                  | 26,216               | 26,216               | 0.00%          |
| 51      | <b>Total Distribution Plant</b>                       | <b>240,675,470</b>   | <b>228,806,288</b>   | <b>5.19%</b>   |

|         |   |                         |                         |              |
|---------|---|-------------------------|-------------------------|--------------|
| Sch. 19 | cont. MONTANA PLANT IN SERVICE - NATURAL GAS (INCLUDES CMP) |                         |                         |              |
|         | Account Number & Title                                      | This Year<br>Montana    | Last Year<br>Montana    | % Change     |
| 1       |   |                         |                         |              |
| 2       | <b>General Plant</b>  |                         |                         |              |
| 3       | 2389 Land and Land Rights                                   | 101,675                 | 101,675                 | 0.00%        |
| 4       | 2390 Structures and Improvements                            | 851,009                 | 851,009                 | 0.00%        |
| 5       | 2391 Office Furniture and Equipment                         | 207,996                 | 213,628                 | -2.64%       |
| 6       | 2392 Transportation Equipment                               | 8,206,397               | 7,421,800               | 10.57%       |
| 7       | 2393 Stores Equipment                                       | 28,927                  | 29,833                  | -3.04%       |
| 8       | 2394 Tools, Shop & Garage Equipment                         | 4,643,682               | 4,451,600               | 4.31%        |
| 9       | 2395 Laboratory Equipment                                   | 860,606                 | 828,476                 | 3.88%        |
| 10      | 2396 Power Operated Equipment                               | 2,549,307               | 2,250,713               | 13.27%       |
| 11      | 2397 Communication Equipment                                | 3,985,396               | 3,978,126               | 0.18%        |
| 12      | 2398 Miscellaneous Equipment                                | 70,165                  | 73,509                  | -4.55%       |
| 13      | 2399 Other Tangible Property                                | -                       | -                       | -            |
| 14      | <b>Total General Plant</b>                                  | <b>21,505,160</b>       | <b>20,200,369</b>       | <b>6.46%</b> |
| 15      | <b>Total Gas Plant in Service</b>                           | <b>562,889,531</b>      | <b>542,836,569</b>      | <b>3.69%</b> |
| 16      |   |                         |                         |              |
| 17      | 4101 Gas Plant Allocated from Common                        | 27,357,225              | 25,093,253              | 9.02%        |
| 18      | 2105 Gas Plant Held for Future Use                          | 4,900                   | 4,900                   | 0.00%        |
| 19      | 2107 Gas Construction Work in Progress                      | 6,698,193               | 4,663,953               | 43.62%       |
| 20      | 2117 Gas in Underground Storage                             | 58,833,414              | 54,125,119              | 8.70%        |
| 21      |   |                         |                         |              |
| 22      |   |                         |                         |              |
| 23      | <b>TOTAL GAS PLANT</b>                                      | <b>\$655,783,263</b>    | <b>\$626,723,794</b>    | <b>4.64%</b> |
| 24      |   |                         |                         |              |
| 25      |   |                         |                         |              |
| 26      | <b>CONSOLIDATED</b>   | <b>December 31,</b>     |                         |              |
| 27      | <b>PLANT IN SERVICE</b>                                     | <b>2011</b>             | <b>2010</b>             |              |
| 28      |   |                         |                         |              |
| 29      | Montana Electric  | \$ 2,167,521,871        | \$ 2,101,023,875        |              |
| 30      | Yellowstone National Park                                   | 13,176,795              | 12,583,248              |              |
| 31      | Montana Natural Gas (Includes CMP)                          | 562,889,531             | 542,836,569             |              |
| 32      | Common  | 79,977,860              | 73,833,445              |              |
| 33      | Townsend Propane  | 1,516,050               | 1,513,553               |              |
| 34      | South Dakota Electric                                       | 460,538,538             | 439,875,046             |              |
| 35      | South Dakota Natural Gas                                    | 150,503,744             | 143,991,901             |              |
| 36      | South Dakota Common   | 39,317,330              | 36,351,969              |              |
| 37      | Asset Retirement Obligation                                 | 3,910,360               | 5,292,535               |              |
| 38      | <b>TOTAL PLANT</b>  | <b>\$ 3,479,352,079</b> | <b>\$ 3,357,302,141</b> |              |

Schedule 19A

| Sch. 20 | MONTANA DEPRECIATION SUMMARY - NATURAL GAS (INCLUDES CMP) |                      |                        |                        |                   |
|---------|---|----------------------|------------------------|------------------------|-------------------|
|         | Functional Plant Class                                    | Montana Plant Cost   | This Year Montana      | Last Year Montana      | Current Avg. Rate |
| 1       | <b>Accumulated Depreciation</b>                           |                      |                        |                        |                   |
| 2       |   |                      |                        |                        |                   |
| 3       | Production and Gathering                                  | \$ 12,369,718        | \$ 994,606             | \$ -                   | 8.04%             |
| 4       |   |                      |                        |                        |                   |
| 5       | Underground Storage                                       | 39,610,688           | 21,013,783             | 20,346,310             | 1.69%             |
| 6       |   |                      |                        |                        |                   |
| 7       | Other Storage   | -                    | -                      | -                      | -                 |
| 8       |   |                      |                        |                        |                   |
| 9       | Transmission  | 239,067,460          | 89,673,928             | 86,105,855             | 1.75%             |
| 10      |   |                      |                        |                        |                   |
| 11      | Distribution  | 228,646,828          | 105,207,418            | 100,741,730            | 2.64%             |
| 12      |   |                      |                        |                        |                   |
| 13      | General and Intangible                                    | 21,892,827           | 11,468,063             | 10,297,886             | 7.46%             |
| 14      |   |                      |                        |                        |                   |
| 15      | Common  | 24,205,587           | 12,219,160             | 11,099,693             | 7.31%             |
| 16      |   |                      |                        |                        |                   |
| 17      | <b>Total Accum Depreciation</b>                           | <b>\$565,793,108</b> | <b>\$240,576,958</b>   | <b>\$228,591,474</b>   | <b>2.50%</b>      |
| 18      |   |                      |                        |                        |                   |
| 19      |   |                      |                        |                        |                   |
| 20      |   |                      |                        |                        |                   |
| 21      |   |                      |                        |                        |                   |
| 22      | <b>Consolidated</b>                                       | <b>December 31,</b>  |                        |                        |                   |
| 23      | <b>Accumulated Depreciation</b>                           |                      | <b>2011</b>            | <b>2010</b>            |                   |
| 24      |   |                      |                        |                        |                   |
| 25      | Montana Electric  |                      | \$838,458,857          | \$777,672,624          |                   |
| 26      | Yellowstone National Park                                 |                      | 8,644,902              | 8,375,865              |                   |
| 27      | Montana Natural Gas (Includes CMP)                        |                      | 228,357,798            | 217,491,781            |                   |
| 28      | Common  |                      | 33,478,642             | 30,397,468             |                   |
| 29      | Townsend Propane  |                      | 648,965                | 605,690                |                   |
| 30      | South Dakota Electric                                     |                      | 249,041,748            | 236,785,039            |                   |
| 31      | South Dakota Natural Gas                                  |                      | 64,714,374             | 60,954,155             |                   |
| 32      | South Dakota Common                                       |                      | 11,240,646             | 9,067,229              |                   |
| 33      | Acquisition Writedown                                     |                      | 73,854,295             | 81,444,433             |                   |
| 34      | Basin Creek Capital Lease                                 |                      | 11,057,582             | 9,047,108              |                   |
| 35      | FIN 47  |                      | 1,092,090              | 847,866                |                   |
| 36      | CWIP-Capital Retirement Clearing                          |                      | -4,550,706             | -1,011,776             |                   |
| 37      | <b>Total Consolidated Accum Depreciation</b>              |                      | <b>\$1,516,039,193</b> | <b>\$1,431,677,482</b> |                   |

Schedule 20

| Sch. 21 | MONTANA MATERIALS & SUPPLIES (ASSIGNED & ALLOCATED) - NATURAL GAS |                      |                      |               |
|---------|---|----------------------|----------------------|---------------|
|         | Account Number & Title  | This Year<br>Montana | Last Year<br>Montana | % Change      |
| 1       |   |                      |                      |               |
| 2       | 154 Plant Materials & Operating Supplies                          |                      |                      |               |
| 3       | Assigned and Allocated to:  |                      |                      |               |
| 4       | Operation & Maintenance   | -                    | -                    | -             |
| 5       | Construction  | -                    | -                    | -             |
| 6       | Storage Plant   | \$ 96,810            | \$ 84,407            | 14.69%        |
| 7       | Transmission Plant  | 599,938              | 510,923              | 17.42%        |
| 8       | Distribution Plant  | 1,872,575            | 1,532,693            | 22.18%        |
| 9       |   |                      |                      |               |
| 10      | <b>Total MT Materials and Supplies</b>                            | <b>\$2,569,323</b>   | <b>\$2,128,023</b>   | <b>20.74%</b> |
| 11      |   |                      |                      |               |
| 12      |   |                      |                      |               |
| 13      | <b>Consolidated</b>   | December 31,         |                      |               |
| 14      | <b>Materials and Supplies</b>                                     | 2011                 | 2010                 |               |
| 15      |   |                      |                      |               |
| 16      | Montana Natural Gas   | \$2,569,323          | \$2,128,023          |               |
| 17      | Montana Electric  | 14,376,444           | 12,992,944           |               |
| 18      | South Dakota  | 5,462,021            | 5,482,868            |               |
| 19      |   |                      |                      |               |
| 20      | <b>Total Consolidated Materials and Supplies</b>                  | <b>\$22,407,788</b>  | <b>\$20,603,835</b>  |               |

| Sch. 22 | MONTANA REGULATORY CAPITAL STRUCTURE & COSTS - NATURAL GAS  |                     |             |               |
|---------|---|---------------------|-------------|---------------|
|         | Commission Accepted - Most Recent 1/  | % Capital Structure | % Cost Rate | Weighted Cost |
| 1       |   |                     |             |               |
| 2       | Docket Number: 2009.9.129   |                     |             |               |
| 3       | Order Number : 7046h  |                     |             |               |
| 4       |   |                     |             |               |
| 5       | Common Equity   | 48.00%              | 10.25%      | 4.92%         |
| 6       | Long Term Debt  | 52.00%              | 5.76%       | 3.00%         |
| 7       |   |                     |             |               |
| 8       | <b>TOTAL</b>  | 100.00%             |             | 7.92%         |
| 9       | 1/ Docket 2009.9.129, Order 7046h specifies the authorized capital structure and associated costs for the regulated gas utility effective December 9, 2010. |                     |             |               |
| 10      |   |                     |             |               |
| 11      |   |                     |             |               |
| 12      |   |                     |             |               |
| 13      |   |                     |             |               |
| 14      |   |                     |             |               |
| 15      |   |                     |             |               |
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| 32      |   |                     |             |               |
| 33      |   |                     |             |               |
| 34      |   |                     |             |               |
| 35      |   |                     |             |               |
| 36      |   |                     |             |               |
| 37      |   |                     |             |               |
| 38      |   |                     |             |               |
| 39      |   |                     |             |               |
| 40      |   |                     |             |               |



## STATEMENT OF CASH FLOWS

| Description |   | This year            | Last Year            | % Change        |
|-------------|---|----------------------|----------------------|-----------------|
| 1           | Increase/(decrease) in Cash & Cash Equivalents:             |                      |                      |                 |
| 2           | <b>Cash Flows from Operating Activities:</b>                |                      |                      |                 |
| 3           | Net Income  | \$ 92,555,872        | \$ 77,376,457        | 19.62%          |
| 4           | Noncash Charges (Credits) to Income:                        |                      |                      |                 |
| 5           | Depreciation  | 102,754,939          | 92,961,250           | 10.54%          |
| 6           | Amortization, Net   | (1,872,457)          | (1,235,471)          | -51.56%         |
| 7           | Other Noncash Charges to Net Income, Net                    | 8,895,186            | 7,893,929            | 12.68%          |
| 8           | Deferred Income Taxes, Net                                  | 59,551,081           | 46,745,340           | 27.39%          |
| 9           | Investment Tax Credit Adjustments, Net                      | (423,561)            | (426,790)            | 0.76%           |
| 10          | Change in Operating Receivables, Net                        | 9,880,617            | (3,911,111)          | >300.00%        |
| 11          | Change in Materials, Supplies & Inventories, Net            | (8,830,208)          | (3,405,097)          | -159.32%        |
| 12          | Change in Operating Payables & Accrued Liabilities, Net     | (10,725,579)         | (11,109,804)         | 3.46%           |
| 13          | Allowance for Funds Used During Construction (AFUDC)        | (1,876,583)          | (6,564,191)          | 71.41%          |
| 14          | Change in Other Assets & Liabilities, Net                   | 1,734,801            | 28,781,987           | -93.97%         |
| 15          | Other Operating Activities:                                 |                      |                      |                 |
| 16          | Undistributed Earnings from Subsidiary Companies            | (510,094)            | (3,729,609)          | 86.32%          |
| 17          | Change in Regulatory Assets                                 | (29,541,321)         | (2,852,473)          | >-300.00%       |
| 18          | Change in Regulatory Liabilities                            | 5,587,054            | (7,724,029)          | 172.33%         |
| 19          | <b>Net Cash Provided by Operating Activities</b>            | <b>227,179,747</b>   | <b>212,800,388</b>   | <b>6.76%</b>    |
| 20          | <b>Cash Inflows/Outflows From Investment Activities:</b>    |                      |                      |                 |
| 21          | Construction/Acquisition of Property, Plant and Equipment   | (188,730,360)        | (240,745,782)        | 21.61%          |
| 22          | (Net of AFUDC)  |                      |                      |                 |
| 23          | Proceeds from Sale of Assets                                | 209,396              | 68,883               | 203.99%         |
| 24          | <b>Net Cash Used in Investing Activities</b>                | <b>(188,520,964)</b> | <b>(240,676,899)</b> | <b>21.67%</b>   |
| 25          | <b>Cash Flows from Financing Activities:</b>                |                      |                      |                 |
| 26          | Proceeds from Issuance of:                                  |                      |                      |                 |
| 27          | Credit Facilities Borrowings                                | 80,000,000           | 225,000,000          | -64.44%         |
| 28          | Issuance of Short Term Borrowings, Net                      | 166,933,493          | 695,000,000          | -75.98%         |
| 29          | Payments for Retirement of:                                 |                      |                      |                 |
| 30          | Credit Facilities Repayments                                | (233,000,000)        | (608,000,000)        | 61.68%          |
| 31          | Long-Term Debt  | -                    | (225,000,000)        | 100.00%         |
| 32          | Capital Lease Obligations, Net                              | (11,079)             | (29,342)             | 62.24%          |
| 33          | Dividends on Common Stock                                   | (51,909,137)         | (48,996,981)         | -5.94%          |
| 34          | Other Financing Activities:                                 |                      |                      |                 |
| 35          | Debt Financing Costs  | (1,130,557)          | (8,020,160)          | 85.90%          |
| 36          | Treasury Stock Activity                                     | 154,223              | (184,595)            | 183.55%         |
| 37          | <b>Net Cash (Used in)/Provided by Financing Activities</b>  | <b>(38,963,057)</b>  | <b>29,768,922</b>    | <b>-230.89%</b> |
| 38          | <b>Net (Decrease)/Increase in Cash and Cash Equivalents</b> | <b>(304,274)</b>     | <b>1,892,411</b>     | <b>-116.08%</b> |
| 39          | <b>Cash and Cash Equivalents at Beginning of Year</b>       | <b>6,232,091</b>     | <b>4,339,680</b>     | <b>43.61%</b>   |
| 40          | <b>Cash and Cash Equivalents at End of Year</b>             | <b>\$ 5,927,817</b>  | <b>\$ 6,232,091</b>  | <b>-4.88%</b>   |

41  
42 This financial statement is presented on the basis of the accounting requirements of the Federal Energy Regulatory  
43 Commission (FERC) as set forth in its applicable Uniform System of Accounts. As such, subsidiaries are presented using the equity  
44 method of accounting. The amounts presented are consistent with the presentation in FERC Form 1, plus Canadian Montana  
45 Pipeline Corporation.  
46

| Sch. 24 | MONTANA LONG TERM DEBT   |            |               |                  |               |                               |                   |                                  |              |
|---------|--|------------|---------------|------------------|---------------|-------------------------------|-------------------|----------------------------------|--------------|
|         | Description  | Issue Date | Maturity Date | Principal Amount | Net Proceeds  | Outstanding Per Balance Sheet | Yield to Maturity | Annual Net Cost Inc. Prem./Disc. | Total Cost % |
| 1       |  |            |               |                  |               |                               |                   |                                  |              |
| 2       | <b>First Mortgage Bonds</b>  |            |               |                  |               |                               |                   |                                  |              |
| 3       | 6.34% Series, Due 2019   | 03/26/09   | 04/01/19      | 250,000,000      | 247,657,313   | 249,878,562                   | 6.340%            | \$16,514,170                     | 6.61%        |
| 4       | 5.71% Series, Due 2039   | 10/15/09   | 10/15/39      | 55,000,000       | 54,450,000    | 55,000,000                    | 5.710%            | \$3,158,845                      | 5.74%        |
| 5       | 6.04% Series, Due 2016   | 09/13/06   | 09/01/16      | \$150,000,000    | \$148,302,298 | \$149,965,700                 | 6.040%            | \$9,308,114                      | 6.21%        |
| 6       | 5.01% Series, Due 2025   | 05/27/10   | 05/01/25      | 161,000,000      | 160,075,635   | \$161,000,000                 | 5.010%            | \$8,585,842                      | 5.33%        |
| 7       | <b>Total First Mortgage Bonds</b>  |            |               | \$616,000,000    | \$610,485,246 | \$615,844,262                 |                   | \$37,566,971                     | 6.10%        |
| 8       |  |            |               |                  |               |                               |                   |                                  |              |
| 9       | <b>Pollution Control Bonds</b>   |            |               |                  |               |                               |                   |                                  |              |
| 10      | 4.65% Series, Due 2023   | 04/27/06   | 08/01/23      | \$170,205,000    | \$164,451,956 | \$170,205,000                 | 4.650%            | \$8,467,855                      | 4.98%        |
| 11      |  |            |               |                  |               |                               |                   |                                  |              |
| 12      | <b>Total Pollution Control Bonds</b>   |            |               | \$170,205,000    | \$164,451,956 | \$170,205,000                 |                   | \$8,467,855                      | 4.98%        |
| 13      |  |            |               |                  |               |                               |                   |                                  |              |
| 14      |  |            |               |                  |               |                               |                   |                                  |              |
| 15      | <b>TOTAL LONG TERM DEBT</b>  |            |               | \$786,205,000    | \$774,937,202 | \$786,049,262                 |                   | \$46,034,826                     | 5.86%        |
| 16      | <p>Total Capital Leases does not include the Fleet Lease amounts due within 1 year of \$7,382. It also does not include amounts associated with the Basin Creek contract, which totals \$34,280,665.</p> |            |               |                  |               |                               |                   |                                  |              |
| 17      |  |            |               |                  |               |                               |                   |                                  |              |
| 18      |  |            |               |                  |               |                               |                   |                                  |              |
| 19      |  |            |               |                  |               |                               |                   |                                  |              |
| 20      |  |            |               |                  |               |                               |                   |                                  |              |
| 21      |  |            |               |                  |               |                               |                   |                                  |              |
| 22      |  |            |               |                  |               |                               |                   |                                  |              |
| 23      |  |            |               |                  |               |                               |                   |                                  |              |
| 24      |  |            |               |                  |               |                               |                   |                                  |              |
| 25      |  |            |               |                  |               |                               |                   |                                  |              |
| 26      |  |            |               |                  |               |                               |                   |                                  |              |
| 27      |  |            |               |                  |               |                               |                   |                                  |              |
| 28      |  |            |               |                  |               |                               |                   |                                  |              |
| 29      |  |            |               |                  |               |                               |                   |                                  |              |
| 30      |  |            |               |                  |               |                               |                   |                                  |              |
| 31      |  |            |               |                  |               |                               |                   |                                  |              |
| 32      |  |            |               |                  |               |                               |                   |                                  |              |

| Sch. 25 | PREFERRED STOCK |                          |                  |              |               |                 |                  |                          |                |                  |
|---------|-----------------|--------------------------|------------------|--------------|---------------|-----------------|------------------|--------------------------|----------------|------------------|
|         | Series          | Issue<br>Date<br>Mo./Yr. | Shares<br>Issued | Par<br>Value | Call<br>Price | Net<br>Proceeds | Cost of<br>Money | Principal<br>Outstanding | Annual<br>Cost | Embed.<br>Cost % |
| 1       | NOT APPLICABLE  |                          |                  |              |               |                 |                  |                          |                |                  |
| 2       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 3       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 4       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 5       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 6       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 7       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 8       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 9       |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 10      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 11      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 12      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 13      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 14      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 15      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 16      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 17      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 18      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 19      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 20      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 21      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 22      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 23      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 24      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 25      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 26      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 27      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 28      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 29      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 30      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 31      |                 |                          |                  |              |               |                 |                  |                          |                |                  |
| 32      | TOTAL           |                          |                  |              |               |                 |                  |                          |                |                  |

| Sch. 26 |  | COMMON STOCK                                  |                            |                          |   |                    |              |         |                             |
|---------|--|---|----------------------------|--------------------------|---|--------------------|--------------|---------|-----------------------------|
|         |  | Avg. Number<br>of Shares<br>Outstanding<br>1/ | Book<br>Value<br>Per Share | Earnings<br>Per<br>Share | Dividends<br>Per<br>Share<br>(Declared) | Retention<br>Ratio | Market Price |         | Price/<br>Earnings<br>Ratio |
|         |  |   |                            |                          |   |                    | High         | Low     |                             |
| 1       |  |   |                            |                          |   |                    |              |         |                             |
| 2       |  |   |                            |                          |   |                    |              |         |                             |
| 3       | January  | 36,232,229                                    | \$23.02                    |                          |   |                    | \$29.46      | \$28.18 |                             |
| 4       |  |   |                            |                          |   |                    |              |         |                             |
| 5       | February   | 36,246,630                                    | 23.33                      |                          |   |                    | 29.97        | 27.38   |                             |
| 6       |  |   |                            |                          |   |                    |              |         |                             |
| 7       | March  | 36,252,743                                    | 23.19                      | \$0.90                   | \$0.36                                  |                    | 30.57        | 28.23   |                             |
| 8       |  |   |                            |                          |   |                    |              |         |                             |
| 9       | April  | 36,257,086                                    | 23.34                      |                          |   |                    | 32.62        | 29.37   |                             |
| 10      |  |   |                            |                          |   |                    |              |         |                             |
| 11      | May  | 36,258,870                                    | 23.42                      |                          |   |                    | 33.24        | 31.84   |                             |
| 12      |  |   |                            |                          |   |                    |              |         |                             |
| 13      | June   | 36,260,406                                    | 23.14                      | 0.30                     | 0.36                                    |                    | 33.14        | 31.50   |                             |
| 14      |  |   |                            |                          |   |                    |              |         |                             |
| 15      | July   | 36,260,887                                    | 23.31                      |                          |   |                    | 34.11        | 31.27   |                             |
| 16      |  |   |                            |                          |   |                    |              |         |                             |
| 17      | August   | 36,263,167                                    | 23.48                      |                          |   |                    | 34.17        | 28.68   |                             |
| 18      |  |   |                            |                          |   |                    |              |         |                             |
| 19      | September  | 36,264,686                                    | 23.14                      | 0.41                     | 0.36                                    |                    | 34.11        | 30.96   |                             |
| 20      |  |   |                            |                          |   |                    |              |         |                             |
| 21      | October  | 36,265,149                                    | 23.31                      |                          |   |                    | 35.51        | 30.44   |                             |
| 22      |  |   |                            |                          |   |                    |              |         |                             |
| 23      | November   | 36,272,547                                    | 23.60                      |                          |   |                    | 35.05        | 32.23   |                             |
| 24      |  |   |                            |                          |   |                    |              |         |                             |
| 25      | December   | 36,278,206                                    | 23.68                      | 0.94                     | 0.36                                    |                    | 36.61        | 33.38   |                             |
| 26      |  |   |                            |                          |   |                    |              |         |                             |
| 27      | <b>TOTAL Year End</b>  | 36,258,463                                    | \$23.68                    | \$2.55                   | \$1.44                                  | 43.53%             | \$35.79      |         | 14.0                        |
| 28      | 1/ Monthly shares are actual shares outstanding at month-end. Total year-end shares are average<br>shares for the twelve months ended December 31, 2011. |   |                            |                          |   |                    |              |         |                             |
| 29      |  |   |                            |                          |   |                    |              |         |                             |
| 30      |  |   |                            |                          |   |                    |              |         |                             |
| 31      |  |   |                            |                          |   |                    |              |         |                             |
| 32      |  |   |                            |                          |   |                    |              |         |                             |
| 33      |  |   |                            |                          |   |                    |              |         |                             |
| 34      |  |   |                            |                          |   |                    |              |         |                             |
| 35      |  |   |                            |                          |   |                    |              |         |                             |
| 36      |  |   |                            |                          |   |                    |              |         |                             |

| Sch. 27 | MONTANA EARNED RATE OF RETURN - GAS  |                      |                      |                |
|---------|--|----------------------|----------------------|----------------|
|         | Description  | This Year            | Last Year            | % Change       |
| 1       | <b>Rate Base</b>   |                      |                      |                |
| 2       | 101 Plant in Service   | \$574,337,263        | \$548,250,729        | 4.76%          |
| 3       | 108 Accumulated Depreciation   | (235,904,266)        | (231,663,502)        | -1.83%         |
| 4       |  |                      |                      |                |
| 5       | <b>Net Plant in Service</b>  | <b>\$338,432,997</b> | <b>\$316,587,227</b> | <b>6.90%</b>   |
| 6       | Additions:   |                      |                      |                |
| 7       | 154, 156 Materials & Supplies  | \$4,271,137          | \$4,324,102          | -1.22%         |
| 8       | 165 Prepayments  |                      |                      |                |
| 9       | Other Additions <u>1/</u>  | 52,796,273           | 44,649,042           | 18.25%         |
| 10      |  |                      |                      |                |
| 11      | <b>Total Additions</b>   | <b>\$57,067,410</b>  | <b>\$48,973,144</b>  | <b>16.53%</b>  |
| 12      | Deductions:  |                      |                      |                |
| 13      | 190 Accumulated Deferred Income Taxes  | \$22,861,483         | \$38,511,867         | -40.64%        |
| 14      | 252 Customer Advances for Construction   | 9,235,113            | 9,934,972            | -7.04%         |
| 15      | 255 Accumulated Def. Investment Tax Credits  |                      |                      |                |
| 16      | Other Deductions   | 40,693,241           | 41,818,872           | -2.69%         |
| 17      |  |                      |                      |                |
| 18      | <b>Total Deductions</b>  | <b>\$72,789,837</b>  | <b>\$90,265,711</b>  | <b>-19.36%</b> |
| 19      | <b>Total Rate Base</b>   | <b>\$322,710,570</b> | <b>\$275,294,660</b> | <b>17.22%</b>  |
| 20      | <b>Adjusted Rate Base</b>  | <b>\$322,710,570</b> | <b>\$275,294,660</b> | <b>17.22%</b>  |
| 21      | <b>Net Earnings</b>  | <b>\$16,582,911</b>  | <b>\$18,673,289</b>  | <b>-11.19%</b> |
| 22      | <b>Rate of Return on Average Rate Base</b>   | <b>5.139%</b>        | <b>6.783%</b>        | <b>-24.24%</b> |
| 23      | <b>Rate of Return on Average Equity <u>2/</u></b>  | <b>5.109%</b>        | <b>7.793%</b>        | <b>-34.44%</b> |
| 24      |  |                      |                      |                |
| 25      | <b>Major Normalizing and</b>   |                      |                      |                |
| 26      | <b>Commission Ratemaking Adjustments</b>   |                      |                      |                |
| 27      | Rate Schedule Revenues   | (\$2,426,058)        | (\$202,454)          | >-300.00%      |
| 28      | Funding Trust Regulatory Liability   | 804,935              | 18,267               | >300.00%       |
| 29      |  |                      |                      |                |
| 30      | Non-Allowables:  |                      |                      |                |
| 31      | Advertising  | 104,202              | 201,260              | -48.23%        |
| 32      | Dues, Contributions, Other   | 24,389               | 24,604               | -0.87%         |
| 33      |  |                      |                      |                |
| 34      | Associated Income Taxes <u>3/</u>  | 1,584,312            | (145,660)            | >300.00%       |
| 35      |  |                      |                      |                |
| 36      | <b>Total Adjustments</b>   | <b>\$91,780</b>      | <b>(\$103,983)</b>   | <b>188.26%</b> |
| 37      | <b>Revised Net Earnings</b>  | <b>\$16,674,691</b>  | <b>\$18,569,306</b>  | <b>-10.20%</b> |
| 38      |  |                      |                      |                |
| 39      | <b>Rate Base Adjustment</b>  |                      |                      |                |
| 40      | Stipulation with MCC <u>4/</u>   | (\$11,951,254)       | (\$12,377,627)       | 3.44%          |
| 41      |  |                      |                      |                |
| 42      | <b>Revised Rate Base</b>   | <b>\$310,759,316</b> | <b>\$262,917,033</b> | <b>18.20%</b>  |
| 43      | <b>Adjusted Rate of Return on Average Rate Base</b>  | <b>5.366%</b>        | <b>7.063%</b>        | <b>-24.03%</b> |
| 44      | <b>Adjusted Rate of Return on Average Equity <u>2/</u></b>   | <b>4.699%</b>        | <b>8.180%</b>        | <b>-42.56%</b> |
| 45      |  |                      |                      |                |
| 46      | 1/ Other additions includes a FAS 109 Regulatory Asset that provides an offset to the accumulated          |                      |                      |                |
| 47      | deferred taxes.  |                      |                      |                |
| 48      |  |                      |                      |                |
| 49      | 2/ Return on Equity calculated using the capital structure approved in Docket No. D2009.9.129.             |                      |                      |                |
| 50      |  |                      |                      |                |
| 51      | 3/ Associated Income taxes include an interest synchronization adjustment based upon the approved          |                      |                      |                |
| 52      | capital structure in Docket No. D2009.9.129.   |                      |                      |                |
| 53      |  |                      |                      |                |
| 54      | 4/ Per NWE/MCC Stipulation Agreement Docket No. D2007.7.82 reflecting one-third of the \$38.8 million      |                      |                      |                |
| 55      | allocated to natural gas as a rate base reduction. In addition, the 2010 inclusion of a comparable portion |                      |                      |                |
| 56      | of annual depreciation expense for year 2010 has been removed.   |                      |                      |                |

| Sch. 27 | cont.                               | MONTANA EARNED RATE OF RETURN - GAS |                     |               |
|---------|-------------------------------------|-------------------------------------|---------------------|---------------|
|         | Description                         | This Year                           | Last Year           | % Change      |
| 1       |                                     |                                     |                     |               |
| 2       | <b>Detail - Other Additions</b>     |                                     |                     |               |
| 3       | FAS 109 Regulatory Asset <u>2/</u>  | \$17,488,417                        | \$9,911,105         | 76.45%        |
| 4       | Gas Stored Underground              | 32,096,313                          | 32,096,313          | 0.00%         |
| 5       | Cost of Refinancing Debt            | 3,211,543                           | 2,539,201           | 26.48%        |
| 6       | SAP Development Costs               | -                                   | 102,423             | -100.00%      |
| 7       |                                     |                                     |                     |               |
| 8       | <b>Total Other Additions</b>        | <b>\$52,796,273</b>                 | <b>\$44,649,042</b> | <b>18.25%</b> |
| 9       |                                     |                                     |                     |               |
| 10      | <b>Detail - Other Deductions</b>    |                                     |                     |               |
| 11      | Personal Injury and Property Damage | \$1,288,389                         | \$1,921,921         | -32.96%       |
| 12      | Storage Gas Sales 2000 & 2001       | 11,881,881                          | 12,302,397          | -3.42%        |
| 13      | Gross Cash Requirements             | 10,400,801                          | 9,607,258           | 8.26%         |
| 14      | Bond Refinancing CTC - GP           | 4,091,343                           | 4,298,064           | -4.81%        |
| 15      | Bond Refinancing CTC - RA           | 13,030,827                          | 13,689,232          | -4.81%        |
| 16      | MPSC/MCC Taxes                      | -                                   | -                   | -             |
| 17      |                                     |                                     |                     |               |
| 18      | <b>Total Other Deductions</b>       | <b>\$40,693,241</b>                 | <b>\$41,818,872</b> | <b>-2.69%</b> |
| 19      |                                     |                                     |                     |               |
| 20      |                                     |                                     |                     |               |
| 21      |                                     |                                     |                     |               |
| 22      |                                     |                                     |                     |               |
| 23      |                                     |                                     |                     |               |
| 24      |                                     |                                     |                     |               |
| 25      |                                     |                                     |                     |               |
| 26      |                                     |                                     |                     |               |
| 27      |                                     |                                     |                     |               |
| 28      |                                     |                                     |                     |               |
| 29      |                                     |                                     |                     |               |
| 30      |                                     |                                     |                     |               |
| 31      |                                     |                                     |                     |               |
| 32      |                                     |                                     |                     |               |
| 33      |                                     |                                     |                     |               |
| 34      |                                     |                                     |                     |               |
| 35      |                                     |                                     |                     |               |
| 36      |                                     |                                     |                     |               |
| 37      |                                     |                                     |                     |               |
| 38      |                                     |                                     |                     |               |
| 39      |                                     |                                     |                     |               |
| 40      |                                     |                                     |                     |               |
| 41      |                                     |                                     |                     |               |
| 42      |                                     |                                     |                     |               |
| 43      |                                     |                                     |                     |               |
| 44      |                                     |                                     |                     |               |

Schedule 27A

| Sch. 28 | MONTANA COMPOSITE STATISTICS - NATURAL GAS (INCLUDES CMP)             |                       |
|---------|---|-----------------------|
|         | Description   | Amount                |
| 1       |   |                       |
| 2       | <b>Plant (Intrastate Only)</b>  |                       |
| 3       |   |                       |
| 4       | 101 Plant in Service (Includes Allocation from Common)                | \$ 590,246,756        |
| 5       | 105 Plant Held for Future Use   | 4,900                 |
| 6       | 107 Construction Work in Progress                                     | 6,698,193             |
| 7       | 117 Gas in Underground Storage  | 58,833,414            |
| 8       | 151-163 Materials & Supplies  | 2,569,323             |
| 9       | (Less):   |                       |
| 10      | 108, 111 Depreciation & Amortization Reserves                         | 240,576,958           |
| 11      | 252 Contributions in Aid of Construction                              | 8,817,396             |
| 12      | <b>NET BOOK COSTS</b>   | <b>\$ 408,958,232</b> |
| 13      |   |                       |
| 14      | <b>Revenues &amp; Expenses</b>  |                       |
| 15      |   |                       |
| 16      | 400 Operating Revenues  | \$ 222,369,147        |
| 17      |   |                       |
| 18      | <b>Total Operating Revenues</b>                                       | <b>\$ 222,369,147</b> |
| 19      |   |                       |
| 20      | 401-402 Other Operating Expenses (including regulatory amortizations) | \$ 165,972,191        |
| 21      | 403-407 Depreciation & Amortization Expenses                          | 15,315,321            |
| 22      | 408.1 Taxes Other than Income Taxes                                   | 23,325,573            |
| 23      | 409-411 Federal & State Income Taxes                                  | 1,173,151             |
| 24      |   |                       |
| 25      | <b>Total Operating Expenses</b>                                       | <b>\$ 205,786,236</b> |
| 26      | <b>Net Operating Income</b>   | <b>\$ 16,582,911</b>  |
| 27      |   |                       |
| 28      | 415-421.1 Other Income  | 1,654,792             |
| 29      | 421.2-426.5 Other Deductions  | 128,460               |
| 30      | <b>NET INCOME BEFORE INTEREST EXPENSE</b>                             | <b>\$18,109,243</b>   |
| 31      |   |                       |
| 32      | <b>Average Customers (Intrastate Only)</b>                            |                       |
| 33      | Residential   | 158,520               |
| 34      | Commercial  | 22,183                |
| 35      | Industrial  | 278                   |
| 36      | Other (including interdepartmental)                                   | 150                   |
| 37      | <b>TOTAL AVERAGE NUMBER OF CUSTOMERS</b>                              | <b>181,131</b>        |
| 38      |   |                       |
| 39      | <b>Other Statistics (Intrastate Only)</b>                             |                       |
| 40      | Average Annual Residential Use (Dkt)                                  | 83.1                  |
| 41      | Average Annual Residential Cost per (Dkt)                             | \$9.43                |
| 42      | Average Residential Monthly Bill                                      | \$65.25               |
| 43      |   |                       |
| 44      | Plant in Service (Gross) per Customer                                 | \$3,259               |

| Sch. 29 | Montana Customer Information- Natural Gas, 1/ |                           |             |            |                       |        |
|---------|---|---------------------------|-------------|------------|-----------------------|--------|
|         | City  | Population<br>Census 2010 | Residential | Commercial | Industrial<br>& Other | Total  |
| 1       | Absarokee                                     | 1,150                     | 463         | 78         | 2                     | 543    |
| 2       | Amsterdam                                     | 180                       | 55          | 9          | -                     | 64     |
| 3       | Anaconda                                      | 9,298                     | 3,340       | 319        | 5                     | 3,664  |
| 4       | Augusta                                       | 309                       | 193         | 44         | 1                     | 238    |
| 5       | Belfry  | 218                       | 4           | -          | -                     | 4      |
| 6       | Belgrade                                      | 7,389                     | 5,199       | 772        | 1                     | 5,972  |
| 7       | Big Mountain                                  | -                         | 199         | 34         | -                     | 233    |
| 8       | Big Sandy                                     | 598                       | 293         | 70         | -                     | 363    |
| 9       | Big Timber                                    | 1,641                     | 911         | 183        | 9                     | 1,103  |
| 10      | Bigfork                                       | 4,270                     | 1,337       | 208        | -                     | 1,545  |
| 11      | Billings                                      | 104,170                   | 18          | 3          | 2                     | 23     |
| 12      | Bonner  | 1,663                     | 62          | 7          | -                     | 69     |
| 13      | Boulder                                       | 1,183                     | 480         | 79         | 2                     | 561    |
| 14      | Bozeman                                       | 37,280                    | 19,749      | 3,165      | 9                     | 22,923 |
| 15      | Browning                                      | 2,801                     | 1,025       | 159        | 3                     | 1,187  |
| 16      | Buffalo                                       | -                         | 5           | -          | -                     | 5      |
| 17      | Butte   | 33,525                    | 12,584      | 1,399      | 36                    | 14,019 |
| 18      | Cardwell                                      | 50                        | 17          | 4          | -                     | 21     |
| 19      | Carter  | 58                        | 29          | 8          | -                     | 37     |
| 20      | Chester                                       | 847                       | 368         | 124        | 3                     | 495    |
| 21      | Chinook                                       | 1,203                     | 703         | 128        | 6                     | 837    |
| 22      | Choteau                                       | 1,684                     | 856         | 174        | 3                     | 1,033  |
| 23      | Churchill                                     | 902                       | 453         | 51         | -                     | 504    |
| 24      | Ciancy  | 1,661                     | 683         | 33         | -                     | 716    |
| 25      | Clinton                                       | 1,052                     | 364         | 19         | 1                     | 384    |
| 26      | Columbia Falls                                | 4,688                     | 3,317       | 366        | 3                     | 3,686  |
| 27      | Columbus                                      | 1,893                     | 1,049       | 168        | 6                     | 1,223  |
| 28      | Conrad  | 2,570                     | 1,121       | 202        | 15                    | 1,338  |
| 29      | Coram   | 539                       | 110         | 23         | -                     | 133    |
| 30      | Corbin  | -                         | 1           | -          | -                     | 1      |
| 31      | Corvallis                                     | 976                       | 1,144       | 87         | -                     | 1,231  |
| 32      | Cut Bank                                      | 2,869                     | 43          | 10         | 1                     | 54     |
| 33      | Deer Lodge                                    | 3,111                     | 1,605       | 205        | 6                     | 1,816  |
| 34      | Dillon  | 4,134                     | 2,043       | 325        | 5                     | 2,373  |
| 35      | Drummond                                      | 309                       | 208         | 51         | 2                     | 261    |
| 36      | East Glacier Park                             | 363                       | 130         | 44         | 1                     | 175    |
| 37      | East Helena                                   | 1,984                     | 1,961       | 119        | 3                     | 2,083  |
| 38      | Elliston                                      | 219                       | 96          | 13         | -                     | 109    |
| 39      | Essex   | -                         | 76          | 17         | 1                     | 94     |
| 40      | Fairfield                                     | 708                       | 400         | 85         | 4                     | 489    |
| 41      | Florence                                      | 765                       | 1,194       | 71         | 1                     | 1,266  |
| 42      | Floweree                                      | -                         | 41          | 7          | -                     | 48     |
| 43      | Fort Belknap                                  | 1,293                     | 353         | 56         | -                     | 409    |
| 44      | Fort Benton                                   | 1,464                     | 638         | 154        | -                     | 792    |
| 45      | Fort Harrison                                 | -                         | -           | 7          | 59                    | 66     |
| 46      | Fort Shaw                                     | 280                       | 107         | 12         | -                     | 119    |
| 47      | Galata  | -                         | 3           | -          | -                     | 3      |
| 48      | Gallatin Gateway                              | 856                       | 164         | 39         | -                     | 203    |
| 49      | Garneill                                      | -                         | 7           | 1          | -                     | 8      |
| 50      | Garrison                                      | 96                        | 21          | 5          | -                     | 26     |
| 51      | Gildford                                      | 179                       | 78          | 25         | -                     | 103    |
| 52      | Grantsdale                                    | -                         | 22          | 2          | -                     | 24     |
| 53      | Great Falls                                   | 58,505                    | 964         | 49         | 4                     | 1,017  |



| Sch. 29 | Montana Customer Information- Natural Gas, 1/ |                           |             |            |                       |        |
|---------|---|---------------------------|-------------|------------|-----------------------|--------|
|         | City  | Population<br>Census 2010 | Residential | Commercial | Industrial<br>& Other | Total  |
| 1       | Greycliff                                     | 112                       | 45          | 6          | -                     | 51     |
| 2       | Hall  | -                         | 60          | 12         | -                     | 72     |
| 3       | Hamilton                                      | 4,348                     | 3,918       | 696        | 8                     | 4,622  |
| 4       | Harlem  | 808                       | 309         | 64         | 2                     | 375    |
| 5       | Harlowton                                     | 997                       | 530         | 95         | 2                     | 627    |
| 6       | Havre   | 10,026                    | 4,512       | 648        | 9                     | 5,169  |
| 7       | Helena  | 53,457                    | 17,666      | 2,371      | 27                    | 20,064 |
| 8       | Hingham                                       | 118                       | 84          | 31         | -                     | 115    |
| 9       | Hungry Horse                                  | 826                       | 228         | 36         | -                     | 264    |
| 10      | Inverness                                     | 55                        | 35          | 13         | -                     | 48     |
| 11      | Jefferson City                                | 472                       | 155         | 13         | 2                     | 170    |
| 12      | Joplin  | 157                       | 92          | 25         | -                     | 117    |
| 13      | Judith Gap                                    | 126                       | 67          | 16         | -                     | 83     |
| 14      | Kalispell                                     | 19,927                    | 11,701      | 2,002      | 17                    | 13,720 |
| 15      | Kremlin                                       | 98                        | 47          | 15         | -                     | 62     |
| 16      | Laurel  | 6,718                     | 12          | 1          | -                     | 13     |
| 17      | Ledger  | -                         | 6           | -          | -                     | 6      |
| 18      | Lewistown                                     | 5,901                     | 2,939       | 488        | 11                    | 3,438  |
| 19      | Livingston                                    | 7,044                     | 3,988       | 569        | 16                    | 4,573  |
| 20      | Logan   | 99                        | 41          | 6          | -                     | 47     |
| 21      | Lohman  | -                         | 3           | 1          | -                     | 4      |
| 22      | Lolo  | 3,892                     | 1,587       | 96         | -                     | 1,683  |
| 23      | Loma  | 85                        | 41          | 19         | -                     | 60     |
| 24      | Manhattan                                     | 1,520                     | 731         | 101        | 1                     | 833    |
| 25      | Martin City                                   | 500                       | 116         | 16         | -                     | 132    |
| 26      | Marysville                                    | 80                        | 1           | -          | -                     | 1      |
| 27      | Maxville                                      | 130                       | 1           | -          | -                     | 1      |
| 28      | Milltown                                      | -                         | 73          | 8          | -                     | 81     |
| 29      | Missoula                                      | 66,788                    | 29,697      | 3,765      | 48                    | 33,510 |
| 30      | Montana City                                  | 2,715                     | 735         | 65         | -                     | 800    |
| 31      | Moore   | 193                       | 3           | -          | -                     | 3      |
| 32      | Philipsburg                                   | 820                       | 412         | 82         | -                     | 494    |
| 33      | Ramsay  | -                         | 39          | 7          | -                     | 46     |
| 34      | Red Lodge                                     | 2,125                     | 1,822       | 277        | 7                     | 2,106  |
| 35      | Reedpoint                                     | 193                       | 109         | 17         | 1                     | 127    |
| 36      | Roberts                                       | 361                       | 158         | 20         | -                     | 178    |
| 37      | Rocker  | -                         | 40          | 8          | -                     | 48     |
| 38      | Rudyard                                       | 258                       | 133         | 27         | -                     | 160    |
| 39      | Ryegate                                       | 245                       | 3           | 1          | -                     | 4      |
| 40      | Shawmut                                       | 42                        | 24          | 4          | -                     | 28     |
| 41      | Shelby  | 3,376                     | 9           | 3          | -                     | 12     |
| 42      | Sheridan                                      | 642                       | 414         | 69         | -                     | 483    |
| 43      | Silver Star                                   | -                         | 19          | 4          | -                     | 23     |
| 44      | Silverbow                                     | -                         | 4           | -          | 2                     | 6      |
| 45      | Simms   | 354                       | 155         | 16         | -                     | 171    |
| 46      | Somers  | 1,109                     | 378         | 19         | -                     | 397    |
| 47      | Springdale                                    | 42                        | 1           | -          | -                     | 1      |
| 48      | Stevensville                                  | 1,809                     | 1,585       | 244        | 5                     | 1,834  |
| 49      | Sun River                                     | 124                       | 108         | 15         | -                     | 123    |
| 50      | Three Forks                                   | 1,869                     | 820         | 128        | 1                     | 949    |
| 51      | Turah   | 306                       | 118         | 3          | -                     | 121    |
| 52      | Twin Bridges                                  | 375                       | 210         | 55         | -                     | 265    |

| Sch. 29 | Montana Customer Information- Natural Gas, 1/ |                           |             |            |                       |         |
|---------|---|---------------------------|-------------|------------|-----------------------|---------|
|         | City  | Population<br>Census 2010 | Residential | Commercial | Industrial<br>& Other | Total   |
| 1       | Valier  | 509                       | 311         | 64         | 4                     | 379     |
| 2       | Vaughn  | 658                       | 335         | 23         | 1                     | 359     |
| 3       | Victor  | 745                       | 474         | 75         | 1                     | 550     |
| 4       | Walkerville                                   | 675                       | 238         | 12         | -                     | 250     |
| 5       | Warm Springs                                  | -                         | -           | 1          | -                     | 1       |
| 6       | West Glacier                                  | 227                       | 103         | 41         | 3                     | 147     |
| 7       | Whitefish                                     | 6,357                     | 3,958       | 480        | 4                     | 4,442   |
| 8       | Whitehall                                     | 1,038                     | 683         | 110        | 2                     | 795     |
| 9       | Whitlash                                      | -                         | 2           | 3          | -                     | 5       |
| 10      | Williamsburg                                  | -                         | 1           | -          | -                     | 1       |
| 11      | Willow Creek                                  | 210                       | 94          | 12         | -                     | 106     |
| 12      | Wolf Creek                                    | -                         | 51          | 28         | -                     | 79      |
| 13      |   |                           |             |            |                       |         |
| 14      |   |                           |             |            |                       |         |
| 15      |   |                           |             |            |                       |         |
| 16      |   |                           |             |            |                       |         |
| 17      |   |                           |             |            |                       |         |
| 18      |   |                           |             |            |                       |         |
| 19      |   |                           |             |            |                       |         |
| 20      |   |                           |             |            |                       |         |
| 21      |   |                           |             |            |                       |         |
| 22      |   |                           |             |            |                       |         |
| 23      |   |                           |             |            |                       |         |
| 24      |   |                           |             |            |                       |         |
| 25      |   |                           |             |            |                       |         |
| 26      |   |                           |             |            |                       |         |
| 27      |   |                           |             |            |                       |         |
| 28      |   |                           |             |            |                       |         |
| 29      |   |                           |             |            |                       |         |
| 30      |   |                           |             |            |                       |         |
| 31      |   |                           |             |            |                       |         |
| 32      |   |                           |             |            |                       |         |
| 33      |   |                           |             |            |                       |         |
| 34      |   |                           |             |            |                       |         |
| 35      |   |                           |             |            |                       |         |
| 36      |   |                           |             |            |                       |         |
| 37      |   |                           |             |            |                       |         |
| 38      |   |                           |             |            |                       |         |
| 39      |   |                           |             |            |                       |         |
| 40      |   |                           |             |            |                       |         |
| 41      |   |                           |             |            |                       |         |
| 42      |   |                           |             |            |                       |         |
| 43      |   |                           |             |            |                       |         |
| 44      |   |                           |             |            |                       |         |
| 45      |   |                           |             |            |                       |         |
| 46      |   |                           |             |            |                       |         |
| 47      |   |                           |             |            |                       |         |
| 48      | Total   | 512,594                   | 158,520     | 22,239     | 368                   | 181,127 |

1/ Customer populations represent an average of the 12 month period from 01/01/11 through 12/31/11.

| Sch. 30   | MONTANA EMPLOYEE COUNTS 1/ |                |          |         |
|---|----------------------------|----------------|----------|---------|
|   | Department                 | Year Beginning | Year End | Average |
| 1   | Utility Operations         |                |          |         |
| 2   |                            |                |          |         |
| 3   |                            | 2              | 2        | 2       |
| 4   |                            | 104            | 109      | 107     |
| 5   |                            | 118            | 123      | 121     |
| 6   |                            | 27             | 27       | 27      |
| 7   |                            | 555            | 549      | 552     |
| 8   |                            | 182            | 201      | 192     |
| 9   |                            | 20             | 32       | 26      |
| 10  |                            | 12             | 12       | 12      |
| 11  |                            |                |          |         |
| 12  |                            |                |          |         |
| 13  |                            |                |          |         |
| 14  |                            |                |          |         |
| 15  |                            |                |          |         |
| 16  |                            |                |          |         |
| 17  |                            |                |          |         |
| 18  | TOTAL EMPLOYEES            | 1,020          | 1,055    | 1,038   |
| 1/ Consistent with prior years, part time employees have been converted to full-time equivalents. |                            |                |          |         |

| Sch. 31 | MONTANA CONSTRUCTION BUDGET 2012 (ASSIGNED & ALLOCATED)      |                      |                      |
|---------|--|----------------------|----------------------|
|         | Project Description  | Total Company        | Total Montana        |
| 1       |  |                      |                      |
| 2       | <b>Electric Operations</b>                                   |                      |                      |
| 3       | MT Elec Distribution - Elec Distribution Infrastructure Plan | \$12,200,000         | \$12,200,000         |
| 4       | MT Elec Distribution - Livingston-Big Timber Substation      | 1,082,086            | 1,082,086            |
| 5       | MT Elec Distribution - Bozeman-Westside Substation           | 1,133,614            | 1,133,614            |
| 6       | MT Elec Trans - South Butte Auto Transformer Sub             | 4,428,003            | 4,428,003            |
| 7       | MT Elec Trans - Jack Rabbit-Big Sky 161KV line               | 7,795,256            | 7,795,256            |
| 8       | SD Elec Trans - Reconductor Line 30 Siebrecht to Redfield    | 5,160,939            |                      |
| 9       |  |                      |                      |
| 10      | All Other Projects < \$1 Million Each MT                     | 46,857,793           | 46,857,793           |
| 11      | All Other Projects < \$1 Million Each SD                     | 20,112,179           |                      |
| 12      | <b>Total Electric Utility Construction Budget</b>            | <b>\$98,769,870</b>  | <b>\$73,496,752</b>  |
| 13      |  |                      |                      |
| 14      | <b>Natural Gas Operations</b>                                |                      |                      |
| 15      | MT Gas Retail - Gas Distribution Infrastructure Plan         | 6,000,000            | 6,000,000            |
| 16      | MT Gas Trans - Pipeline Integrity Mgmt - Bozeman HCA's       | 3,044,607            | 3,044,607            |
| 17      | MT Gas Trans - Pipeline Integrity Mgmt - Other HCA projects  | 2,976,705            | 2,976,705            |
| 18      |  |                      |                      |
| 19      | All Other Projects < \$1 Million Each MT                     | 14,374,931           | 14,374,931           |
| 20      | All Other Projects < \$1 Million Each SD NE                  | 4,088,655            |                      |
| 21      | <b>Total Natural Gas Utility Construction Budget</b>         | <b>30,484,898</b>    | <b>26,396,243</b>    |
| 22      |  |                      |                      |
| 23      | <b>Common</b>  |                      |                      |
| 24      | Fleet and Equipment Purchases                                | 6,000,000            | 4,703,000            |
| 25      | BT CIS Upgrade and Consolidation                             | 4,134,929            | 3,307,962            |
| 26      | Communications - MT Mobile Radio replacement                 | 2,644,139            | 2,644,139            |
| 27      | SD Aberdeen Facility   | 1,462,500            |                      |
| 28      | IT AM-FM GIS system  | 1,166,784            | 1,166,784            |
| 29      | Communications - SD Mobile Radio replacement                 | 1,394,071            |                      |
| 30      |  |                      |                      |
| 31      | All Other Projects < \$1 Million Each MT                     | 2,990,629            | 2,990,629            |
| 32      | (Includes IT, Communications, Facilities, Cust Serv)         |                      |                      |
| 33      | All Other Projects < \$1 Million Each SD NE                  | 1,029,940            |                      |
| 34      |  |                      |                      |
| 35      | <b>Total Common Utility Construction Budget</b>              | <b>20,822,992</b>    | <b>14,812,514</b>    |
| 36      |  |                      |                      |
| 37      | MT CU4 capital additions - PPL invoice                       | 4,965,000            | 4,965,000            |
| 38      |  |                      |                      |
| 39      | SD Big Stone, Neal 4, Coyote partner capital                 | 4,438,506            |                      |
| 40      | SD Internal Generation - RICE NESHAP Compliance              | 1,127,006            |                      |
| 41      |  |                      |                      |
| 42      | All Other Projects < \$1 Million Each MT                     | 250,000              | 250,000              |
| 43      | All Other Projects < \$1 Million Each SD                     | 641,728              |                      |
| 44      | <b>Total Colstrip Unit 4 and MT/SD Generation</b>            | <b>11,422,240</b>    | <b>5,215,000</b>     |
| 45      | <b>TOTAL CONSTRUCTION BUDGET</b>                             | <b>\$161,500,000</b> | <b>\$119,920,509</b> |

|         |   |                                     |                   |  |                   |                                  |                   |
|---------|---|-------------------------------------|-------------------|--|-------------------|----------------------------------|-------------------|
| Sch. 32 | <b>MONTANA TRANSMISSION, DISTRIBUTION and STORAGE SYSTEMS -NATURAL GAS</b>                                  |                                     |                   |  |                   |                                  |                   |
|         | <b>Transmission System-Sales and Transportation</b>   |                                     |                   |  |                   |                                  |                   |
|         |   | <b>Peak Day of Month</b>            |                   | <b>Peak Day Volume (MMBTU's)</b>       |                   | <b>Monthly Volumes (MMBTU's)</b> |                   |
|         | <b>Month</b>  | <b>Total Company</b>                | <b>Montana</b>    | <b>Total Company</b>                   | <b>Montana</b>    | <b>Total Company</b>             | <b>Montana</b>    |
| 1       | January   |                                     |                   |  |                   |                                  | 5,705,460         |
| 2       | February  |                                     |                   |  |                   |                                  | 5,403,876         |
| 3       | March   |                                     |                   |  |                   |                                  | 4,535,194         |
| 4       | April   |                                     |                   |  |                   |                                  | 3,652,262         |
| 5       | May   |                                     |                   |  |                   |                                  | 2,587,001         |
| 6       | June  |                                     |                   |  |                   |                                  | 2,020,507         |
| 7       | July  |                                     |                   |  |                   |                                  | 1,769,528         |
| 8       | August  |                                     |                   |  |                   |                                  | 1,867,739         |
| 9       | September   |                                     |                   |  |                   |                                  | 1,886,647         |
| 10      | October   |                                     |                   |  |                   |                                  | 2,845,332         |
| 11      | November  |                                     |                   |  |                   |                                  | 4,485,649         |
| 12      | December  |                                     |                   |  |                   |                                  | 5,152,749         |
| 13      | <b>TOTAL</b>  |                                     |                   |  |                   |                                  | <b>41,911,944</b> |
| 14      |   |                                     |                   |  |                   |                                  |                   |
| 15      |   |                                     |                   |  |                   |                                  |                   |
| 16      | <b>Distribution System-Sales and Transportation</b>   |                                     |                   |  |                   |                                  |                   |
| 17      |   | <b>Sales Volumes</b>                |                   | <b>Transportation Volumes</b>          |                   | <b>Monthly Volumes (MMBTU's)</b> |                   |
| 18      | <b>Month</b>  | <b>Total Company</b>                | <b>Montana</b>    | <b>Total Company</b>                   | <b>Montana</b>    | <b>Total Company</b>             | <b>Montana</b>    |
| 19      | January   |                                     | 3,397,762         |  | 11,328            |                                  | 3,409,090         |
| 20      | February  |                                     | 3,003,173         |  | 18,856            |                                  | 3,022,029         |
| 21      | March   |                                     | 3,003,043         |  | 19,721            |                                  | 3,022,764         |
| 22      | April   |                                     | 2,056,500         |  | 10,528            |                                  | 2,067,028         |
| 23      | May   |                                     | 1,495,885         |  | 6,290             |                                  | 1,502,175         |
| 24      | June  |                                     | 958,659           |  | 2,309             |                                  | 960,968           |
| 25      | July  |                                     | 557,524           |  | 420               |                                  | 557,944           |
| 26      | August  |                                     | 400,925           |  | 285               |                                  | 401,210           |
| 27      | September   |                                     | 434,049           |  | 52                |                                  | 434,101           |
| 28      | October   |                                     | 676,921           |  | 173               |                                  | 677,094           |
| 29      | November  |                                     | 1,661,758         |  | 6,102             |                                  | 1,667,860         |
| 30      | December  |                                     | 2,707,425         |  | 14,727            |                                  | 2,722,152         |
| 31      | <b>TOTAL</b>  |                                     | <b>20,353,624</b> |  | <b>90,791</b>     |                                  | <b>20,444,415</b> |
| 32      |   |                                     |                   |  |                   |                                  |                   |
| 33      |   |                                     |                   |  |                   |                                  |                   |
| 34      | <b>Storage System-Sales and Transportation</b>  |                                     |                   |  |                   |                                  |                   |
| 35      |   | <b>Peak Day &amp; Peak Day Vol.</b> |                   | <b>Total Monthly Volumes (MMBTU's)</b> |                   |                                  |                   |
| 36      |   | <b>Total Company</b>                | <b>Montana</b>    | <b>Total Montana</b>                   |                   | <b>Energy Supply</b>             |                   |
| 37      | <b>Month</b>  | <b>1/</b>                           | <b>1/</b>         | <b>Injection</b>                       | <b>Withdrawal</b> | <b>Injection</b>                 | <b>Withdrawal</b> |
| 38      | January   |                                     |                   | 6,175                                  | 3,612,910         |                                  | 1,919,112         |
| 39      | February  |                                     |                   | 8,096                                  | 3,414,120         |                                  | 1,905,701         |
| 40      | March   |                                     |                   | 39,160                                 | 1,889,308         |                                  | 1,366,002         |
| 41      | April   |                                     |                   | 676,818                                | 510,545           | 27,712                           |                   |
| 42      | May   |                                     |                   | 1,767,632                              | 40,928            | 1,489,958                        |                   |
| 43      | June  |                                     |                   | 2,239,851                              | 19,391            | 1,849,221                        |                   |
| 44      | July  |                                     |                   | 2,587,098                              | 42,145            | 2,187,352                        |                   |
| 45      | August  |                                     |                   | 2,821,172                              | 66,840            | 2,273,577                        |                   |
| 46      | September   |                                     |                   | 2,206,241                              | 39,915            | 1,517,445                        |                   |
| 47      | October   |                                     |                   | 1,052,734                              | 239,626           |                                  | 113,383           |
| 48      | November  |                                     |                   | 28,581                                 | 1,307,660         |                                  | 1,320,136         |
| 49      | December  |                                     |                   | 11,582                                 | 2,603,103         |                                  | 1,728,311         |
| 50      | <b>TOTAL</b>  |                                     |                   | <b>13,445,140</b>                      | <b>13,786,491</b> | <b>9,345,265</b>                 | <b>8,352,645</b>  |
| 51      |   |                                     |                   |  |                   |                                  |                   |
| 52      | 1/ Data is not accumulated on a daily basis, therefore the peak day and peak day volumes are not available. |                                     |                   |  |                   |                                  |                   |
| 53      |   |                                     |                   |  |                   |                                  |                   |
| 54      |   |                                     |                   |  |                   |                                  |                   |
| 55      |   |                                     |                   |  |                   |                                  |                   |

| Sch. 33 | SOURCES OF MONTANA CORE NATURAL GAS SUPPLY                     |                               |                               |                                     |                                     |
|---------|--|-------------------------------|-------------------------------|-------------------------------------|-------------------------------------|
|         | Supply Location  | Last Year<br>Volumes<br>MMBTU | This Year<br>Volumes<br>MMBTU | Last Year<br>Avg. Commodity<br>Cost | This Year<br>Avg. Commodity<br>Cost |
| 1       |  |                               |                               |                                     |                                     |
| 2       | Canadian Pipeline  | 4,810,215                     |                               | \$7.7440                            |                                     |
| 3       | Havre Pipeline   | 6,482,810                     |                               | 3.7670                              |                                     |
| 4       | Encana Pipeline  | 6,489,837                     |                               | 3.8350                              |                                     |
| 5       | Intra Montana Purchase   | 2,350,532                     |                               | 4.2130                              |                                     |
| 6       | <b>TOTAL CORE SUPPLY LAST YEAR</b>                             | 20,133,394                    |                               | \$4.9070                            |                                     |
| 7       |  |                               |                               |                                     |                                     |
| 8       | Canadian Pipeline  |                               | 7,117,552                     |                                     | \$6.6010                            |
| 9       | Havre Pipeline   |                               | 6,215,072                     |                                     | 3.6110                              |
| 10      | Encana Pipeline  |                               | 5,905,184                     |                                     | 3.6360                              |
| 11      | Intra Montana Purchase   |                               | 1,760,483                     |                                     | 3.6970                              |
| 12      | <b>TOTAL CORE SUPPLY THIS YEAR</b>                             |                               | 20,998,291                    |                                     | \$4.7136                            |
| 13      |  |                               |                               |                                     |                                     |
| 14      | Note: This schedule does not include company owned production. |                               |                               |                                     |                                     |
| 15      |  |                               |                               |                                     |                                     |
| 16      |  |                               |                               |                                     |                                     |

| Sch. 34 | MONTANA CONSERVATION & DEMAND SIDE MANAGEMENT PROGRAMS  |                           |                            |               |                              |                               |                 |
|---------|---|---------------------------|----------------------------|---------------|------------------------------|-------------------------------|-----------------|
|         | Program Description (These are Gas DSM Programs)  | Current Year Expenditures | Previous Year Expenditures | % Change      | Planned Savings (Mcf or Dkt) | Achieved Savings (Mcf or Dkt) | Difference      |
| 1       |   |                           |                            |               |                              |                               |                 |
| 2       | 2011 Residential Gas DSM Program  | \$ 2,597,885              | \$ 1,563,680               | 66.14%        | 71,222                       | 63,869                        | (7,352)         |
| 3       |   |                           |                            |               |                              |                               |                 |
| 4       | 2011 E+ Business Partners Program (Gas)   | \$ 207,376                | \$ 103,130                 | 101.08%       | 5,814                        | 5,214                         | (600)           |
| 5       |   |                           |                            |               |                              |                               |                 |
| 6       | 2011 E+ Natural Gas Residential New Construction Program  | \$ 30,517                 | \$ 29,070                  | 4.97%         | 507                          | 455                           | (52)            |
| 7       |   |                           |                            |               |                              |                               |                 |
| 8       | 2011 E+ Natural Gas Commercial Existing Program   | \$ 367,234                | \$ 246,158                 | 49.19%        | 21,708                       | 19,467                        | (2,241)         |
| 9       |   |                           |                            |               |                              |                               |                 |
| 10      | 2011 E+ Natural Gas Commercial New Construction Program   | \$ 27,248                 | \$ 57,799                  | -52.86%       | 1,552                        | 1,392                         | (160)           |
| 11      |   |                           |                            |               |                              |                               |                 |
| 12      | 2011 Northwest Energy Efficiency Alliance (NEEA)*   | \$ 1,649,724              | \$ 1,440,364               | 14.54%        | 19,829                       | 17,782                        | (2,047)         |
| 13      |   |                           |                            |               |                              |                               |                 |
| 14      |   |                           |                            |               |                              |                               |                 |
| 15      |   |                           |                            |               |                              |                               |                 |
| 16      |   |                           |                            |               |                              |                               |                 |
| 17      |   |                           |                            |               |                              |                               |                 |
| 18      |   |                           |                            |               |                              |                               |                 |
| 19      |   |                           |                            |               |                              |                               |                 |
| 20      |   |                           |                            |               |                              |                               |                 |
| 21      | A program participant is a Montana residential and/or commercial natural gas customer who installs eligible energy conservation measures and receives financial incentives/rebates. |                           |                            |               |                              |                               |                 |
| 22      |   |                           |                            |               |                              |                               |                 |
| 23      |   |                           |                            |               |                              |                               |                 |
| 24      |   |                           |                            |               |                              |                               |                 |
| 25      |   |                           |                            |               |                              |                               |                 |
| 26      | *Note: NEEA expenditures are the full 2011 NEEA costs, costs are not allocated by gas and electric savings amounts.   |                           |                            |               |                              |                               |                 |
| 27      |   |                           |                            |               |                              |                               |                 |
| 28      |   |                           |                            |               |                              |                               |                 |
| 29      |   |                           |                            |               |                              |                               |                 |
| 30      |   |                           |                            |               |                              |                               |                 |
| 31      |   |                           |                            |               |                              |                               |                 |
| 32      | <b>TOTAL</b>  | <b>\$ 4,879,984</b>       | <b>\$ 3,440,202</b>        | <b>41.85%</b> | <b>120,632</b>               | <b>108,179</b>                | <b>(12,453)</b> |

| Sch. 35 | MONTANA CONSUMPTION AND REVENUES - NATURAL GAS  |                       |                |                 |               |                   |               |
|---------|---|-----------------------|----------------|-----------------|---------------|-------------------|---------------|
|         | Description   | Operating Revenues 1/ |                | Dkt Sold 1/     |               | Average Customers |               |
|         |   | Current Year          | Previous Year  | Current Year    | Previous Year | Current Year      | Previous Year |
| 1       | Sales of Natural Gas  |                       |                |                 |               |                   |               |
| 2       |   |                       |                |                 |               |                   |               |
| 3       | Residential   | \$ 124,123,425        | \$ 116,083,244 | 13,169,364      | 12,637,043    | 158,520           | 157,738       |
| 4       | Commercial  | 63,396,389            | 58,397,898     | 6,786,788       | 6,399,515     | 22,183            | 22,026        |
| 5       | Industrial Firm   | 1,465,611             | 1,707,854      | 162,037         | 193,838       | 278               | 286           |
| 6       | Public Authorities  | 509,413               | 459,804        | 55,584          | 51,176        | 90                | 90            |
| 7       | Interdepartmental   | 535,898               | 414,501        | 60,137          | 47,263        | 56                | 56            |
| 8       | Sales to Other Utilities 2/   | 1,578,987             | 1,433,195      | 256,539         | 238,106       | 4                 | 3             |
| 9       | TOTAL SALES   | 191,609,723           | 178,496,496    | 20,490,449      | 19,566,941    | 181,131           | 180,199       |
| 10      |   |                       |                |                 |               |                   |               |
| 11      |   | Operating Revenues    |                | Dkt Transported |               | Average Customers |               |
| 12      |   | Current Year          | Previous Year  | Current Year    | Previous Year | Current Year      | Previous Year |
| 13      | Transportation of Gas   |                       |                |                 |               |                   |               |
| 14      |   |                       |                |                 |               |                   |               |
| 15      | On System Transportation  | \$ 21,083,808         | \$ 20,365,761  | 20,965,064      | 17,357,898    | 252               | 249           |
| 16      | Off System Transportation & Storage   | 405,978               | 448,875        | 73,956          | 951,026       | 4                 | 4             |
| 17      | Canadian Montana Pipeline   | 104,077               | 56,586         |                 |               |                   |               |
| 18      | TOTAL TRANSPORTATION  | 21,593,863            | 20,871,222     | 21,039,020      | 18,308,924    | 256               | 253           |
| 19      |   |                       |                |                 |               |                   |               |
| 20      |   |                       |                |                 |               |                   |               |
| 21      |   |                       |                |                 |               |                   |               |
| 22      |   |                       |                |                 |               |                   |               |
| 23      |   |                       |                |                 |               |                   |               |
| 24      |   |                       |                |                 |               |                   |               |
| 25      |   |                       |                |                 |               |                   |               |
| 26      |   |                       |                |                 |               |                   |               |
| 27      |   |                       |                |                 |               |                   |               |
| 28      |   |                       |                |                 |               |                   |               |
| 29      |   |                       |                |                 |               |                   |               |
| 30      | 1/ Revenue and Dkts include unbilled and Canadian Montana Pipeline.                                       |                       |                |                 |               |                   |               |
| 31      |   |                       |                |                 |               |                   |               |
| 32      | 2/ Includes Sales to Other Utilities only, as compared to Schedule 9 which includes all Sales for Resale. |                       |                |                 |               |                   |               |
| 33      |   |                       |                |                 |               |                   |               |
| 34      |   |                       |                |                 |               |                   |               |
| 35      |   |                       |                |                 |               |                   |               |
| 36      |   |                       |                |                 |               |                   |               |
| 37      |   |                       |                |                 |               |                   |               |
| 38      |   |                       |                |                 |               |                   |               |
| 39      |   |                       |                |                 |               |                   |               |
| 40      |   |                       |                |                 |               |                   |               |
| 41      |   |                       |                |                 |               |                   |               |



| Sch. 36a | Natural Gas Universal System Benefits Programs   |                                  |   |                                 |                        |                                |
|----------|--|----------------------------------|---|---------------------------------|------------------------|--------------------------------|
|          | Program Description  | Actual Current Year Expenditures | Contracted or Committed Current Year Expenditures | Total Current Year Expenditures | Expected savings (Dkt) | Most recent program evaluation |
| 1        | Local Conservation   |                                  |   |                                 |                        |                                |
| 2        | E+ Residential Audit   | 825,436                          | -   | 825,436                         | 40,400                 | 2007                           |
| 3        | NWE Promotion  | 44,469                           | -   | 44,469                          |                        |                                |
| 4        | NWE Labor  | 20,646                           | -   | 20,646                          |                        |                                |
| 5        | NWE Admin. Non-labor   | 4,332                            | -   | 4,332                           |                        |                                |
| 6        | USB Interest & Svc Chg   | (367)                            | -   | (367)                           |                        |                                |
| 7        | Low Income   |                                  |   |                                 |                        |                                |
| 8        | Bill Assistance  | 1,635,314                        | -   | 1,635,314                       |                        |                                |
| 9        | Free Weatherization  | 1,366,399                        | -   | 1,366,399                       | 39,171                 | 2007                           |
| 10       | Energy Share   | 336,000                          | -   | 336,000                         |                        |                                |
| 11       | NWE Promotion  | 1,380                            | -   | 1,380                           |                        |                                |
| 12       | NWE Labor  | 35,974                           | -   | 35,974                          |                        |                                |
| 13       | NWE Admin. Non-labor   | 630                              | -   | 630                             |                        |                                |
| 14       | USB Interest & Svc Chg   | (1,318)                          | -   | (1,318)                         |                        |                                |
| 15       | Total  | \$ 4,268,896                     | \$ -  | \$ 4,268,896                    | 79,570                 |                                |
| 16       | Number of customers that received low income rate discounts  |                                  |   |                                 | 9,776                  |                                |
| 17       | Average monthly bill discount amount (\$/mo)   |                                  |   |                                 | \$ 27.88 (a)           |                                |
| 18       | Average LIEAP-eligible household income  |                                  |   |                                 | n/a                    |                                |
| 19       | Number of customers that received weatherization assistance  |                                  |   |                                 | 663 (b)                |                                |
| 20       | Expected average annual bill savings from weatherization   |                                  |   |                                 | 59 Dkt                 |                                |
| 21       | Number of residential audits performed   |                                  |   |                                 | 3,049 (b)              |                                |
| 22       | (a) Average monthly bill discount is for the six (6) month time period that the natural gas rate discount is in effect.  |                                  |   |                                 |                        |                                |
| 26       | (b) Total savings and number of customers is reported for the combination of 2011 electric and natural gas USB funds expended in 2011.   |                                  |   |                                 |                        |                                |
| 24       | Note: Order 6679e, allows NWE to track on an annual basis its Natural Gas USB expenditures and revenues and adjust the Natural Gas USB Charge for any over or under collections. |                                  |   |                                 |                        |                                |

| Sch. 36b | Montana Conservation & Demand Side Management Programs |  |  |                                       |                           |   |
|----------|--|--|--|---------------------------------------|---------------------------|---|
|          | Program Description (These are Gas USB Programs)       | Actual Current<br>Year<br>Expenditures | Contracted or<br>Committed<br>Current Year<br>Expenditures | Total Current<br>Year<br>Expenditures | Expected<br>savings (dKt) | Most<br>recent<br>program<br>evaluation |
| 1        | Local Conservation                                     |  |  |                                       |                           |   |
| 2        | E+ Energy Audit for the Home (Natural Gas)             | \$ 825,436                             | \$ -   | \$ 825,436                            | 40,400                    | 2007                                    |
| 3        |  |  |  |                                       |                           |   |
| 4        |  |  |  |                                       |                           |   |
| 5        |  |  |  |                                       |                           |   |
| 6        |  |  |  |                                       |                           |   |
| 7        |  |  |  |                                       |                           |   |
| 8        | Demand Response  |  |  |                                       |                           |   |
| 9        |  |  |  |                                       |                           |   |
| 10       |  |  |  |                                       |                           |   |
| 11       |  |  |  |                                       |                           |   |
| 12       |  |  |  |                                       |                           |   |
| 13       |  |  |  |                                       |                           |   |
| 14       |  |  |  |                                       |                           |   |
| 15       | Market Transformation                                  |  |  |                                       |                           |   |
| 16       | Building Operator Certification                        | \$ -                                   | \$ -   | \$ -                                  | 481                       | 2007                                    |
| 17       |  |  |  |                                       |                           |   |
| 18       |  |  |  |                                       |                           |   |
| 19       |  |  |  |                                       |                           |   |
| 20       |  |  |  |                                       |                           |   |
| 21       |  |  |  |                                       |                           |   |
| 22       | Research & Development                                 |  |  |                                       |                           |   |
| 23       |  |  |  |                                       |                           |   |
| 24       |  |  |  |                                       |                           |   |
| 25       |  |  |  |                                       |                           |   |
| 26       |  |  |  |                                       |                           |   |
| 27       |  |  |  |                                       |                           |   |
| 28       |  |  |  |                                       |                           |   |
| 29       | Low Income   |  |  |                                       |                           |   |
| 30       | Free Weatherization (Natural Gas)                      | \$ 1,366,399                           | \$ -   | \$ 1,366,399                          | 39,171                    | 2007                                    |
| 31       |  |  |  |                                       |                           |   |
| 32       |  |  |  |                                       |                           |   |
| 33       |  |  |  |                                       |                           |   |
| 34       |  |  |  |                                       |                           |   |
| 35       | Other  |  |  |                                       |                           |   |
| 36       | DEQ Appliance Rebate Program                           | \$ -                                   | \$ -   | \$ -                                  | 91                        | NA                                      |
| 37       |  |  |  |                                       |                           |   |
| 38       |  |  |  |                                       |                           |   |
| 39       |  |  |  |                                       |                           |   |
| 40       |  |  |  |                                       |                           |   |
| 41       |  |  |  |                                       |                           |   |
| 46       |  |  |  |                                       |                           |   |
| 47       |  |  |  |                                       |                           |   |
| 48       | Total  | \$ 2,191,835                           | \$ -   | \$ 2,191,835                          | 80,143                    |   |