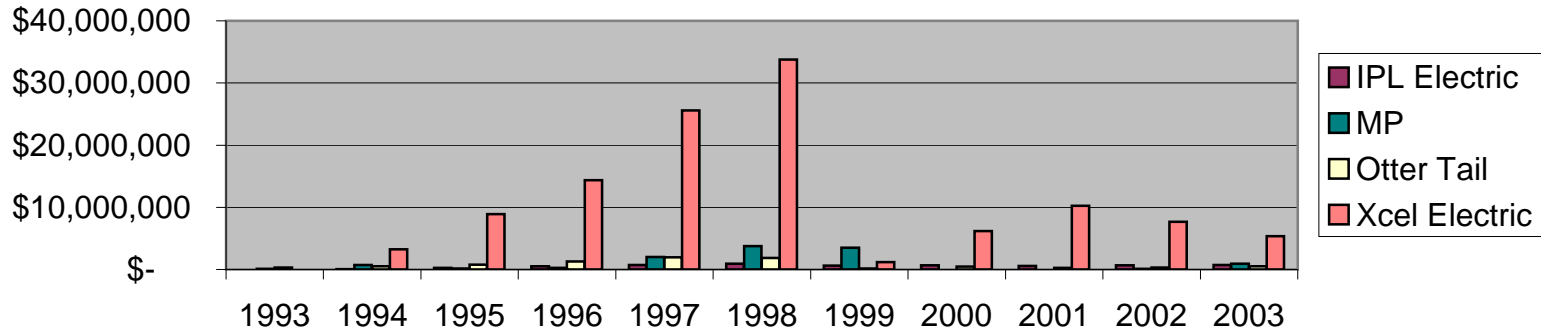


Historical Electric Utility DSM Financial Incentives

	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
IPL Electric	\$ -	\$ 28,257	\$ 242,515	\$ 524,172	\$ 697,171	\$ 950,417	\$ 615,726	\$ 685,000	\$ 586,501	\$ 685,800
MP	\$ 79,996	\$ 698,375	\$ 173,079	\$ 279,252	\$ 2,015,178	\$ 3,754,560	\$ 3,498,855	\$ -	\$ -	\$ 92,178
Otter Tail	\$ 323,542	\$ 536,949	\$ 765,578	\$ 1,265,624	\$ 1,931,121	\$ 1,829,093	\$ 131,425	\$ 477,424	\$ 276,690	\$ 300,393
Xcel Electric	\$ -	\$ 3,227,033	\$ 8,884,077	\$ 14,347,052	\$ 25,569,346	\$ 33,766,774	\$ 1,206,496	\$ 6,197,178	\$ 10,224,408	\$ 7,695,186

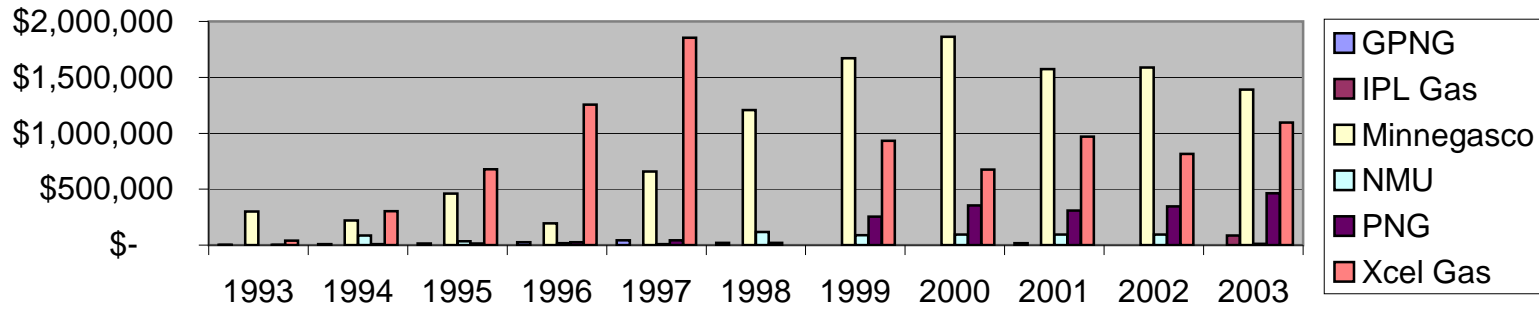
Historical Electric Utility DSM Financial Incentives



Historical Natural Gas Utility DSM Financial Incentives

	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
GPNG	\$ 2,799	\$ 8,647	\$ 15,090	\$ 26,838	\$ 44,124	\$ 19,259	\$ -	\$ -	\$ 16,644	\$ 1,043
IPL Gas	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Minnegasco	\$ 299,966	\$ 221,701	\$ 461,463	\$ 193,247	\$ 658,654	\$ 1,207,016	\$ 1,671,650	\$ 1,863,466	\$ 1,575,075	\$ 1,587,345
NMU	\$ -	\$ 85,785	\$ 35,514	\$ 18,130	\$ 9,198	\$ 117,579	\$ 88,737	\$ 94,530	\$ 94,907	\$ 95,642
PNG	\$ 2,799	\$ 8,647	\$ 15,090	\$ 26,838	\$ 44,124	\$ 19,259	\$ 254,890	\$ 355,167	\$ 308,996	\$ 345,268
Xcel Gas	\$ 39,085	\$ 302,430	\$ 678,166	\$ 1,257,360	\$ 1,854,708	\$ -	\$ 931,630	\$ 675,346	\$ 970,832	\$ 814,685
TOTAL	\$ 39,085	\$ 3,529,463	\$ 9,562,243	\$ 15,604,412	\$ 27,424,054	\$ 33,766,774	\$ 2,138,126	\$ 6,872,524	\$ 11,195,240	\$ 8,509,871

Historical Natural Gas Utility DSM Financial Incentives



2003

\$ 734,740
\$ 928,294
\$ 495,330
\$ 5,363,729

2003

\$ 84,972

\$ 1,390,856

\$ 10,323

\$ 463,623

\$ 1,096,682

\$ 6,460,411