



0000010243

NEW APPLICATION

RECEIVED

BEFORE THE ARIZONA CORPORATION COMMISSION

2000 APR 28 P 4: 32

1
2 CARL J. KUNASEK
Chairman
3 JAMES M. IRVIN
Commissioner
4 WILLIAM MUNDELL
Commissioner
5

AZ CORP COMMISSION
DOCUMENT CONTROL

6
7 IN THE MATTER OF THE APPLICATION
8 OF NORTHERN STATES POWER COMPANY,
9 A MINNESOTA CORPORATION, AND
10 BLACK MOUNTAIN GAS, A SUBSIDIARY
11 OF NORTHERN STATES POWER COMPANY,
12 A MINNESOTA CORPORATION, TO
DETERMINE EARNINGS FOR RATEMAKING
PURPOSES, TO FIX A JUST AND
REASONABLE RATE OF RETURN THEREON
AND TO APPROVE RATE SCHEDULES
DESIGNED TO DEVELOP SUCH RETURN
FOR THE CAVE CREEK DIVISION.

Docket No.
APPLICATION **G-03703A-00-0283**

DOCKET NO. G-03703A-00-0283

13
14 Northern States Power Company ("NSP") and Black Mountain Gas
15 Company ("BMG") hereby apply to the Arizona Corporation
16 Commission ("Commission") to determine BMG's earnings for
17 ratemaking purposes, to fix a just and reasonable rate of return
18 thereon, and to approve rate schedules designed to develop such
19 return for BMG's Cave Creek Operations:

20 1. Applicants

21 1.1 NSP is a Minnesota corporation and a public
22 utility that has traditionally provided electric service at
23 retail and wholesale in the states of Minnesota, North Dakota and
24 South Dakota; and natural gas service at retail in the states of
25
26

1 Minnesota and North Dakota.¹ At year-end 1999, NSP had combined
2 assets of \$9.8 billion, with annual revenues of \$3.4 billion.

3 1.2 In July 1998, NSP merged with Black Mountain Gas
4 Company of Arizona ("Old BMG") through a stock-for-stock
5 transaction approved in Decision No. 61009, dated July 16, 1998.
6 NSP thus became a public utility providing natural gas and
7 propane service subject to the jurisdiction of the Commission,
8 doing business as ("d/b/a") Black Mountain Gas Company. In 1998,
9 the total natural gas revenues and net utility assets of NSP
10 d/b/a BMG in Arizona were approximately \$6.7 million and \$10.8
11 million, respectively.

12 1.3 In January 1999, NSP filed an application to
13 transfer or "spin down" its natural gas and propane operations in
14 Arizona to a new wholly-owned subsidiary of NSP, i.e., BMG. Upon
15 effectuation of the spin down, BMG would be a wholly owned
16 subsidiary of NSP, with its own capital structure, rates and
17 tariffs; and NSP would be the holding company parent of BMG. The
18 Commission approved the spin down to BMG in Decision No. 61914,
19 dated August 27, 1999 ("Spin Down Order").²

20 1.4 In September 1999, NSP and BMG filed a Notice of
21

22 ¹ Northern States Power Company (Wisconsin) ("NSPW), a wholly-
23 owned public utility subsidiary of NSP, provides electric service
24 at wholesale and retail, and natural gas service at retail, in
25 the states of Wisconsin and Michigan.

26 ² In April 1999, the Minnesota Public Utilities Commission
("MPUC") and North Dakota Public Service Commission approved the
NSP to BMG spin down transaction. However, the asset transfer is
pending final Securities and Exchange ("SEC") action in SEC File
No. 70-09337.

1 Restructure of Holding Company ("Merger Petition"), requesting
2 Commission approval of the proposed merger of NSP and New Century
3 Energies, Inc. ("NCE"), which would result in Xcel Energy Inc.
4 ("Xcel") replacing NSP as the holding company parent of BMG. See
5 Docket No. G-03703A-99-0535. The Merger Petition described in
6 detail how the subsidiary status of BMG, and the regulatory
7 authority of the Commission, would both protect BMG ratepayers in
8 Arizona and preserve the jurisdiction of the Commission. See
9 Merger Petition, Appendix 3, p. III-5 and Appendix 6, p. VI-4-1.
10 The Commission approved the proposed restructuring in Decision
11 No. 62341, dated March 6, 2000 ("Merger Order"). The Xcel merger
12 is pending final regulatory approvals, including the SEC. NSP
13 expects the merger with NCE to close in the second quarter of
14 2000.

15 1.5 BMG is a public service corporation subject to the
16 jurisdiction of the Arizona Corporation Commission ("Commission")
17 under Article XV of Arizona's Constitution and the applicable
18 provisions of Title 40 of Arizona Revised Statutes ("A.R.S.").

19 1.6 BMG's certified service areas in Arizona are
20 located in portions of the counties of Maricopa and Coconino.
21 BMG is headquartered in Cave Creek, Arizona.

22 1.7 BMG provides natural gas service to approximately
23 5,850 customers located in Cave Creek for residential,
24 commercial, and other miscellaneous uses (at the end of the test
25 year). These services are rendered pursuant to a certificate of
26 public convenience and necessity previously issued by the

1 Commission and in conformity with various municipal and county
2 franchises.

3 2. Principal Place of Business; Communications

4 2.1 NSP's principal place of business and mailing
5 address is 414 Nicollet Mall, Minneapolis, Minnesota, 55401, and
6 its telephone number at this address is (612) 330-2500.

7 2.2 The local address and telephone number for BMG is
8 6021 East Cave Creek Road, Cave Creek, Arizona 85331 and (602)
9 488-3402.

10 2.3 Communications regarding this Application should
11 be addressed to the attention of:

12 Black Mountain Gas Company
13 Attn: James H. Willson
14 General Manager and Chief Executive Officer
15 6021 East Cave Creek Road
16 Cave Creek, AZ 85331
17 (480) 488-3402

18 Timothy Berg, Esq.
19 Fennemore Craig
20 3003 N. Central Avenue
21 Suite 2600
22 Phoenix, AZ 85012
23 (602) 916-5000

24 Any discovery conducted in this matter should be addressed to the
25 foregoing individuals and Daniel L. Neidlinger, Neidlinger &
26 Associates, Ltd., 3020 North 17th Drive, Phoenix, Arizona, 85015,
(602) 258-2343.

23 3. Authority

24 3.1 This Application is made pursuant to Sections 3
25 and 14 of Article XV, Arizona's Constitution, and A.R.S. Sections
26 40-250 and 40-251 and other applicable provisions of Title 40 of

1 A.R.S. and A.A.C. R14-2-103.

2 4. Nature of Relief Sought by Applicants

3 4.1 Applicants request authority to adjust the rates
4 and charges for natural gas service in BMG's Cave Creek
5 Operations to a just and reasonable level in order to provide BMG
6 the opportunity to earn a fair and reasonable rate of return on
7 the properties devoted to its Cave Creek Operations. Applicants
8 are requesting an overall increase in annual revenues for the
9 Cave Creek Operations of approximately \$326,000 or 6.60% of test
10 year revenues.

11 5. Circumstances and Conditions Justifying Rate
12 Adjustments

13 5.1 This Application demonstrates that for the actual
14 12-month test year ended December 31, 1999, as adjusted, BMG's
15 original cost less depreciation ("OCLD") and reconstruction cost
16 new less depreciation ("RCND") are both \$11,100,500 for the Cave
17 Creek Operations. Applicants request permission to waive the
18 requirement to prepare a separate RCND rate base analysis and,
19 therefore, OCLD and RCND are equivalent in this case. Applying
20 BMG's cost of capital to rate base produced an operating income
21 requirement of \$1,066,620, or \$195,054 greater than adjusted test
22 year results. Using a gross revenue conversion factor of 1.6722,
23 the calculated increase in revenues required is \$326,178.

24 5.2 In the best interests of the customers in BMG's
25 certificated service areas in Arizona, Applicants request
26 authority to implement an increase in rates for BMG's Cave Creek

1 customers in a manner that: (1) ensures BMG's continued
2 financial security; (2) promotes continued capital expenditures
3 to maintain and improve its distribution system; and (3) enables
4 BMG to secure reliable and alternative sources of gas supplies
5 for use in its certificated service areas throughout Arizona.

6 6. Exhibits

7 BMG is a Class A utility pursuant to A.A.C. R14-2-103.
8 Accordingly, the schedules required by that rule accompany this
9 Application. Also appended are copies of the NSP 1999 Annual
10 Report to Shareholders. Additionally, accompanying this
11 Application is a prefiling of the direct testimony and exhibits
12 that Applicants submit in support of this Application.

13 WHEREFORE, NSP and BMG respectfully request that the
14 Commission issue an order pursuant to A.A.C. R14-3-101 to
15 establish notice, prefiling, discovery and hearing procedures in
16 this matter. NSP and BMG further request that upon conclusion of
17 the hearing, the Commission issue its decision determining the
18 fair value of BMG's Cave Creek properties, authorizing a just and
19 reasonable rate of return thereon, and establishing rates and
20 charges designed to realize the rate of return recommended by NSP
21 and BMG.

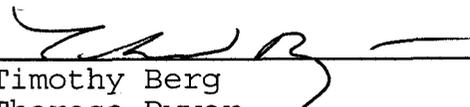
22 RESPECTFULLY SUBMITTED this 28th day of April, 2000.

23 FENNEMORE CRAIG, P.C.

24

25

26

By 
Timothy Berg
Theresa Dwyer

1
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

3003 North Central, Suite 2600
Phoenix, Arizona 85012
Attorneys for
Black Mountain Gas Company

ORIGINAL AND TEN COPIES of
the foregoing hand-delivered
for filing this 28th day of
April, 2000, to:

ARIZONA CORPORATION COMMISSION
DOCKET CONTROL
1200 West Washington Street
Phoenix, AZ 85007

COPIES of the foregoing hand delivered
this 28th day of April, 2000 to:

Lyn Farmer, Chief Counsel
Legal Division
ARIZONA CORPORATION COMMISSION
1200 West Washington
Phoenix, Arizona 85007

Deborah R. Scott, Director
Utilities Division
ARIZONA CORPORATION COMMISSION
1200 West Washington
Phoenix, Arizona 85007

Jerry Rudibaugh, Chief Hearing Officer
Hearing Division
ARIZONA CORPORATION COMMISSION
1200 West Washington
Phoenix, Arizona 85007

Michelle Harding

DIRECT
TESTIMONY
OF
DANIEL
L.
NEIDLINGER

**BLACK MOUNTAIN GAS DIVISION OF NORTHERN STATES POWER COMPANY
CAVE CREEK OPERATION
DOCKET NO. G-03493-**

Direct Testimony of Dan L. Neidlinger

Q. PLEASE STATE YOUR NAME, ADDRESS AND OCCUPATION.

A. My name is Dan L. Neidlinger. My business address is 3020 North 17th Drive, Phoenix, Arizona. I am President of Neidlinger & Associates, Ltd., a consulting firm specializing in utility rate economics.

Q. PLEASE DESCRIBE YOUR PROFESSIONAL QUALIFICATIONS AND EXPERIENCE.

A. A summary of my professional qualifications and experience is included in the attached Statement of Qualifications. In addition to the Arizona Corporation Commission ("ACC" or the "Commission"), I have presented expert testimony before regulatory commissions and agencies in Alaska, California, Colorado, Guam, Idaho, New Mexico, Nevada, Texas, Utah, Wyoming and the Province of Alberta, Canada.

Q. ON WHOSE BEHALF ARE YOU APPEARING IN THIS PROCEEDING?

A. I am appearing on behalf of the applicant, Black Mountain Gas Company ("BMG" or the "Company"), a division of Northern States Power Company ("NSP"). This application is limited to the Cave Creek Operation of BMG and is the second rate filing mandated by the Commission pursuant to the acquisition of BMG by NSP in 1998. In its initial application, BMG filed for a reduction in the rates of its Page Operation in December of 1998 based on a calendar 1997 test year. The Commission approved a settlement agreement on this matter in December of 1999.

Q. WHAT IS THE TEST YEAR IN THIS CASE?

A. The test year in this case is the calendar year ended December 31, 1999.

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

A. My testimony addresses the following issues for BMG's Cave Creek Operation:

1. The development of original cost rate base at December 31, 1999;
2. Adjusted operating income for the test year;
3. The calculation of revenue requirements;
4. Preparation of a cost of service study; and
5. The design of revised gas rates for the Cave Creek Operation.

Q. WERE THE SCHEDULES FILED IN SUPPORT OF BMG'S RATE APPLICATION PREPARED BY YOU OR OTHERS UNDER YOUR SUPERVISION?

A. Yes. All of the schedules contained in the filing, as required by ACC R14-2-103, were prepared by me based on financial information obtained from the books and records of BMG together with statistical and accounting analyses that were prepared by BMG personnel at my request.

Q. PLEASE SUMMARIZE THE COMPANY'S OVERALL REQUEST IN THIS PROCEEDING.

A. The Company is requesting an increase in annual gas revenues for its Cave Creek Operation of approximately \$326,000 or 6.6% of adjusted test year revenues of \$4,944,000.

Q. PLEASE EXPLAIN THE REQUESTED INCREASE SHOWN ON SCHEDULE A-1, PAGE 1 OF THE FILING.

A. Schedule A-1 shows original cost less depreciation ("OCLD") and reconstruction cost new less depreciation ("RCND") rate bases both in the amount of \$11,100,500 at December 31, 1999. OCLD AND RCND are the same in this case since BMG is seeking Staff permission to waive the requirement to prepare a separate and costly RCND rate base analysis. The current rate of return on OCLD rate base is 7.85%. Applying the Company's estimated cost of capital of 9.61% to rate base produces an operating income requirement of \$1,066,620 or \$195,054 greater than the adjusted test year operating income of \$871,566. Using a gross revenue conversion factor of 1.6722, the calculated increase in revenues is \$326,178.

Q. PLEASE EXPLAIN THE DEVELOPMENT OF THE OCLD RATE BASE SHOWN ON SCHEDULE B-1, PAGE 8 OF THE FILING.

A. Adjusted original cost net gas plant in service at the end of the test year was \$12,726,290. Additions to this amount include materials and supplies inventories of \$162,057, construction work in progress ("CWIP") of \$282,035 and a new building estimated at \$197,000. Deductions to rate base total \$2,266,882 and are comprised of advances in aid of construction ("AIAC"), contributions in aid of construction ("CIAC"), customer deposits and deferred income taxes. Detail, by plant account classification, supporting the unadjusted gross utility plant amount of \$15,745,435 shown on Schedule B-2 is provided on Schedule E-5, page 21 of the filing.

Q. WAS THE NEW BUILDING UNDER CONSTRUCTION AT THE END OF 1999?

A. No, but as discussed by Mr. Jim Willson, General Manager of BMG, in his testimony, the new building will be completed well before new rates in this matter are approved by the Commission. The new building will provide much needed space for the expanding operations of BMG. The building will be constructed on land adjacent to BMG's current offices. The land was purchased in 1999 for \$502,000.

Q. PLEASE EXPLAIN THE ADJUSTMENTS TO OCLD SHOWN ON SCHEDULE B-2.

A. Two pro forma adjustments to OCLD are shown on Schedule B-2. The first increases gross utility plant in service by \$91,046. This represents the annualized amount of increased salaries, wages and benefits that would be capitalized at current wage and benefit levels. The second increases accumulated depreciation by \$83,038 to reflect the calculation of test year depreciation using year-end plant balances.

Q. PLEASE EXPLAIN SCHEDULE C-1 SHOWN ON PAGE 10.

A. Schedule C-1 is the adjusted operating income statement for the Cave Creek Operation. Cave Creek recorded an operating income for the test year of \$918,981. As shown in the middle column of Schedule C-1, pro forma adjustments to actual test year numbers decrease operating income by \$47,415 resulting in an adjusted operating income of \$871,566. Detail supporting these pro forma adjustments is provided on Schedule C-2.

Q. WHAT ARE THE NATURE OF THE REVENUE AND EXPENSE PRO FORMA ADJUSTMENTS SHOWN ON SCHEDULE C-2?

A. The revenue and expense pro forma adjustments can be summarized as follows:

1. A \$40,496 increase in gas sales and \$19,579 reduction in the cost of gas to restore test year margins to base rates;
2. A \$260,660 increase in residential gas sales due to year-end annualization; pro forma adjustments were also made to variable costs associated with these sales;
3. An adjustment of \$6,602 to annualize the effect of increased billing costs;
4. An increase of \$83,038 to reflect depreciation on year-end plant;
5. An increase of \$35,918 in salaries and wages, including related employee taxes and benefits, to reflect incentive bonuses for 1999 that were not accrued during the test year;
6. A \$60,766 increase in salaries and wages, including related employee taxes and benefits, to reflect salary and wage increases implemented in January, 2000;
7. A net decrease of \$2,667 in salaries and wages, including related employee taxes and benefits, to reflect changes in current employment levels from test year levels;
8. A \$86,089 increase in professional services to reflect the cost of on-going outside accounting services;
9. A \$21,664 increase in other gas revenues to reflect a reclassification of late charges;
10. An increase in interest expense of \$4,954 in recognition of the annual interest expense on customer deposits of \$82,563 deducted from rate base;
11. A \$30,000 adjustment to amortize over three years rate case expenses of \$90,000; and
12. A net \$757 adjustment to income tax expense to reflect the income tax effect of all of the pro forma adjustments. This net adjustment includes a \$19,514 increase in income taxes for the Cave Creek Operation resulting from the reallocation of total company income taxes among regulated and non-regulated operations.

As previously mentioned, the net effect of all of these pro forma adjustments is a \$47,415 reduction in test year operating income.

Q. HOW WAS THE GROSS REVENUE CONVERSION FACTOR OF 1.6722 SHOWN ON SCHEDULE C-3 DEVELOPED?

A. The gross revenue conversion factor was developed using NSP's incremental federal income tax rate, net of the effect of state taxes, of 32.2% and the Arizona corporate tax rate of 8%.

Q. WHAT ABOUT COST OF CAPITAL?

A. As shown on Schedule D-1, page 14 of the filing, the weighted cost of capital for the Company is estimated at 9.61% using the Company's actual capital structure at December 31, 1999. At that date, the capital structure was comprised of 23.15% in long-term debt and 76.85% in common equity. Test year interest expense on the Company's \$3,000,000 IDA Bond debt was \$174,549, net of sinking fund interest income, resulting in an embedded cost of debt of 5.82%. The requested return on common equity is 10.75% -- the same return on equity recommended by Staff rate of return witness, Ms Linda A. Jaress, in the recent rate proceeding for the Page Operation. In my judgment, 10.75% is a reasonable cost of equity for BMG at this time.

Q. DID YOU PREPARE A COST OF SERVICE STUDY FOR THE CAVE CREEK OPERATION?

A. Yes. A cost of service analysis of the Company's Cave Creek Operation is provided in the "G" series of schedules, pages 32 through 44 of the filing.

Q. WHY IS COST OF SERVICE IMPORTANT?

A. Cost of service is the single most important criterion in the development of revenues by customer class and the design of rates that will produce those revenues. If rates are not cost-based, the inevitable results are subsidies among classes of customers and customers within a class. This is not only perceived as inequitable, but may result in distorted customer decisions concerning the use of utility services. Although other factors, such as continuity, simplicity and stability, are valid considerations in the rate design process, the primary guideline should be cost of service.

Q. PLEASE SUMMARIZE THE RESULTS OF YOUR STUDY.

A. The results of my study are summarized on Schedules G-1 and G-2, pages 32 and 33. At present rates, Schedule G-1, the residential and commercial classes of customers are both producing positive returns on allocated rate base. However, the return index for the residential class is 0.92 whereas the index for the commercial class is 1.37.

Q. PLEASE EXPLAIN THE RATE OF RETURN INDEX CONCEPT.

A. The rate of return index is a relative measure of the class contribution to the system average rate of return. An index below 1.00 indicates that a class's revenues are not sufficient to recover its cost of service, while an index exceeding 1.00 indicates that a class is over-recovering its cost of service, thereby providing revenue subsidies to other classes. In this case, the commercial class is providing revenue subsidies to the residential class.

Q. DO THE PROPOSED RATES FOR THE CAVE CREEK OPERATION IMPROVE THE RELATIVE RETURN RELATIONSHIP BETWEEN THE RESIDENTIAL AND COMMERCIAL CLASSES OF CUSTOMERS?

A. Yes. As shown on Schedule G-2, the return index for the residential class, at proposed rates, increases to 0.94 and the corresponding index for the commercial class is 1.26. Although cross-subsidies still exist at proposed rates, the new rates move both classes closer to cost of service.

Q. PLEASE EXPLAIN THE PROPOSED CHANGES TO THE COMPANY'S RATE DESIGN.

A. A comparison of present and proposed rates is provided on Schedule H-3, pages 46 and 47 of the filing. The proposed monthly service charge of \$6.00 for residential customers represents a \$0.50 per month increase over the current \$5.50 rate. The proposed residential commodity rate of \$0.9294 per therm is \$0.0592 per therm greater than the current rate of \$0.8702 per therm. The proposed monthly service charge for standard commercial customers is \$15.00 or \$5.00 per month greater than the current rate of \$10.00 per month. The monthly service charge for resort and co-generation customers has been increased to \$30.00. The proposed commodity rate for standard commercial and resort customers is

\$0.9008 per therm or \$0.0306 per therm greater than the current rate. Much smaller increases in commodity rates are proposed for air conditioning and co-generation customers.

Q. ARE THE PROPOSED INCREASES IN MONTHLY SERVICE CHARGES COST JUSTIFIED?

A. Yes. As indicated by the unit cost calculations on page 34 of the filing, the customer cost per bill for residential customers, at proposed rates, is \$14.97 per month – more than double the proposed rate of \$6.00. The customer cost per bill for commercial customers at proposed rates is \$37.52. This cost is likewise greater than the \$15.00 and \$30.00 monthly service charges proposed for standard commercial and large commercial customers, respectively.

Q. IS BMG PROPOSING ANY NEW RATES AT THIS TIME?

A. Yes. A Compressed Natural Gas (CNG) rate is being offered for those customers desiring to drive CNG-fueled vehicles. The proposed rate for this service is \$6.00 per month plus a commodity rate of \$0.40 per therm.

Q. WHAT IS THE EFFECT OF THE PROPOSED RATES ON THE AVERAGE MONTHLY BILL OF A RESIDENTIAL CUSTOMER?

A. As shown on Schedule H-4, page 48 of the filing, the average monthly bill of a residential customer will increase by \$3.99 per month from \$56.84 to \$60.83 – an increase of 7.02%.

Q. HAS THE BASE COST OF PURCHASED GAS BEEN CHANGED IN THE PROPOSED RATES?

A. No. The base cost of purchased gas in the proposed rates remains at \$0.27 per therm.

Q. IS THE COMPANY PROPOSING ANY OTHER CHANGES IN ITS GAS RATE SCHEDULES?

A. Yes. Proposed changes in other rates and charges, Schedule H-3, page 47, include proposed increases in regular-hours and after-hours re-connection of service and service calls from the current \$25 charge to \$30 for regular-hours and \$45.00 for after-hours. The proposed

establishment of service charge of \$20 is \$5 greater than the current \$15 rate. Increases are also proposed for meter test fees and NSF check charges.

Q. DOES THAT CONCLUDE YOUR DIRECT TESTIMONY?

A. Yes, it does.

DAN L. NEIDLINGER

SUMMARY STATEMENT OF QUALIFICATIONS

I. General:

Mr. Neidlinger is President of Neidlinger & Associates, Ltd., a Phoenix consulting firm specializing in utility rate economics and financial management. During his consulting career, he has managed and performed numerous assignments related to utility ratemaking and energy management.

II. Education:

Mr. Neidlinger was graduated from Purdue University with a Bachelor of Science degree in Electrical Engineering. He also holds a Master of Science degree in Industrial Management from Purdue's Krannert Graduate School of Management. He is a licensed Certified Public Accountant in Arizona and Ohio.

III. Consulting Experience:

Mr. Neidlinger has presented expert testimony on financial, accounting, cost of service and rate design issues in regulatory proceedings throughout the western United States involving companies from every segment of the utility industry. Testimony presented to these regulatory bodies has been on behalf of commission staffs, applicant utilities, industrial intervenors and consumer agencies. He has also testified in a number of civil litigation matters involving utility ratemaking and once served as a Special Master to a Nevada court in a lawsuit involving a Nevada public utility.

Mr. Neidlinger has performed feasibility studies related to energy management including cogeneration, self-generation, peak shaving and load-shifting analyses for clients with large electric loads. In addition, he has conducted electric and gas privatization studies for U.S. Army installations and assisted these and other consumer clients in contract negotiations with utility providers of electric, gas and wastewater service.

Mr. Neidlinger has extensive experience in the costing and pricing of utility services. During his consulting career, he has been responsible for the design and implementation of utility rates for over 30 electric, gas, water and wastewater utility clients ranging in size from 50 to 25,000 customers.

IV. Professional Affiliations:

Professional affiliations include the American Institute of Certified Public Accountants and the Association of Energy Engineers.

BEFORE THE ARIZONA CORPORATION COMMISSION

CARL J. KUNASEK
Chairman
JAMES M. IRVIN
Commissioner
WILLIAM MUNDELL
Commissioner

IN THE MATTER OF THE APPLICATION
OF NORTHERN STATES POWER COMPANY,
A MINNESOTA CORPORATION, AND
BLACK MOUNTAIN GAS, A SUBSIDIARY
OF NORTHERN STATES POWER COMPANY,
A MINNESOTA CORPORATION, TO
DETERMINE EARNINGS FOR RATEMAKING
PURPOSES, TO FIX A JUST AND
REASONABLE RATE OF RETURN THEREON
AND TO APPROVE RATE SCHEDULES
DESIGNED TO DEVELOP SUCH RETURN
FOR THE CAVE CREEK DIVISION.

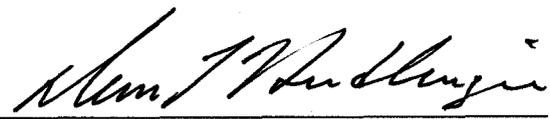
Docket No. G-03493A-00-_____

AFFIDAVIT OF DAN L. NEIDLINGER

STATE OF ARIZONA)
)
COUNTY OF MARICOPA)

Dan L. Neidlinger, of lawful age being first duly sworn, deposes and states:

1. My name is Dan L. Neidlinger. I am President of Neidlinger & Associates, Ltd., a consulting firm specializing in utility rate economics.
2. Attached hereto and made a part hereof for all purposes is my prefiled direct testimony consisting of pages 1 through 8.
3. I hereby swear and affirm that my answers contained in the attached testimony to the questions therein propounded are true and correct to the best of my knowledge and belief.



DAN L. NEIDLINGER

SUBSCRIBED AND SWORN to before me this 28th day of April, 2000.



Stephanie Debuhr
NOTARY PUBLIC

My Commission Expires:

July 15, 2000

**SCHEDULES
PURSUANT TO
AACR14-2-103**

**NORTHERN STATES POWER COMPANY
BLACK MOUNTAIN GAS DIVISION
CAVE CREEK OPERATION**

Before the Arizona Corporation Commission

**Application for an Increase in Gas Rates
Test Year Ended December 31, 1999**

May 1, 2000

**BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999**

INDEX OF SCHEDULES

| <u>Schedule</u> | <u>Schedule Description</u> | <u>Page No.</u> |
|--|---|-----------------|
| SUMMARY SCHEDULES | | |
| A-1 | Computation of Decrease in Gross Revenue Requirements | 1 |
| A-2 | Summary Results of Operations | 2 |
| A-3 | Summary of Capital Structure | 3 |
| A-4 | Construction Expenditures and Gross Utility Plant In Service - Total Division | 4 |
| A-4 | Construction Expenditures and Gross Utility Plant In Service - Cave Creek | 5 |
| A-4 | Construction Expenditures and Gross Utility Plant In Service - Page | 6 |
| A-5 | Summary Statement of Cash Flows | 7 |
| RATE BASE SCHEDULES - CAVE CREEK OPERATION | | |
| B-1 | Original Cost and RCND Rate Base Elements | 8 |
| B-2 | Pro Forma Adjustments to Original Cost Rate Base | 9 |
| OPERATING INCOME SCHEDULES - CAVE CREEK OPERATION | | |
| C-1 | Test Year Operating Income Statement | 10 |
| C-2 | Pro Forma Adjustments to Operating Income Statement - Page 1 | 11 |
| C-2 | Pro Forma Adjustments to Operating Income Statement - Page 2 | 12 |
| C-2 | Pro Forma Adjustments to Operating Income Statement - Page 3 | 13 |
| C-3 | Computation of Gross Revenue Conversion Factor | 14 |
| COST OF CAPITAL | | |
| D-1 | Summary Cost of Capital | 15 |
| FINANCIAL STATEMENTS AND STATISTICAL SCHEDULES | | |
| E-1 | Comparative Balance Sheets - Assets | 16 |
| E-1 | Comparative Balance Sheets - Capital and Liabilities | 17 |
| E-2 | Comparative Income Statements | 18 |
| E-3 | Comparative Statement of Cash Flows | 19 |
| E-4 | Statements of Stockholders' Equity | 20 |
| E-5 | Detail of Utility Plant - Cave Creek | 21 |
| E-5 | Detail of Utility Plant - Page | 22 |
| E-6 | Comparative Operating Income Statements - Cave Creek | 23 |
| E-6 | Comparative Operating Income Statements - Page | 24 |
| E-7 | Operating Statistics | 25 |
| E-8 | Taxes Charged to Operations | 26 |
| E-9 | Notes to Financial Statements | 27 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

INDEX OF SCHEDULES (Continued)

| <u>Schedule</u> | <u>Schedule Description</u> | <u>Page No.</u> |
|--|---|-----------------|
| PROJECTED FINANCIAL RESULTS | | |
| F-1 | Projected Income Statements - Present & Proposed Rates | 28 |
| F-2 | Projected Statements of Cash Flows - Present & Proposed Rates | 29 |
| F-3 | Projected Construction Requirements | 30 |
| F-4 | Key Assumptions Supporting the Development of Projections | 31 |
| COST OF SERVICE STUDY - CAVE CREEK OPERATION | | |
| G-1 | Cost of Service Summary - Present Rates | 32 |
| G-2 | Cost of Service Summary - Proposed Rates | 33 |
| G-3 | Unit Costs | 34 |
| G-4 | Allocation of Rate Base | 35 |
| G-5 | Allocation of Income Statement | 37 |
| G-6 | Functionalization of Rate Base | 40 |
| G-7 | Functionalization of Operating Expenses | 42 |
| G-8 | Functionalization and Cost Allocation Factors | 44 |
| PROPOSED RATES & EFFECT ON CUSTOMER CLASSES | | |
| H-1 | Summary of Gas Revenues - Present & Proposed Rates | 45 |
| H-3 | Proposed Changes in Gas Rates | 46 |
| H-4 | Typical Bill Analysis | 48 |
| H-5 | Bill Count | 51 |

A

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

COMPUTATION OF INCREASE IN GROSS REVENUE REQUIREMENTS

| DESCRIPTION | ORIGINAL COST | RCND |
|--|-------------------|--------------|
| Adjusted Rate Base (1) | \$11,100,500 | \$11,100,500 |
| Adjusted Operating Income (2) | 871,566 | 871,566 |
| Current Rate of Return | 7.85% | 7.85% |
| | FAIR VALUE | |
| Fair Value Rate Base (50/50) | \$11,100,500 | |
| Required Rate of Return | 9.61% | |
| Operating Income Requirement | \$1,066,620 | |
| Operating Income Deficiency | 195,054 | |
| Gross Revenue Conversion Factor (3) | 1.6722 | |
| Increase in Gross Revenue Requirements | \$326,178 | |
| Indicated Percentage Increase (4) | 6.60% | |

| SUMMARY OF PROPOSED CHANGES IN CLASS REVENUES | PRESENT REVENUES | PROPOSED REVENUES | PERCENT INCREASE |
|--|---------------------|----------------------|---------------------|
| Residential Gas Sales | \$3,879,925 | \$4,152,518 | 7.03% |
| Commercial Gas Sales | 1,007,444 | 1,052,859 | 4.51% |
| Total Gas Sales | 4,887,369 | 5,205,377 | 6.51% |
| Other Gas Revenues | 56,570 | 64,740 | 14.44% |
| Total Gas Revenues | \$4,943,939 | \$5,270,117 | 6.60% |

Supporting Schedules:

- (1) Schedule B-1
- (2) Schedule C-1
- (3) Schedule C-3
- (4) Schedule H-1

BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999

SUMMARY RESULTS OF OPERATIONS

| DESCRIPTION | YEAR ENDED (1) | | | | PROJECTED YEAR (3) | |
|---------------------------|----------------|-------------|-------------|--------------|--------------------|---------------|
| | 12-31-97 | 12-31-98 | 12-31-99 | 12-31-99 (2) | PRESENT RATES | ROPOSED RATES |
| Operating Revenues | \$5,363,711 | \$5,983,479 | \$5,876,261 | \$6,199,081 | \$6,156,402 | \$6,489,715 |
| Operating Expenses | 4,133,800 | 4,818,304 | 4,931,633 | 5,301,868 | 5,242,189 | 5,401,080 |
| Operating Income | 1,229,911 | 1,165,175 | 944,628 | 897,213 | 914,213 | 1,088,635 |
| Other Operating Income | 145,347 | 148,469 | 27,426 | 27,426 | 29,072 | 29,072 |
| Other Income | 40,793 | 33,071 | 58,947 | 58,947 | 60,000 | 60,000 |
| Interest Expense | (119,839) | (97,093) | (142,265) | (142,265) | (174,000) | (174,000) |
| Net Income | \$1,296,212 | \$1,249,622 | \$888,736 | \$841,321 | \$829,284 | \$1,003,706 |
| Return on Average Capital | 13.21% | 9.96% | 7.55% | 7.17% | 6.84% | 7.85% |
| Return on Y/E Capital | 10.87% | 9.65% | 7.29% | 6.92% | 6.63% | 7.80% |
| Return on Average Equity | 18.62% | 14.37% | 9.34% | 8.84% | 7.99% | 9.23% |
| Return on Y/E Equity | 15.58% | 13.78% | 8.92% | 8.45% | 7.69% | 9.16% |

Supporting Schedules:

- (1) Schedule E-2
- (2) Adjusted Test Year - Schedule C-1
- (3) Schedule F-1

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999
SUMMARY OF CAPITAL STRUCTURE**

| DESCRIPTION | YEAR ENDED (1) | | | PROJECTED YEAR | |
|------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | 12-31-97 | 12-31-98 | 12-31-99 | PRESENT RATES | PROPOSED RATES |
| Long Term Debt | \$3,000,000 | \$3,000,000 | \$3,000,000 | \$3,000,000 | \$3,000,000 |
| Common Equity | 8,319,026 | 9,070,826 | 9,959,563 | 10,788,847 | 10,963,269 |
| Total Capital | <u>\$11,319,026</u> | <u>\$12,070,826</u> | <u>\$12,959,563</u> | <u>\$13,788,847</u> | <u>\$13,963,269</u> |
| Capitalization Ratios: | | | | | |
| Long Term Debt | 26.50% | 24.85% | 23.15% | 21.76% | 21.48% |
| Common Equity | <u>73.50%</u> | <u>75.15%</u> | <u>76.85%</u> | <u>78.24%</u> | <u>78.52%</u> |
| Total Capital | <u>100.00%</u> | <u>100.00%</u> | <u>100.00%</u> | <u>100.00%</u> | <u>100.00%</u> |

Note:
(1) Schedule E-2

BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999

CONSTRUCTION EXPENDITURES AND GROSS UTILITY PLANT IN SERVICE

| YEAR | CONSTRUCTION EXPENDITURES (1) | NET PLANT PLACED IN SERVICE (2) | GROSS UTILITY PLANT IN SERVICE |
|------|-------------------------------|---------------------------------|--------------------------------|
| 1997 | \$1,628,815 | \$1,613,033 | \$14,725,578 |
| 1998 | \$1,402,917 | \$1,402,917 | \$16,128,495 |
| 1999 | \$3,476,803 | \$3,434,392 | \$19,562,887 |
| 2000 | \$2,150,975 | \$2,150,975 | \$21,713,862 |
| 2001 | \$2,621,340 | \$2,621,340 | \$24,335,202 |
| 2002 | \$2,674,742 | \$2,674,742 | \$27,009,944 |

Supporting Schedules:

(1) Schedule F-3

(2) Schedule E-5

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

CONSTRUCTION EXPENDITURES AND GROSS UTILITY PLANT IN SERVICE

| <u>YEAR</u> | <u>CONSTRUCTION EXPENDITURES (1)</u> | <u>NET PLANT PLACED IN SERVICE (2)</u> | <u>GROSS UTILITY PLANT IN SERVICE</u> |
|-------------|--|--|---|
| 1997 | \$1,429,135 | \$1,418,353 | \$11,685,892 |
| 1998 | \$892,780 | \$892,780 | \$12,578,672 |
| 1999 | \$3,210,864 | \$3,166,763 | \$15,745,435 |
| 2000 | \$2,047,991 | \$2,047,991 | \$17,793,426 |
| 2001 | \$2,458,847 | \$2,458,847 | \$20,252,273 |
| 2002 | \$2,509,718 | \$2,509,718 | \$22,761,991 |

Supporting Schedules:
(1) Schedule F-3
(2) Schedule E-5

BLACK MOUNTAIN GAS DIVISION OF NSP
PAGE OPERATION
Test Year Ended December 31, 1999

CONSTRUCTION EXPENDITURES AND GROSS UTILITY PLANT IN SERVICE

| <u>YEAR</u> | <u>CONSTRUCTION EXPENDITURES (1)</u> | <u>NET PLANT PLACED IN SERVICE (2)</u> | <u>GROSS UTILITY PLANT IN SERVICE</u> |
|-------------|--------------------------------------|--|---------------------------------------|
| 1997 | \$199,680 | \$194,680 | \$3,039,686 |
| 1998 | \$510,137 | \$510,137 | \$3,549,823 |
| 1999 | \$265,939 | \$267,629 | \$3,817,452 |
| 2000 | \$102,984 | \$102,984 | \$3,920,436 |
| 2001 | \$162,493 | \$162,493 | \$4,082,929 |
| 2002 | \$165,024 | \$165,024 | \$4,247,953 |

Supporting Schedules:
(1) Schedule F-3
(2) Schedule E-5

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

SUMMARY STATEMENT OF CASH FLOWS

| DESCRIPTION | YEAR ENDED (1) | | | PROJECTED YEAR (2) | |
|--|------------------|--------------------|------------------|--------------------|--------------------|
| | 12-31-97 | 12-31-98 | 12-31-99 | PRESENT RATES | PROPOSED RATES |
| Cash Flows From Operations: | | | | | |
| Net Income | \$1,296,212 | \$102,158 | \$888,736 | \$829,284 | \$1,003,706 |
| Non-Cash Adjustments | 566,593 | 601,906 | 557,314 | \$570,000 | \$570,000 |
| | <u>1,862,805</u> | <u>704,064</u> | <u>1,446,050</u> | <u>\$1,399,284</u> | <u>\$1,573,706</u> |
| Change in Current Assets and Liabilities | (486,205) | (228,044) | 871,504 | 655,206 | 655,206 |
| Cash Expenditures - Plant | (1,072,662) | (942,286) | (3,539,872) | (2,150,975) | (2,150,975) |
| Other Cash Items | 0 | 759,025 | 686,510 | | |
| Financing Activities - Net | (202,007) | 451,941 | (191,157) | 200,000 | 200,000 |
| Net Increase in Cash | 101,931 | 744,700 | (726,965) | 103,515 | 347,937 |
| Beginning Cash | 299,377 | 401,308 | 1,146,008 | 419,043 | 419,043 |
| Ending Cash | <u>\$401,308</u> | <u>\$1,146,008</u> | <u>\$419,043</u> | <u>\$522,558</u> | <u>\$766,980</u> |

Notes:

(1) Schedule E-3

(2) Schedule F-2

B

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

ORIGINAL COST AND RCND RATE BASE ELEMENTS

| DESCRIPTION | ORIGINAL COST RATE BASE (1) | RCND RATE BASE (2) |
|--------------------------------------|--------------------------------|-----------------------|
| Gross Utility Plant In Service | \$15,836,481 | \$15,836,481 |
| Less: Accumulated Depreciation | <u>3,110,191</u> | <u>3,110,191</u> |
| Net Utility Plant In Service | 12,726,290 | 12,726,290 |
| Plus: | | |
| Materials & Supplies Inventories | 162,057 | 162,057 |
| CWIP | 282,035 | 282,035 |
| New Building | <u>197,000</u> | <u>197,000</u> |
| | 641,092 | 641,092 |
| Less: | | |
| Contributions In Aid of Construction | 673,542 | 673,542 |
| Advances in Aid of Construction | 831,656 | 831,656 |
| Customer Deposits | 82,563 | 82,563 |
| Deferred Income Taxes | <u>679,121</u> | <u>679,121</u> |
| | 2,266,882 | 2,266,882 |
| Total Rate Base | <u>\$11,100,500</u> | <u>\$11,100,500</u> |

Supporting Schedules:

(1) Schedules B-2 and E-5

Note:

(2) Black Mountain Gas Company Requests a Waiver on the Development of RCND Rate Base

**BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999**

PRO FORMA ADJUSTMENTS TO ORIGINAL COST RATE BASE

| DESCRIPTION | ACTUAL AT 12-31-99 | PRO FORMA ADJUSTMENT (1) | ADJUSTED AMOUNT |
|--------------------------------|-----------------------|-----------------------------|--------------------|
| Gross Utility Plant In Service | \$15,745,435 | \$91,046 | \$15,836,481 |
| Less: Accumulated Depreciation | 3,027,153 | 83,038 | 3,110,191 |
| Net Utility Plant In Service | <u>\$12,718,282</u> | <u>\$8,008</u> | <u>12,726,290</u> |

Note:

- (1) To Adjust Gross Plant for Capitalized Wages and Benefits and Adjust Accumulated Depreciation for Depreciation of Year-End Plant.

**BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999**

OPERATING INCOME STATEMENT

| DESCRIPTION | ACTUAL AT 12-31-99 (1) | PRO FORMA (2) ADJUSTMENTS | ADJUSTED AMOUNT |
|------------------------------|---------------------------|------------------------------|--------------------|
| Revenues: | | | |
| Gas Sales | \$4,635,685 | \$301,156 | \$4,936,841 |
| Other Gas Revenues | 34,906 | 21,664 | 56,570 |
| Total Revenues | 4,670,591 | 322,820 | 4,993,411 |
| Operating Expenses: | | | |
| Purchased Gas Cost | 1,406,683 | 53,515 | 1,460,198 |
| Operating Wages & Expense | 119,197 | 52,551 | 171,748 |
| Maintenance Wages & Expense | 103,161 | 0 | 103,161 |
| Customer Accounting | 116,456 | 32,368 | 148,824 |
| Customer Service | 33,232 | 0 | 33,232 |
| Sales Promotion | 53,750 | 47,660 | 101,410 |
| Administrative & General | 665,995 | 100,346 | 766,341 |
| Depreciation | 498,072 | 83,038 | 581,110 |
| Property Taxes | 212,052 | 0 | 212,052 |
| Other Taxes | 6,606 | 0 | 6,606 |
| Corporate Expense Allocation | 26,276 | 0 | 26,276 |
| Income Taxes | 510,130 | 757 | 510,887 |
| Total Operating Expenses | 3,751,610 | 370,235 | 4,121,845 |
| Operating Income | \$918,981 | (\$47,415) | \$871,566 |

Supporting Schedules:
(1) Schedule E-6
(2) Schedule C-2

C

**BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999**

PRO FORMA ADJUSTMENTS TO OPERATING INCOME STATEMENT

| DESCRIPTION | AMOUNT |
|--|-----------|
| TEST YEAR MARGINS: | |
| Adjustments Required to Restore Test Year Margins to Base Rates: | |
| Pro Forma Adjustment - Gas Sales | \$40,496 |
| Pro Forma Adjustment - Purchased Gas Cost | (19,579) |
| YEAR-END CUSTOMERS: | |
| Adjustments to Annualize Residential Gas Sales: | |
| Pro Forma Adjustment - Gas Sales | \$260,660 |
| Pro Forma Adjustment - Purchased Gas Cost | 73,094 |
| Pro Forma Adjustment - Customer Accounting | 11,263 |
| CUSTOMER BILLING: | |
| Adjustment to Reflect Increased Billing Costs: | |
| Pro Forma Adjustment - Customer Accounting | \$6,602 |
| DEPRECIATION ON YEAR-END PLANT: | |
| Adjustment to Annualize Depreciation Expense on Year-End Plant: | |
| Pro Forma Adjustment - Depreciation | \$83,038 |
| INCENTIVE BONUSES: | |
| Adjustments to Record 1999 Bonuses Not Accrued at 12-31-99: | |
| Pro Forma Adjustment - Operating Wages & Expense | \$12,571 |
| Pro Forma Adjustment - Customer Accounting Salaries & Wages | 5,388 |
| Pro Forma Adjustment - Sales Promotion Salaries & Wages | 3,592 |
| Pro Forma Adjustment - Admin. & Gen. Salaries & Wages | 14,367 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

PRO FORMA ADJUSTMENTS TO OPERATING INCOME STATEMENT

| DESCRIPTION | AMOUNT |
|--|----------|
| SALARY & WAGE INCREASES: | |
| Adjustments to Reflect Increases in Salaries & Wages: | |
| Pro Forma Adjustment - Operating Wages & Expense | \$21,268 |
| Pro Forma Adjustment - Customer Accounting Salaries & Wages | 9,115 |
| Pro Forma Adjustment - Sales Promotion Salaries & Wages | 6,077 |
| Pro Forma Adjustment - Admin. & Gen. Salaries & Wages | 24,306 |
| EMPLOYMENT LEVELS: | |
| Adjustments to Reflect Changes in Employment Levels: | |
| Pro Forma Adjustment - Operating Wages & Expense | \$18,712 |
| Pro Forma Adjustment - Sales Promotion Salaries & Wages | 37,991 |
| Pro Forma Adjustment - Admin. & Gen. Salaries & Wages | (59,370) |
| OUTSIDE ACCOUNTING SERVICES: | |
| Adjustment to Annualize Contract Accounting Services: | |
| Pro Forma Adjustment - Professional Services | \$86,089 |
| LATE CHARGES: | |
| Adjustment to Reclassify Late Charges on Customer Bills: | |
| Pro Forma Adjustment - Other Gas Revenues | \$21,664 |
| INTEREST ON CUSTOMER DEPOSITS: | |
| Adjustment to Reclassify Interest on Customer Deposits: | |
| Pro Forma Adjustment - Admin. & Gen. Expense | \$4,954 |
| AMORTIZATION OF RATE CASE EXPENSES: | |
| Adjustment to Amortize Est. \$90,000 Rate Case Expenses - 3 Years: | |
| Pro Forma Adjustment - Admin. & Gen. Expense | \$30,000 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

PRO FORMA ADJUSTMENTS TO OPERATING INCOME STATEMENT

| DESCRIPTION | AMOUNT |
|---|-----------------|
| INCOME TAXES: | |
| Income Taxes on Pro Forma Adjustments: | |
| Revenues | \$322,820 |
| Expenses | <u>369,478</u> |
| Net Pro Forma Operating Income Adjustment Before Income Taxes | (46,658) |
| Income Taxes @ 40.2% | <u>(18,757)</u> |
| Reallocation of Federal Income Taxes Among Operations | <u>19,514</u> |
| Net Pro Forma Adjustment to Income Taxes | <u>\$757</u> |

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

COMPUTATION OF GROSS REVENUE CONVERSION FACTOR

| DESCRIPTION | PERCENTAGE |
|--|-------------------|
| Federal Income Taxes | 32.2000% |
| State Income Taxes | 8.0000% |
| Total Income Taxes | 40.2000% |
| Gross Revenue Conversion Factor = $1/(1 - \text{Income Tax Percentage}) =$ | 1.6722 |

D

BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999

SUMMARY COST OF CAPITAL

| <u>DESCRIPTION</u> | <u>AMOUNT</u> | <u>PERCENT</u> | <u>COST RATE</u> | <u>WEIGHTED COST RATE</u> |
|--------------------|---------------------|----------------|------------------|-------------------------------|
| Long Term Debt | \$3,000,000 | 23.15% | 5.820% | 1.35% |
| Common Equity | 9,959,563 | 76.85% | 10.750% | 8.26% |
| Total Capital | <u>\$12,959,563</u> | <u>100.00%</u> | | <u>9.61%</u> |

E

BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999

COMPARATIVE BALANCE SHEETS
ASSETS

| DESCRIPTION | BALANCE AT | | |
|--------------------------------|--------------|--------------|--------------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| Utility Plant: | | | |
| Plant In Service | \$18,030,846 | \$14,722,536 | \$13,887,339 |
| CWIP | 287,050 | 224,817 | 103,151 |
| Total Utility Plant | 18,317,896 | 14,947,353 | 13,990,490 |
| Less: Accumulated Depreciation | 4,632,658 | 4,186,918 | 3,697,019 |
| Net Utility Plant | 13,685,238 | 10,760,435 | 10,293,471 |
| Other Plant: | | | |
| Property Plant & Equipment | 730,389 | 632,295 | 598,508 |
| Less: Accumulated Depreciation | 469,224 | 428,839 | 395,207 |
| Net Other Plant | 261,165 | 203,456 | 203,301 |
| Current Assets: | | | |
| Cash and Cash Equivalents | 419,043 | 1,146,007 | 401,308 |
| Accounts Receivable | 1,106,922 | 977,310 | 1,011,217 |
| Inventories | 301,939 | 451,251 | 225,100 |
| Prepays & Other Assets | 110,462 | 38,487 | 44,100 |
| Total Current Assets | 1,938,366 | 2,613,055 | 1,681,725 |
| Other Assets: | | | |
| Bond Sinking Fund | 927,057 | 724,499 | 519,469 |
| Unamortized Debt Issue Costs | 70,433 | 81,834 | 89,166 |
| Deferred Gas Costs | 332,931 | 481,510 | 689,106 |
| | 1,330,421 | 1,287,843 | 1,297,741 |
| Total Assets | \$17,215,190 | \$14,864,789 | \$13,476,238 |

BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999

COMPARATIVE BALANCE SHEETS
CAPITAL AND LIABILITIES

| DESCRIPTION | BALANCE AT | | |
|---------------------------------------|--------------|--------------|--------------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| Capitalization: | | | |
| Common Stock | \$3,634,193 | \$3,634,193 | \$2,984,555 |
| Retained Earnings | 6,327,116 | 5,438,379 | 5,336,217 |
| Treasury Stock | (1,746) | (1,746) | (1,746) |
| Total Common Equity | 9,959,563 | 9,070,826 | 8,319,026 |
| Long Term Debt | 3,000,000 | 3,000,000 | 3,000,000 |
| Total Capitalization | 12,959,563 | 12,070,826 | 11,319,026 |
| Current Liabilities: | | | |
| Short-Term Debt | \$250,000 | 0 | 0 |
| Accounts Payable | 380,742 | 428,943 | 673,109 |
| Income Taxes Payable | 221,482 | 89,532 | 96,099 |
| Customer Deposits | 286,337 | 259,883 | 200,908 |
| Refund Liability - Page | 696,100 | 158,169 | 0 |
| Other Current Liabilities | 962,412 | 498,276 | 121,802 |
| Total Current Liabilities | 2,797,073 | 1,434,803 | 1,091,918 |
| Deferred Income Taxes and Other: | | | |
| Deferred Income Taxes | 956,514 | 857,120 | 829,781 |
| Regulatory Liability for Income Taxes | 0 | 0 | 126,733 |
| Post-Merger Liability | 393,260 | 393,260 | 0 |
| Deferred Investment Tax Credits - Net | 108,780 | 108,780 | 108,780 |
| Total Deferred Income Taxes | 1,458,554 | 1,359,160 | 1,065,294 |
| Total Capital and Liabilities | \$17,215,190 | \$14,864,789 | \$13,476,238 |

BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999

COMPARATIVE INCOME STATEMENTS

| DESCRIPTION | YEAR ENDED (1) | | |
|--------------------------------------|----------------|---------------|-------------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| Operating Revenues: | | | |
| Gas Sales | \$5,839,533 | \$5,941,766 | \$5,312,481 |
| Other Operating Revenues | 36,728 | 41,713 | 51,230 |
| Total Operating Revenues | 5,876,261 | 5,983,479 | 5,363,711 |
| Operating Expenses: | | | |
| Purchased Gas Cost | 1,987,846 | 1,950,107 | 1,507,741 |
| Operating Wages & Expense | 149,009 | 166,935 | 98,610 |
| Maintenance Wages & Expense | 149,184 | 120,250 | 81,912 |
| Customer Accounting | 169,504 | 166,594 | 165,605 |
| Customer Service | 52,170 | 25,772 | 5,734 |
| Sales Promotion | 73,096 | 45,234 | 39,422 |
| Administrative & General | 930,924 | 574,410 | 389,569 |
| Depreciation | 625,206 | 523,218 | 501,201 |
| Property Taxes | 229,290 | 216,744 | 244,778 |
| Other Taxes | 7,608 | 13,950 | 6,934 |
| Corporate Expenses | 33,429 | 210,442 | 436,562 |
| Income Taxes | 524,367 | 804,648 | 655,732 |
| Total Operating Expenses | 4,931,633 | 4,818,304 | 4,133,800 |
| Utility Operating Income | 944,628 | 1,165,175 | 1,229,911 |
| Other Operations: | | | |
| Revenues | 738,042 | 693,372 | 814,134 |
| Cost of Sales | (376,268) | (327,434) | (439,949) |
| Revenues, Less Cost of Sales | 361,774 | 365,938 | 374,185 |
| Other Expenses | (302,486) | (114,939) | (107,825) |
| Income Taxes | (31,862) | (102,530) | (121,013) |
| Total Other Operating Income | 27,426 | 148,469 | 145,347 |
| Other Income: | | | |
| AFUDC - Equity | 92,280 | 55,909 | 66,754 |
| Income Taxes | (33,333) | (22,838) | (25,961) |
| Total Other Income | 58,947 | 33,071 | 40,793 |
| Interest Income (Expense): | | | |
| Interest Income | 71,166 | 102,291 | 71,140 |
| Interest on Customer Deposits | (7,044) | (17,094) | (11,506) |
| Interest Expense | (206,387) | (182,290) | (179,473) |
| Total Interest Expense | (142,265) | (97,093) | (119,839) |
| Net Income Before Ex. Ord. Deduction | \$888,736 | \$1,249,622 | \$1,296,212 |
| Extra-Ordinary Deduction | \$0 | (\$1,147,464) | \$0 |
| Net Income | \$888,736 | \$102,158 | \$1,296,212 |

(1) Schedule E-6

BLACK MOUNTAIN GAS DIVISION OF NSP

TOTAL DIVISION

Test Year Ended December 31, 1999

COMPARATIVE STATEMENT OF CASH FLOWS

| DESCRIPTION | YEAR ENDED | | |
|--|------------------|--------------------|------------------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| Cash Flows From Operating Activities: | | | |
| Net Income | \$888,736 | \$102,158 | \$1,296,212 |
| Non-Cash Adjustments: | | | |
| Depreciation | 665,592 | 556,850 | 547,706 |
| AFUDC | (108,278) | (81,677) | (84,093) |
| Deferred Income Taxes | 0 | 126,733 | 109,346 |
| Amortization of ITC | 0 | 0 | (6,366) |
| Total Non-Cash Adjustments | 557,314 | 601,906 | 566,593 |
| Change in Current Assets & Liabilities | 871,504 | (228,044) | (486,205) |
| Change in Post-Merger Liability | 0 | 393,260 | |
| Change in Rate Refund Provision | 537,931 | 158,169 | |
| Change in Deferred Gas Cost | 148,579 | 207,596 | |
| Cash Expenditures - Utility Plant | (3,539,872) | (942,286) | (1,072,662) |
| Financing Activities: | | | |
| Proceeds From Long Term Debt | 0 | 0 | 0 |
| Payment of Bond Issue Costs | 11,401 | 7,332 | (4,709) |
| Stock Revaluation | 0 | 649,639 | |
| Redemption of Fractional Shares | 0 | | (907) |
| Treasury Stock | 0 | | (775) |
| Sinking Fund Payment | (202,558) | (205,030) | (195,616) |
| Total Financing Activities | (191,157) | 451,941 | (202,007) |
| Increase (Decrease) in Cash & Cash Equivalents | (726,965) | 744,700 | 101,931 |
| Cash & Cash Equivalents - Beginning of Year | 1,146,008 | 401,308 | 299,377 |
| Cash & Cash Equivalents - End of Year | <u>\$419,043</u> | <u>\$1,146,008</u> | <u>\$401,308</u> |

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION**

Test Year Ended December 31, 1999

STATEMENTS OF STOCKHOLDERS' EQUITY

| DESCRIPTION | COMMON STOCK | RETAINED EARNINGS | TREASURY STOCK |
|--|--------------------|--------------------|------------------|
| Balance, December 31, 1995 | \$2,040,009 | \$4,018,717 | (\$5,045) |
| Net Income | | 967,806 | |
| Treasury Stock Issued (Purchased) - Net Redemption of Fractional Shares | | (1,065) | 4,074 |
| Payment of Stock Dividend | 454,588 | (454,588) | |
| Balance, December 31, 1996 | \$2,494,597 | \$4,530,870 | (\$971) |
| Net Income | | 1,296,212 | |
| Treasury Stock Issued (Purchased) - Net Redemption of Fractional Shares | | (907) | (775) |
| Payment of Stock Dividend | 489,958 | (489,958) | |
| Balance, December 31, 1997 | \$2,984,555 | \$5,336,217 | (\$1,746) |
| Net Income | | 102,162 | |
| Restatement of Common Stock | 649,638 | | |
| Balance, December 31, 1998 | \$3,634,193 | \$5,438,379 | (\$1,746) |
| Net Income | | 888,737 | |
| Balance, December 31, 1999 | <u>\$3,634,193</u> | <u>\$6,327,116</u> | <u>(\$1,746)</u> |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

DETAIL OF UTILITY PLANT

| DESCRIPTION | BALANCE AT 12-31-99 | NET ADDITIONS | BALANCE 12-31-98 |
|------------------------------------|------------------------|--------------------|---------------------|
| Intangible Plant - Organization | \$628,562 | \$14,723 | \$613,839 |
| AFUDC - Debt | 21,932 | 14,853 | 7,079 |
| AFUDC - Equity | 554,217 | 86,076 | 468,141 |
| Franchises & Consents | 286,863 | 189,044 | 97,819 |
| Misc. Intangible Plant | 5,833 | 0 | 5,833 |
| Storage Plant - Land | 4,135 | 0 | 4,135 |
| Distribution Land & Rights | 1,768 | 0 | 1,768 |
| Distribution Mains | 8,660,801 | 1,475,488 | 7,185,313 |
| Distribution Measuring & Reg. | 189,903 | 14,869 | 175,034 |
| Distribution Services | 2,254,729 | 329,135 | 1,925,594 |
| Meters | 808,720 | 141,357 | 667,363 |
| Meter Installations | 363,128 | 0 | 363,128 |
| House Regulators | 19,154 | 0 | 19,154 |
| House Regulators Installations | 55,837 | 0 | 55,837 |
| Industrial Meas. & Reg. | 971 | 0 | 971 |
| Dist. Property on Customer Premise | 245 | 0 | 245 |
| Other Distribution Equipment | 3,874 | 0 | 3,874 |
| Interest Capitalized | 1,986 | 0 | 1,986 |
| General Land & Rights | 502,044 | 502,044 | 0 |
| General Structures & Improvements | 217,547 | 0 | 217,547 |
| Office Furniture & Equipment | 578,893 | 364,557 | 214,336 |
| Transportation Equipment | 314,030 | 10,925 | 303,105 |
| Tools & Shop Equipment | 128,483 | 15,658 | 112,825 |
| Power Operating Equipment | 23,116 | 0 | 23,116 |
| Communication Equipment | 40,578 | 8,034 | 32,544 |
| Miscellaneous Equipment | 10,026 | 0 | 10,026 |
| Other Tangible Property | 68,060 | 0 | 68,060 |
| Total Gross Utility Plant | 15,745,435 | 3,166,763 | 12,578,672 |
| Accumulated Depreciation | 3,027,153 | 318,605 | 2,708,548 |
| Net Utility Plant | <u>\$12,718,282</u> | <u>\$2,848,158</u> | <u>\$9,870,124</u> |

**BLACK MOUNTAIN GAS DIVISION OF NSP
PAGE OPERATION**

Test Year Ended December 31, 1999

DETAIL OF UTILITY PLANT

| DESCRIPTION | BALANCE AT 12-31-99 | NET ADDITIONS | BALANCE 12-31-98 |
|------------------------------------|------------------------|------------------|---------------------|
| AFUDC - Debt | (\$2,569) | 1,145 | (\$3,714) |
| AFUDC - Equity | 38,225 | 6,204 | 32,021 |
| Franchises & Consents | 13,395 | 0 | 13,395 |
| Misc. Intangible Plant | 9,473 | 0 | 9,473 |
| Storage Plant - Land | 7,135 | 0 | 7,135 |
| Storage Plant - Structures & Imp. | 76,157 | 0 | 76,157 |
| Storage Plant - Gas Holders | 94,736 | 0 | 94,736 |
| Vaporizing Equipment | 137,928 | 0 | 137,928 |
| Storage Plant - Measuring & Reg. | 35,503 | 0 | 35,503 |
| Storage Plant - Other | 1,651 | 0 | 1,651 |
| Dist. Land & Land Rights | 20,834 | 0 | 20,834 |
| Dist. Structures & Improvements | 4,808 | 0 | 4,808 |
| Distribution Mains | 1,900,280 | 66,790 | 1,833,490 |
| Distribution Measuring & Reg. | 21,781 | 0 | 21,781 |
| Distribution Services | 528,604 | 13,104 | 515,500 |
| Meters | 367,060 | 105,288 | 261,772 |
| Meter Installations | 117,436 | 0 | 117,436 |
| House Regulators | 16,597 | 0 | 16,597 |
| Dist. Property on Customer Premise | 409 | 0 | 409 |
| Other Distribution Equipment | 5,400 | 0 | 5,400 |
| General Structures & Improvements | 1,070 | 0 | 1,070 |
| Office Furniture & Equipment | 125,213 | 73,902 | 51,311 |
| Transportation Equipment | 132,248 | 0 | 132,248 |
| Tools & Shop Equipment | 43,517 | 1,206 | 42,311 |
| Power Operating Equipment | 88,915 | 0 | 88,915 |
| Communication Equipment | 17,744 | 0 | 17,744 |
| Miscellaneous Equipment | 5,220 | 0 | 5,220 |
| Other Tangible Property | 8,682 | (10) | 8,692 |
| Total Gross Utility Plant | <u>3,817,452</u> | <u>267,629</u> | <u>3,549,823</u> |
| Accumulated Depreciation | <u>1,605,505</u> | <u>127,135</u> | <u>1,478,370</u> |
| Net Utility Plant | <u>\$2,211,947</u> | <u>\$140,494</u> | <u>\$2,071,453</u> |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

COMPARATIVE OPERATING INCOME STATEMENTS

| DESCRIPTION | YEAR ENDED | | |
|------------------------------|------------------|------------------|------------------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| Operating Revenues: | | | |
| Gas Sales | \$4,635,685 | \$4,408,940 | \$3,519,607 |
| Other Operating Revenues | 34,906 | 41,713 | 51,230 |
| Total Operating Revenues | <u>4,670,591</u> | <u>4,450,653</u> | <u>3,570,837</u> |
| Operating Expenses: | | | |
| Purchased Gas Cost | 1,406,683 | 1,465,237 | 897,362 |
| Operating Wages & Expense | 119,197 | 124,165 | 74,263 |
| Maintenance Wages & Expense | 103,161 | 78,333 | 46,064 |
| Customer Accounting | 116,456 | 102,035 | 90,899 |
| Customer Service | 33,232 | 21,722 | 4,275 |
| Sales Promotion | 53,750 | 26,348 | 22,719 |
| Administrative & General | 665,995 | 409,998 | 243,131 |
| Depreciation | 498,072 | 403,734 | 383,926 |
| Property Taxes | 212,052 | 198,712 | 220,298 |
| Other Taxes | 6,606 | 13,362 | 4,232 |
| Corporate Expense Allocation | 26,276 | 154,745 | 298,286 |
| Income Taxes | 510,130 | 593,231 | 446,991 |
| Total Operating Expenses | <u>3,751,610</u> | <u>3,591,622</u> | <u>2,732,446</u> |
| Operating Income | <u>\$918,981</u> | <u>\$859,031</u> | <u>\$838,391</u> |

BLACK MOUNTAIN GAS DIVISION OF NSP
PAGE OPERATION
Test Year Ended December 31, 1999

COMPARATIVE OPERATING INCOME STATEMENTS

| DESCRIPTION | YEAR ENDED | | |
|------------------------------|------------------|------------------|------------------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| Operating Revenues: | | | |
| Gas Sales (1) | \$1,203,848 | \$1,532,826 | \$1,792,874 |
| Other Operating Revenues | 1,822 | 0 | 0 |
| Total Operating Revenues | <u>1,205,670</u> | <u>1,532,826</u> | <u>1,792,874</u> |
| Operating Expenses: | | | |
| Purchased Gas Cost | 581,163 | 484,870 | 610,379 |
| Operating Wages & Expense | 29,812 | 42,770 | 24,347 |
| Maintenance Wages & Expense | 46,023 | 41,917 | 35,848 |
| Customer Accounting | 53,048 | 64,559 | 74,706 |
| Customer Service | 18,938 | 4,050 | 1,459 |
| Sales Promotion | 19,346 | 18,886 | 16,703 |
| Administrative & General | 264,929 | 164,412 | 146,438 |
| Depreciation | 127,134 | 119,484 | 117,275 |
| Property Taxes | 17,238 | 18,032 | 24,480 |
| Other Taxes | 1,002 | 588 | 2,702 |
| Corporate Expense Allocation | 7,153 | 55,697 | 138,276 |
| Income Taxes | 14,237 | 211,417 | 208,741 |
| Total Operating Expenses | <u>1,180,023</u> | <u>1,226,682</u> | <u>1,401,354</u> |
| Operating Income | <u>\$25,647</u> | <u>\$306,144</u> | <u>\$391,520</u> |

Note:

(1) Includes Revenue Refund Accrual of \$537,931

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

OPERATING STATISTICS

| DESCRIPTION | YEAR ENDED | | |
|------------------------------|-------------|-------------|-------------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| CAVE CREEK OPERATION: | | | |
| Year End Customers: | | | |
| Residential | 5,653 | 4,951 | 4,586 |
| Commercial | 199 | 178 | 157 |
| Average Customers: | | | |
| Residential | 5,302 | 4,769 | 4,224 |
| Commercial | 199 | 168 | 150 |
| Therms Sold: | | | |
| Residential | 3,762,863 | 3,575,976 | 2,929,310 |
| Commercial | 1,197,326 | 1,257,549 | 1,155,775 |
| Revenues: (1) | | | |
| Residential | \$3,619,265 | \$3,419,645 | \$2,875,364 |
| Commercial | \$1,007,444 | \$989,295 | \$904,637 |
| Revenues Per Avg. Customer: | | | |
| Residential | \$683 | \$717 | \$681 |
| Commercial | \$5,063 | \$5,906 | \$6,031 |
| PAGE OPERATION: | | | |
| Year End Customers: | | | |
| Residential | 1,113 | 1,157 | 1,183 |
| Commercial | 193 | 178 | 171 |
| Average Customers: | | | |
| Residential | 1,135 | 1,170 | 1,158 |
| Commercial | 186 | 175 | 165 |
| Therms Sold: | | | |
| Residential | 422,977 | 460,595 | 448,082 |
| Commercial | 734,753 | 765,916 | 751,660 |
| Revenues: (1) | | | |
| Residential | \$571,658 | \$616,603 | \$599,338 |
| Commercial | \$1,033,399 | \$1,074,392 | \$1,054,171 |
| Revenues Per Avg. Customer: | | | |
| Residential | \$504 | \$527 | \$518 |
| Commercial | \$5,571 | \$6,157 | \$6,389 |

Note:

(1) Excluding Revenue Adjustments for PGA

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

TAXES CHARGED TO OPERATIONS

| DESCRIPTION | YEAR ENDED | | |
|------------------------------------|------------|-----------|-----------|
| | 12-31-99 | 12-31-98 | 12-31-97 |
| CAVE CREEK OPERATION: | | | |
| Property Taxes | \$212,052 | \$198,712 | \$220,298 |
| FICA Taxes | 56,718 | 46,074 | 29,456 |
| State & Federal Unemployment Taxes | 1,878 | 2,192 | 1,355 |
| Income Taxes | 510,130 | 570,355 | 446,991 |
| PAGE OPERATION: | | | |
| Property Taxes | \$17,238 | \$18,031 | \$24,480 |
| FICA Taxes | 21,629 | 19,079 | 16,077 |
| State & Federal Unemployment Taxes | 701 | 1,649 | 1,355 |
| Income Taxes | 14,237 | 205,419 | 208,741 |

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

NOTES TO FINANCIAL STATEMENTS

A. AUDITS:

The financial statements of Black Mountain Gas are audited in conjunction with the audit of Northern State Power Company.

B. ACCOUNTING METHODS:

The accrual accounting method is used by Black Mountain Gas.

C. DEPRECIATION RATES:

Straight-line depreciation rates vary by plant account. The composite rate is approximately 3.4%

D. ALLOWANCE FOR FUNDS USED DURING CONSTRUCTION (AFUDC) :

AFUDC is capitalized pursuant to a 1994 order of the ACC.

F

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

PROJECTED INCOME STATEMENTS - PRESENT AND PROPOSED RATES

| DESCRIPTION | TEST YEAR 12-31-99 | PROJECTED YEAR AT | |
|-----------------------------------|-----------------------|-------------------|-------------------|
| | | PRESENT RATES | PROPOSED RATES |
| | | 12-31-00 | 12-31-00 |
| Operating Revenues: | | | |
| Gas Sales | \$5,839,533 | \$6,117,674 | \$6,441,987 |
| Other Operating Revenues | 36,728 | 38,728 | 47,728 |
| Total Operating Revenues | 5,876,261 | 6,156,402 | 6,489,715 |
| Operating Expenses: | | | |
| Purchased Gas Cost | 1,987,846 | 2,072,247 | 2,072,247 |
| Operating Wages & Expense | 149,009 | 157,950 | 157,950 |
| Maintenance Wages & Expense | 149,184 | 158,135 | 158,135 |
| Customer Accounting | 169,504 | 179,674 | 179,674 |
| Customer Service | 52,170 | 55,300 | 55,300 |
| Sales Promotion | 73,096 | 77,482 | 77,482 |
| Administrative & General | 930,924 | 986,779 | 986,779 |
| Depreciation | 625,206 | 755,206 | 755,206 |
| Property Taxes | 229,290 | 254,290 | 279,290 |
| Other Taxes | 7,608 | 7,608 | 7,608 |
| Corporate Expenses | 33,429 | 33,429 | 33,429 |
| Income Taxes | 524,367 | 504,089 | 637,980 |
| Total Operating Expenses | 4,931,633 | 5,242,189 | 5,401,080 |
| Utility Operating Income | 944,628 | 914,213 | 1,088,635 |
| Other Operations: | | | |
| Revenues | 738,042 | 782,325 | 782,325 |
| Cost of Sales | (376,268) | (398,844) | (398,844) |
| Revenues, Less Cost of Sales | 361,774 | 383,480 | 383,480 |
| Other Expenses | (302,486) | (320,635) | (320,635) |
| Income Taxes | (31,862) | (33,774) | (33,774) |
| Total Other Operating Income | 27,426 | 29,072 | 29,072 |
| Other Income: | | | |
| AFUDC - Equity | 92,280 | 100,000 | 100,000 |
| Income Taxes | (33,333) | (40,000) | (40,000) |
| Total Other Income | 58,947 | 60,000 | 60,000 |
| Interest Income (Expense): | | | |
| Interest Income | 71,166 | 75,000 | 75,000 |
| Interest on Customer Deposits | (7,044) | (9,000) | (9,000) |
| Interest Expense | (206,387) | (240,000) | (240,000) |
| Total Interest Expense | (142,265) | (174,000) | (174,000) |
| Net Income | \$888,736 | \$829,284 | \$1,003,706 |

BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999

PROJECTED STATEMENTS OF CASH FLOWS - PRESENT AND PROPOSED RATES

| DESCRIPTION | TEST YEAR 12-31-99 | PROJECTED YEAR AT | |
|--|-----------------------|------------------------------|-------------------------------|
| | | PRESENT RATES 12-31-00 | PROPOSED RATES 12-31-00 |
| Cash Flows From Operations: | | | |
| Net Income | \$888,736 | \$829,284 | \$1,003,706 |
| Non-Cash Adjustments | 557,314 | 570,000 | 570,000 |
| | <u>1,446,050</u> | <u>1,399,284</u> | <u>1,573,706</u> |
| Change in Current Assets & Liabilities | 871,504 | 655,206 | 655,206 |
| Other Cash Changes | 686,510 | 70,000 | 70,000 |
| Cash Expenditures - Plant | (3,539,872) | (\$2,150,975) | (\$2,150,975) |
| Financing Activities - Net | (191,157) | 200,000 | 200,000 |
| Net Increase (Decrease) in Cash | (726,965) | 173,515 | 347,937 |
| Beginning Cash | 1,146,008 | 419,043 | 419,043 |
| Ending Cash | <u>\$419,043</u> | <u>\$592,558</u> | <u>\$766,980</u> |

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

PROJECTED CONSTRUCTION REQUIREMENTS

| DESCRIPTION | ACTUAL 12-31-99 | PROJECTED | | |
|------------------------------|--------------------|--------------------|--------------------|--------------------|
| | | 2000 | 2001 | 2002 |
| CAVE CREEK OPERATION: | | | | |
| Distribution Mains | \$1,475,488 | \$1,499,351 | \$1,830,847 | \$1,848,718 |
| Distribution Services | 329,135 | 48,000 | 55,000 | 59,000 |
| Meters & Meter Installations | 141,357 | 335,476 | 380,000 | 390,000 |
| Structures & Improvements | 0 | 102,764 | 120,000 | 128,000 |
| Office Furniture & Equipment | 364,557 | 12,000 | 18,000 | 24,000 |
| Transportation Equipment | 10,925 | 0 | 0 | 0 |
| Tools & Shop Equipment | 15,658 | 50,400 | 55,000 | 60,000 |
| Other Plant Additions | 873,744 | 0 | 0 | 0 |
| Total | \$3,210,864 | \$2,047,991 | \$2,458,847 | \$2,509,718 |
| PAGE OPERATION: | | | | |
| Storage | \$0 | 0 | \$0 | \$0 |
| Distribution Mains | 66,790 | \$41,641 | 65,493 | 66,500 |
| Distribution Services | 13,104 | 15,742 | 25,000 | 25,500 |
| Meters & Meter Installations | 105,288 | 31,387 | 48,000 | 48,500 |
| Structures & Improvements | 0 | 0 | 0 | 0 |
| Office Furniture & Equipment | 73,902 | 5,175 | 9,000 | 9,024 |
| Transportation Equipment | 0 | 0 | 0 | 0 |
| Tools & Shop Equipment | 1,206 | 9,039 | 15,000 | 15,500 |
| Other Plant Additions | 5,649 | 0 | 0 | 0 |
| Total | \$265,939 | \$102,984 | \$162,493 | \$165,024 |
| TOTAL DIVISION | \$3,476,803 | \$2,150,975 | \$2,621,340 | \$2,674,742 |

**BLACK MOUNTAIN GAS DIVISION OF NSP
TOTAL DIVISION
Test Year Ended December 31, 1999**

KEY ASSUMPTIONS SUPPORTING THE DEVELOPMENT OF PROJECTIONS

DESCRIPTION

PROJECTED INCOME STATEMENTS & STATEMENTS OF CASH FLOWS - PRESENT RATES:

Projected income statements and statements of cash flows at present rates are based on the following key assumptions:

- Increase in gas sales: Cave Creek - 6%; Page - 0%
- Increase in purchased gas cost: Cave Creek - 6%; Page - 0%
- Increase in other operating & maintenance expenses: 6% for total Division
- Increase in depreciation: \$130,000 for total Division
- Increase in property taxes: \$25,000 for total Division

PROJECTED INCOME STATEMENTS & STATEMENTS OF CASH FLOWS - PROPOSED RATES:

Projected income statements and statements of cash flows at proposed rates are based on projections at present rates adjusted for the proposed revenue increase for the Cave Creek Operation of 6.60%.

G

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
COST OF SERVICE SUMMARY - PRESENT RATES
TEST YEAR ENDED DECEMBER 31, 1999

| <u>DESCRIPTION</u> | <u>TOTAL</u> | <u>RESIDENTIAL</u> | <u>COMMERCIAL</u> |
|------------------------------------|---------------------|--------------------|--------------------|
| Operating Revenues | \$4,993,411 | \$3,972,960 | \$1,020,451 |
| Operating Expenses: | | | |
| Purchased Gas | \$1,460,198 | \$1,127,260 | \$332,938 |
| Distribution Expense - Operation | 171,748 | 137,259 | 34,489 |
| Distribution Expense - Maintenance | 103,161 | 82,951 | 20,210 |
| Customer Accounts Expense | 148,824 | 144,280 | 4,544 |
| Customer Service | 33,232 | 32,217 | 1,015 |
| Sales Promotion | 101,410 | 78,288 | 23,122 |
| Administrative & General | 766,341 | 648,072 | 118,269 |
| Depreciation | 581,110 | 477,803 | 103,307 |
| Property Taxes | 212,052 | 174,354 | 37,698 |
| Other Taxes | 6,606 | 5,587 | 1,019 |
| Corporate Expense Allocation | 26,276 | 22,221 | 4,055 |
| Income Taxes | 510,887 | 385,319 | 125,568 |
| Total Operating Expenses | <u>\$4,121,845</u> | <u>\$3,315,611</u> | <u>\$806,234</u> |
| Operating Income | <u>\$871,566</u> | <u>\$657,349</u> | <u>\$214,217</u> |
| Rate Base | <u>\$11,100,500</u> | <u>\$9,111,219</u> | <u>\$1,989,281</u> |
| % Return - Present Rates | 7.85% | 7.21% | 10.77% |
| Return Index | 1.00 | 0.92 | 1.37 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
COST OF SERVICE SUMMARY - PROPOSED RATES
TEST YEAR ENDED DECEMBER 31, 1999

| DESCRIPTION | TOTAL | RESIDENTIAL | COMMERCIAL |
|------------------------------------|--------------|-------------|-------------|
| Operating Revenues | \$5,319,589 | \$4,253,473 | \$1,066,116 |
| Operating Expenses: | | | |
| Purchased Gas | \$1,460,198 | \$1,127,260 | \$332,938 |
| Distribution Expense - Operation | 171,748 | 137,259 | 34,489 |
| Distribution Expense - Maintenance | 103,161 | 82,951 | 20,210 |
| Customer Accounts Expense | 148,824 | 144,280 | 4,544 |
| Customer Service | 33,232 | 32,217 | 1,015 |
| Sales Promotion | 101,410 | 78,288 | 23,122 |
| Administrative & General | 766,341 | 648,072 | 118,269 |
| Depreciation | 581,110 | 477,803 | 103,307 |
| Property Taxes | 212,052 | 174,354 | 37,698 |
| Other Taxes | 6,606 | 5,587 | 1,019 |
| Corporate Expense Allocation | 26,276 | 22,221 | 4,055 |
| Income Taxes | 642,011 | 498,085 | 143,925 |
| Total Operating Expenses | \$4,252,969 | \$3,428,377 | \$824,592 |
| Operating Income | \$1,066,620 | \$825,096 | \$241,525 |
| Rate Base | \$11,100,500 | \$9,111,219 | \$1,989,281 |
| % Return - Proposed Rates | 9.61% | 9.06% | 12.14% |
| Return Index | 1.00 | 0.94 | 1.26 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

| UNIT COSTS | CUSTOMER CLASS | | | |
|---|----------------|-------------|-------------|------------|
| ===== | ===== | ===== | ===== | ===== |
| DESCRIPTION | FACTOR | TOTAL | RESIDENTIAL | COMMERCIAL |
| ===== | ===== | ===== | ===== | ===== |
| UNIT COSTS - PRESENT RATES: | | | | |
| DEMAND: | | | | |
| Amount | | \$2,148,308 | \$1,716,906 | \$431,402 |
| Bills | | 69,985 | 67,848 | 2,137 |
| Therms | | 5,224,909 | 4,033,583 | 1,191,326 |
| Per Bill | | \$30.70 | \$25.31 | \$201.87 |
| Per Therm | | \$0.41 | \$0.43 | \$0.36 |
| COMMODITY: | | | | |
| Amount | | \$1,836,439 | \$1,417,715 | \$418,725 |
| Per Therm | | \$0.35 | \$0.35 | \$0.35 |
| CUSTOMER: | | | | |
| Amount | | \$971,049 | \$899,419 | \$71,630 |
| Per Bill | | \$13.88 | \$13.26 | \$33.52 |
| UNIT COSTS - PROPOSED RATES: | | | | |
| DEMAND: | | | | |
| Amount | | \$2,389,374 | \$1,909,564 | \$479,810 |
| Per Bill | | \$34.14 | \$28.14 | \$224.53 |
| Per Therm | | \$0.46 | \$0.47 | \$0.40 |
| COMMODITY: | | | | |
| Amount | | \$1,836,439 | \$1,417,715 | \$418,725 |
| Per Therm | | \$0.35 | \$0.35 | \$0.35 |
| CUSTOMER: | | | | |
| Amount | | \$1,047,744 | \$967,557 | \$80,187 |
| Per Bill | | \$14.97 | \$14.26 | \$37.52 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

| ALLOCATION OF RATE BASE | CUSTOMER CLASS | | | |
|----------------------------------|----------------|--------------|--------------|-------------|
| DESCRIPTION | FACTOR | TOTAL | RESIDENTIAL | COMMERCIAL |
| GROSS PLANT IN SERVICE: | | | | |
| Demand | D-1 | \$11,861,343 | 9,479,467 | 2,381,877 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 2,558,960 | 2,444,400 | 114,561 |
| Customer - Meters | C-2 | 940,681 | 640,857 | 299,825 |
| Customer - Meter Installations | C-3 | 475,496 | 456,427 | 19,069 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$15,836,481 | \$13,021,150 | \$2,815,331 |
| ACCUMULATED DEPRECIATION: | | | | |
| Demand | D-1 | \$2,329,498 | 1,861,711 | 467,786 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 502,565 | 480,066 | 22,499 |
| Customer - Meters | C-2 | 184,744 | 125,860 | 58,884 |
| Customer - Meter Installations | C-3 | 93,385 | 89,640 | 3,745 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$3,110,191 | \$2,557,277 | \$552,914 |
| NET PLANT IN SERVICE | | 12,726,290 | 10,463,873 | 2,262,417 |
| M & S INVENTORIES: | | | | |
| Demand | D-1 | \$162,057 | 129,514 | 32,543 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$162,057 | \$129,514 | \$32,543 |
| CWIP: | | | | |
| Demand | D-1 | \$211,241 | 168,822 | 42,419 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 45,573 | 43,533 | 2,040 |
| Customer - Meters | C-2 | 16,753 | 11,413 | 5,340 |
| Customer - Meter Installations | C-3 | 8,468 | 8,129 | 340 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$282,035 | \$231,896 | \$50,139 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

| ALLOCATION OF RATE BASE | | CUSTOMER CLASS | | |
|--------------------------------|--------|----------------------|----------------------|--------------------|
| DESCRIPTION | FACTOR | TOTAL | RESIDENTIAL | COMMERCIAL |
| NEW BUILDING: | | | | |
| Demand | D-1 | \$147,551 | 117,921 | 29,630 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 31,833 | 30,407 | 1,425 |
| Customer - Meters | C-2 | 11,702 | 7,972 | 3,730 |
| Customer - Meter Installations | C-3 | 5,915 | 5,678 | 237 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$197,000 | \$161,978 | \$35,022 |
| CIAC & AIAC: | | | | |
| Demand | D-1 | (\$1,127,376) | (900,988) | (226,388) |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | (243,220) | (232,331) | (10,889) |
| Customer - Meters | C-2 | (89,408) | (60,911) | (28,497) |
| Customer - Meter Installations | C-3 | (45,194) | (43,382) | (1,812) |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | (\$1,505,198) | (\$1,237,611) | (\$267,587) |
| CUSTOMER DEPOSITS: | | | | |
| Demand | D-1 | \$0 | 0 | 0 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | (82,563) | (80,042) | (2,521) |
| Total | | (\$82,563) | (\$80,042) | (\$2,521) |
| DEFERRED INCOME TAXES: | | | | |
| Demand | D-1 | (\$508,654) | (406,511) | (102,143) |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | (109,737) | (104,824) | (4,913) |
| Customer - Meters | C-2 | (40,340) | (27,482) | (12,857) |
| Customer - Meter Installations | C-3 | (20,391) | (19,573) | (818) |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | (\$679,121) | (\$558,390) | (\$120,731) |
| TOTAL RATE BASE | | \$11,100,500 | \$9,111,219 | \$1,989,281 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

| ALLOC. OF INCOME STATEMENT | | CUSTOMER CLASS | | |
|--|--------|--------------------|--------------------|--------------------|
| DESCRIPTION | FACTOR | TOTAL | RESIDENTIAL | COMMERCIAL |
| REVENUES: | | | | |
| Gas Sales - Base Rates | | \$4,887,369 | \$3,879,925 | \$1,007,444 |
| PGA | CM-1 | 49,472 | 38,192 | 11,280 |
| Service Charges & Other Revenues | C-4 | 56,570 | 54,843 | 1,727 |
| Total Revenues | | \$4,993,411 | \$3,972,960 | \$1,020,451 |
| OPERATING EXPENSES: | | | | |
| Purchased Gas | CM-1 | \$1,460,198 | \$1,127,260 | \$332,938 |
| Distribution Expense - Operation: | | | | |
| Demand | D-1 | \$171,748 | 137,259 | 34,489 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$171,748 | \$137,259 | \$34,489 |
| Distribution Expense - Maintenance: | | | | |
| Demand | D-1 | \$99,917 | 79,853 | 20,064 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 3,241 | 3,096 | 145 |
| Customer - Meters | C-2 | 3 | 2 | 1 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$103,161 | \$82,951 | \$20,210 |
| Customer Accounting: | | | | |
| Demand | D-1 | \$0 | 0 | 0 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 148,824 | 144,280 | 4,544 |
| Total | | \$148,824 | \$144,280 | \$4,544 |
| Customer Service: | | | | |
| Demand | D-1 | \$0 | 0 | 0 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 33,232 | 32,217 | 1,015 |
| Total | | \$33,232 | \$32,217 | \$1,015 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

| ALLOC. OF INCOME STATEMENT | | | CUSTOMER CLASS | |
|--------------------------------------|--------|------------------|------------------|------------------|
| DESCRIPTION | FACTOR | TOTAL | RESIDENTIAL | COMMERCIAL |
| Sales Promotion: | | | | |
| Demand | D-1 | \$0 | 0 | 0 |
| Commodity | CM-1 | 101,410 | 78,288 | 23,122 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$101,410 | \$78,288 | \$23,122 |
| Administrative & General: | | | | |
| Demand | D-1 | \$251,530 | 201,020 | 50,510 |
| Commodity | CM-1 | 263,524 | 203,438 | 60,086 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 251,287 | 243,614 | 7,673 |
| Total | | \$766,341 | \$648,072 | \$118,269 |
| Depreciation: | | | | |
| Demand | D-1 | \$435,245 | 347,843 | 87,402 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 93,899 | 89,696 | 4,204 |
| Customer - Meters | C-2 | 34,518 | 23,516 | 11,002 |
| Customer - Meter Installations | C-3 | 17,448 | 16,748 | 700 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$581,110 | \$477,803 | \$103,307 |
| Property Taxes: | | | | |
| Demand | D-1 | \$158,825 | 126,931 | 31,894 |
| Commodity | CM-1 | 0 | 0 | 0 |
| Customer - Services | C-1 | 34,265 | 32,731 | 1,534 |
| Customer - Meters | C-2 | 12,596 | 8,581 | 4,015 |
| Customer - Meter Installations | C-3 | 6,367 | 6,112 | 255 |
| Customer - Customer Accounts | C-4 | 0 | 0 | 0 |
| Total | | \$212,052 | \$174,354 | \$37,698 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

| ALLOC. OF INCOME STATEMENT | | CUSTOMER CLASS | | |
|--|--------|--------------------|--------------------|------------------|
| DESCRIPTION | FACTOR | TOTAL | RESIDENTIAL | COMMERCIAL |
| Other Taxes: | | | | |
| Demand | D-1 | \$2,168 | 1,733 | 435 |
| Commodity | CM-1 | 2,272 | 1,754 | 518 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 2,166 | 2,100 | 66 |
| Total | | \$6,606 | \$5,587 | \$1,019 |
| Corporate Allocation: | | | | |
| Demand | D-1 | \$8,624 | 6,893 | 1,732 |
| Commodity | CM-1 | 9,036 | 6,975 | 2,060 |
| Customer - Services | C-1 | 0 | 0 | 0 |
| Customer - Meters | C-2 | 0 | 0 | 0 |
| Customer - Meter Installations | C-3 | 0 | 0 | 0 |
| Customer - Customer Accounts | C-4 | 8,616 | 8,353 | 263 |
| Total | | \$26,276 | \$22,221 | \$4,055 |
| Total Operation Expenses Ex. Inc. Tx. | | \$3,610,958 | \$2,930,291 | \$680,667 |
| Operating Income Ex. Inc. Tx. | | 1,382,453 | 1,042,668 | 339,785 |
| Percent | | 100.00% | 75.42% | 24.58% |
| Income Taxes - Present Rates | | 510,887 | 385,319 | 125,568 |
| Operating Income - Present Rates | | 871,566 | 657,349 | 214,217 |
| Revenue Requirement | | 5,319,589 | 4,253,473 | 1,066,116 |
| Revenue Increase | | 326,178 | 280,513 | 45,665 |
| Percent Increase | | 6.67% | 7.23% | 4.53% |
| Increase in Income Taxes | | 131,124 | 112,766 | 18,357 |
| Increase in Operating Income | | 195,054 | 167,747 | 27,308 |
| Adjusted Operating Income | | 1,066,620 | 825,096 | 241,525 |
| Return on Rate Base | | 9.61% | 9.06% | 12.14% |
| Return Index | | 1.00 | 0.94 | 1.26 |
| Revenues - Proposed Rates | | 5,319,589 | 4,253,473 | 1,066,116 |
| Income Taxes - Proposed Rates | | 642,011 | 498,085 | 143,925 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

FUNCT. OF RATE BASE COMPONENTS

| DESCRIPTION | FACTOR | TOTAL | DEMAND | COMMOD. | SERVICES | METERS | MTR. INST. | CUST. |
|--------------------------------------|--------|---------------------|---------------------|--------------|--------------------|------------------|------------------|--------------|
| Gross Utility Plant In Service: | | | | | | | | |
| Intangibles: | | | | | | | | |
| Organization | | \$628,562 | | | | | | |
| AFUDC - Debt | | 21,932 | | | | | | |
| AFUDC Equity | | 554,217 | | | | | | |
| Franchises & Consents | | 286,863 | | | | | | |
| Misc. Intangible Plant | | 5,833 | | | | | | |
| Total Intangibles | F-1 | \$1,497,407 | 1,497,407 | | | | | 0 |
| Distribution Plant: | | | | | | | | |
| Distribution Land & Land Rights | F-3 | \$5,903 | 5,903 | | | | | |
| Dist. Structures & Improvements | F-3 | 0 | 0 | | | | | |
| Distribution Mains | F-3 | 8,660,801 | 8,660,801 | | | | | |
| Distribution Measuring & Reg | F-3 | 189,903 | 189,903 | | | | | |
| Distribution Services | F-4 | 2,254,729 | | | 2,254,729 | | | |
| Meters | F-5 | 808,720 | | | | 808,720 | | |
| Meter Installations | F-6 | 363,128 | | | | | 363,128 | |
| House Regulators | F-5 | 19,154 | | | | 19,154 | | |
| House Regulators Installations | F-6 | 55,837 | | | | | 55,837 | |
| Industrial Meas. & Reg | F-5 | 971 | | | | 971 | | |
| Dist. Property On Cust. Premises | F-3 | 245 | 245 | | | | | 0 |
| Other Distribution Equipment | F-3 | 3,874 | 3,874 | | | | | 0 |
| Interest Capitalized + Pro Forma | F-3 | 93,032 | 93,032 | | | | | 0 |
| Total Distribution Plant | | \$12,456,297 | \$8,953,758 | \$0 | \$2,254,729 | \$828,845 | \$418,965 | \$0 |
| Total Plant Excluding General | | \$13,953,704 | \$10,451,165 | \$0 | \$2,254,729 | \$828,845 | \$418,965 | \$0 |
| Percent | F-8 | 100.00% | 74.90% | 0.00% | 16.16% | 5.94% | 3.00% | 0.00% |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

FUNCT. OF RATE BASE COMPONENTS

| DESCRIPTION | FACTOR | TOTAL | DEMAND | COMMOD. | SERVICES | METERS | MTR. INST. | CUST. |
|---------------------------------------|------------|---------------------|---------------------|------------|--------------------|------------------|------------------|-----------------|
| General Plant: | | | | | | | | |
| General Land & Land Rights | | \$502,044 | | | | | | |
| General Structures & Improvements | | 217,547 | | | | | | |
| Office Furniture & Equipment | | 578,893 | | | | | | |
| Transportation Equipment | | 314,030 | | | | | | |
| Tools & Shop Equipment | | 128,483 | | | | | | |
| Power Operating Equipment | | 23,116 | | | | | | |
| Communication Equipment | | 40,578 | | | | | | |
| Miscellaneous Equipment | | 10,026 | | | | | | |
| Other Tangible Property | | 68,060 | | | | | | |
| Total General Plant | F-8 | \$1,882,777 | \$1,410,178 | \$0 | \$304,231 | \$111,836 | \$56,531 | \$0 |
| Total Utility Plant In Service | | \$15,836,481 | \$11,861,343 | \$0 | \$2,558,960 | \$940,681 | \$475,496 | \$0 |
| Percent | F-8 | 100.00% | 74.90% | 0.00% | 16.16% | 5.94% | 3.00% | 0.00% |
| Accumulated Depreciation | F-8 | 3,110,191 | 2,329,498 | 0 | 502,565 | 184,744 | 93,385 | 0 |
| Net Utility Plant In Service | | \$12,726,290 | \$9,531,846 | \$0 | \$2,056,396 | \$755,937 | \$382,111 | \$0 |
| CWIP | F-8 | \$282,035 | \$211,241 | \$0 | \$45,573 | \$16,753 | \$8,468 | \$0 |
| M & S Inventories | F-3 | \$162,057 | \$162,057 | | | | | |
| CIAC & AIAC | F-8 | \$1,505,198 | \$1,127,376 | \$0 | \$243,220 | \$89,408 | \$45,194 | \$0 |
| Customer Deposits | F-7 | \$82,563 | | | | | | \$82,563 |
| Deferred Income Taxes | F-8 | \$679,121 | \$508,654 | \$0 | \$109,737 | \$40,340 | \$20,391 | \$0 |
| New Building | F-8 | \$197,000 | \$147,551 | \$0 | \$31,833 | \$11,702 | \$5,915 | \$0 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

FUNCT. OF OPERATING EXPENSES

| DESCRIPTION | FACTOR | TOTAL | DEMAND | COMMOD. | SERVICES | METERS | MTR. INST. | CUST. |
|--------------------------------------|--------|----------------|----------------|----------------|--------------|----------|------------|----------------|
| Purchased Gas Cost | F-2 | 1,460,198 | | 1,460,198 | | | | |
| Operations: | | | | | | | | |
| Operating Supervision & Labor | F-3 | 159,134 | 159,134 | | | | | 0 |
| Vaporizer Expenses | F-1 | 0 | 0 | | | | | 0 |
| Mains & Services Expenses | F-3 | 11,060 | 11,060 | | | | | 0 |
| Other Operating Expenses | F-3 | 1,554 | 1,554 | | | | | 0 |
| Total Operations Expense | | 171,748 | 171,748 | 0 | 0 | 0 | 0 | 0 |
| Maintenance: | | | | | | | | |
| Maint. Supervision & Eng. | F-3 | 50,730 | 50,730 | | | | | 0 |
| Maint. of Structures & Imp. | F-3 | 13,711 | 13,711 | | | | | 0 |
| Maint. of Mains | F-3 | 7,405 | 7,405 | | | | | 0 |
| Maint. of Vaporizer | F-1 | 44 | 44 | | | | | 0 |
| Maint. of Measuring Equip. | F-3 | 0 | 0 | | | | | 0 |
| Maint. of Services | F-4 | 3,241 | | | 3,241 | | | 0 |
| Maint. of Meters & Regulators | F-5 | 3 | | | | 3 | | 0 |
| Maint. of Other Equip. | F-3 | 28,027 | 28,027 | | | | | 0 |
| Total Maintenance Expense | | 103,161 | 99,917 | 0 | 3,241 | 3 | 0 | 0 |
| Customer Accounting: | | | | | | | | |
| Customer Accounting Payroll | | 130,171 | | | | | | |
| Customer Records Expense | | 5,449 | | | | | | |
| Uncollectible Accounts | | (371) | | | | | | |
| Misc. Cust. Acct. Expenses | | 13,575 | | | | | | |
| Total Customer Acct. Expense | F-7 | 148,824 | | | | | | 148,824 |
| Customer Service: | | | | | | | | |
| Customer Service Expense | F-7 | 33,232 | | | | | | 33,232 |
| Sales Promotion Expense: | | | | | | | | |
| Promotion Payroll | | 56,943 | | | | | | |
| Advertising Expenses | | 41,252 | | | | | | |
| Misc. Sales Expenses | | 3,215 | | | | | | |
| Total Sales Promotion Expense | F-2 | 101,410 | | 101,410 | | | | |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

FUNCT. OF OPERATING EXPENSES

| DESCRIPTION | FACTOR | TOTAL | DEMAND | COMMOD. | SERVICES | METERS | MTR. INST. | CUST. |
|--|------------|------------------|------------------|------------------|----------------|---------------|---------------|----------------|
| Administrative & General Expenses: | | | | | | | | |
| Admin. & General Salaries | | 207,453 | | | | | | |
| Office Supplies & Expense | | 17,761 | | | | | | |
| Professional Services | | 184,977 | | | | | | |
| Property & Liability Insurance | | 24,855 | | | | | | |
| Employee Benefits | | 123,582 | | | | | | |
| Other Administrative Supplies | | 4,292 | | | | | | |
| General Advertising | | 225 | | | | | | |
| Misc. Admin & General | | 79,044 | | | | | | |
| Rent Expense | | 29,811 | | | | | | |
| Maint. of General Plant | | 2 | | | | | | |
| Telephone Expense | | 29,362 | | | | | | |
| Other Utilities Expense | | 7,206 | | | | | | |
| Transportation Expense | | 21,266 | | | | | | |
| Travel & Entertainment | | 9,932 | | | | | | |
| Business Meals | | 5,903 | | | | | | |
| Taxes & Licenses | | 0 | | | | | | |
| Postage Expense | | 20,670 | | | | | | |
| Total Administrative & General Exp. | F-9 | 766,341 | 251,530 | 263,524 | 0 | 0 | 0 | 251,287 |
| Depreciation | F-8 | 581,110 | 435,245 | 0 | 93,899 | 34,518 | 17,448 | 0 |
| Property Taxes | F-8 | 212,052 | 158,825 | 0 | 34,265 | 12,596 | 6,367 | 0 |
| Other Taxes | F-9 | 6,606 | 2,168 | 2,272 | 0 | 0 | 0 | 2,166 |
| Corporate Exp. Allocation | F-9 | 26,276 | 8,624 | 9,036 | 0 | 0 | 0 | 8,616 |
| Total Operating Exp. Ex. Inc. Taxes | | 3,610,958 | 1,128,057 | 1,836,439 | 131,405 | 47,117 | 23,815 | 444,125 |
| Functionalization of S & W: | | | | | | | | |
| Operations | F-1/F-3 | 159,134 | 79,567 | 79,567 | | | | 0 |
| Maintenance | F-3 | 50,730 | 50,730 | | | | | 0 |
| Customer Accounting | F-7 | 130,171 | | | | | | 130,171 |
| Sales Promotion | F-2 | 56,943 | | 56,943 | | | | |
| Total | | 396,978 | 130,297 | 136,510 | 0 | 0 | 0 | 130,171 |
| Percent | F-9 | 100.00% | 32.82% | 34.39% | 0.00% | 0.00% | 0.00% | 32.79% |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
TEST YEAR ENDED DECEMBER 31, 1999

| FUNCT. FACTOR | DESCRIPTION | TOTAL | DEMAND | COMMOD. | WEIGHTED SERVICES | WEIGHTED METERS | WEIGHTED MTR. INSTA | CUST. |
|---------------|---------------------|---------|---------|---------|-------------------|-----------------|---------------------|---------|
| F-1 | Demand | 100.00% | 100.00% | | | | | |
| F-2 | Commodity | 100.00% | | 100.00% | | | | |
| F-3 | Distribution Mains | 100.00% | 100.00% | | | | | |
| F-4 | Services | 100.00% | | | 100.00% | | | |
| F-5 | Meters & Regulators | 100.00% | | | | 100.00% | | |
| F-6 | Meter Installations | 100.00% | | | | | 100.00% | |
| F-7 | Customer Accounts | 100.00% | | | | | | 100.00% |

| DERIVED UNCT. FCTRS | DESCRIPTION | TOTAL | DEMAND | COMMOD. | WEIGHTED SERVICES | WEIGHTED METERS | WEIGHTED MTR. INSTA | CUST. |
|---------------------|------------------------|---------|--------|---------|-------------------|-----------------|---------------------|--------|
| F-8 | Gross Plant in Service | 100.00% | 74.90% | 0.00% | 16.16% | 5.94% | 3.00% | 0.00% |
| F-9 | Salaries & Wages | 100.00% | 32.82% | 34.39% | 0.00% | 0.00% | 0.00% | 32.79% |

| CLASS ALLOC. FACTORS | DESCRIPTION | TOTAL | CUSTOMER CLASS | |
|----------------------|---------------------|----------|----------------|---------|
| | | | RESID. | COMM. |
| D-1 | Winter Peak Demand | 100.000% | 79.919% | 20.081% |
| CM-1 | Commodity | 100.000% | 77.199% | 22.801% |
| C-1 | Services | 100.000% | 95.523% | 4.477% |
| C-2 | Meters & Regulators | 100.000% | 68.127% | 31.873% |
| C-3 | Meter Installations | 100.000% | 95.990% | 4.010% |
| C-4 | Customer Accounts | 100.000% | 96.946% | 3.054% |

H

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

SUMMARY OF REVENUES AT PRESENT AND PROPOSED RATES

| DESCRIPTION | REVENUES IN THE TEST YEAR | | INCREASE | |
|--------------------------|---------------------------|--------------------|------------------|--------------|
| | PRESENT (1) | PROPOSED | AMOUNT | PERCENT |
| Residential Gas Sales | \$3,879,925 | \$4,152,518 | \$272,593 | 7.03% |
| Commercial Gas Sales | 1,007,444 | 1,052,859 | 45,415 | 4.51% |
| Total Gas Sales | 4,887,369 | 5,205,377 | 318,008 | 6.51% |
| Other Operating Revenues | 56,570 | 64,740 | 8,170 | 14.44% |
| Total Gas Revenues | <u>\$4,943,939</u> | <u>\$5,270,117</u> | <u>\$326,178</u> | <u>6.60%</u> |

NOTE:

(1) Including Revenue Pro Forma Adjustments But Excluding PGA Revenues

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

PROPOSED CHANGES IN GAS RATES

| DESCRIPTION | PRESENT RATE | PROPOSED RATE |
|--------------------------|-----------------|------------------|
| RESIDENTIAL: | | |
| Standard Rate: | | |
| Monthly Service Charge | \$5.50 | \$6.00 |
| Commodity Rate Per Therm | \$0.8702 | \$0.9294 |
| Gas Air Conditioning: | | |
| Monthly Service Charge | \$5.50 | \$6.00 |
| Commodity Rate Per Therm | \$0.3500 | \$0.3605 |
| CNG: | | |
| Monthly Service Charge | No Current Rt. | \$6.00 |
| Commodity Rate Per Therm | No Current Rt. | \$0.4000 |
| COMMERCIAL: | | |
| Standard Rate: | | |
| Monthly Service Charge | \$10.00 | \$15.00 |
| Commodity Rate Per Therm | \$0.8702 | \$0.9008 |
| Resort: | | |
| Monthly Service Charge | \$22.95 | \$30.00 |
| Commodity Rate Per Therm | \$0.8702 | \$0.9008 |
| Co-Gen: | | |
| Monthly Service Charge | \$10.00 | \$30.00 |
| Commodity Rate Per Therm | \$0.3260 | \$0.3300 |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

PROPOSED CHANGES IN OTHER RATES & CHARGES

| DESCRIPTION | PRESENT RATE | PROPOSED RATE |
|---|------------------|---------------|
| Establishment of Service | \$15.00 | \$20.00 |
| Re-Establishment of Service Within 12 Months: Monthly Minimum Times Months Disconnected (ACC R14-2-403) | | No Change |
| Re-Connection of Service: | | |
| Regular Hours | \$25.00 | \$30.00 |
| After Hours | \$25.00 | \$45.00 |
| Service Calls - Per Hour: | | |
| Regular Hours | \$25.00 | \$30.00 |
| After Hours | \$25.00 | \$45.00 |
| Meter Re-read Charge (If Correct) | \$25.00 | No Change |
| Meter Test Fee - Per Hour (If Correct) | \$12.50 | \$25.00 |
| NSF Check Charge | \$10.00 | \$15.00 |
| Late Charge | 1 1/2% Per Month | No Change |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

TYPICAL BILL ANALYSIS

| DESCRIPTION | THERM USAGE | BILL AT: (1) | | PERCENT INCREASE |
|----------------|----------------|------------------|-------------------|---------------------|
| | | PRESENT RATES | PROPOSED RATES | |
| RESIDENTIAL: | | | | |
| | 5 | \$9.85 | \$10.65 | 8.08% |
| | 10 | 14.20 | 15.29 | 7.69% |
| | 15 | 18.55 | 19.94 | 7.48% |
| | 20 | 22.90 | 24.59 | 7.35% |
| | 30 | 31.61 | 33.88 | 7.20% |
| | 40 | 40.31 | 43.18 | 7.12% |
| | 50 | 49.01 | 52.47 | 7.06% |
| | 60 | 57.71 | 61.76 | 7.02% |
| | 70 | 66.41 | 71.06 | 6.99% |
| | 80 | 75.12 | 80.35 | 6.97% |
| Average Bill | 59 | \$56.84 | \$60.83 | 7.02% |
| GAS AIR COND.: | | | | |
| | 10 | \$9.00 | \$9.61 | 6.72% |
| | 50 | 23.00 | 24.03 | 4.46% |
| | 100 | 40.50 | 42.05 | 3.83% |
| | 200 | 75.50 | 78.10 | 3.44% |
| | 300 | 110.50 | 114.15 | 3.30% |
| | 400 | 145.50 | 150.20 | 3.23% |
| | 500 | 180.50 | 186.25 | 3.19% |
| | 750 | 268.00 | 276.38 | 3.13% |
| | 1,000 | 355.50 | 366.50 | 3.09% |
| | 1,500 | 530.50 | 546.75 | 3.06% |
| Average Bill | 523 | \$188.55 | \$194.54 | 3.18% |

NOTES:

(1) Excluding Revenue Taxes & PGA

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

TYPICAL BILL ANALYSIS

| DESCRIPTION | THERM USAGE | BILL AT: (1) | | PERCENT INCREASE |
|--------------|----------------|------------------|-------------------|---------------------|
| | | PRESENT RATES | PROPOSED RATES | |
| COMMERCIAL: | | | | |
| | 10 | \$18.70 | \$24.01 | 28.37% |
| | 50 | 53.51 | 60.04 | 12.20% |
| | 100 | 97.02 | 105.08 | 8.31% |
| | 200 | 184.04 | 195.16 | 6.04% |
| | 300 | 271.06 | 285.24 | 5.23% |
| | 400 | 358.08 | 375.32 | 4.81% |
| | 500 | 445.10 | 465.40 | 4.56% |
| | 750 | 662.65 | 690.60 | 4.22% |
| | 1,000 | 880.20 | 915.80 | 4.04% |
| | 1,500 | 1,315.30 | 1,366.20 | 3.87% |
| Average Bill | 437 | \$390.28 | \$408.65 | 4.71% |
| RESORT: | | | | |
| | 10 | \$31.65 | \$39.01 | 23.24% |
| | 50 | 66.46 | 75.04 | 12.91% |
| | 100 | 109.97 | 120.08 | 9.19% |
| | 200 | 196.99 | 210.16 | 6.69% |
| | 300 | 284.01 | 300.24 | 5.71% |
| | 400 | 371.03 | 390.32 | 5.20% |
| | 500 | 458.05 | 480.40 | 4.88% |
| | 750 | 675.60 | 705.60 | 4.44% |
| | 1,000 | 893.15 | 930.80 | 4.22% |
| | 1,500 | 1,328.25 | 1,381.20 | 3.99% |
| Average Bill | 991 | \$885.32 | \$922.69 | 4.22% |

NOTES:
(1) Excluding Revenue Taxes & PGA

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

TYPICAL BILL ANALYSIS

| DESCRIPTION | THERM USAGE | BILL AT: (1) | | PERCENT INCREASE |
|--------------|----------------|------------------|-------------------|---------------------|
| | | PRESENT RATES | PROPOSED RATES | |
| CO-GEN: | | | | |
| | 100 | \$42.60 | \$63.00 | 47.89% |
| | 500 | 173.00 | 195.00 | 12.72% |
| | 1,000 | 336.00 | 360.00 | 7.14% |
| | 2,000 | 662.00 | 690.00 | 4.23% |
| | 3,000 | 988.00 | 1,020.00 | 3.24% |
| | 4,000 | 1,314.00 | 1,350.00 | 2.74% |
| | 5,000 | 1,640.00 | 1,680.00 | 2.44% |
| | 6,000 | 1,966.00 | 2,010.00 | 2.24% |
| | 7,000 | 2,292.00 | 2,340.00 | 2.09% |
| | 8,000 | 2,618.00 | 2,670.00 | 1.99% |
| Average Bill | 4,174 | \$1,370.72 | \$1,407.42 | 2.68% |

NOTES:

(1) Excluding Revenue Taxes & PGA

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

BILL COUNT

| DESCRIPTION | BLOCK | | | | CUMULATIVE | | | |
|------------------|---------------|----------------|------------------|----------------|------------|---------|-----------|---------|
| | BILLS | PERCENT | THERMS | PERCENT | BILLS | PERCENT | THERMS | PERCENT |
| RESIDENTIAL: (1) | | | | | | | | |
| No Usage | 3,296 | 5.21% | 0 | 0.00% | 3,296 | 5.21% | 0 | 0.00% |
| 0-5 | 4,459 | 7.05% | 15,642 | 0.42% | 7,755 | 12.26% | 15,642 | 0.42% |
| 5-10 | 9,677 | 15.29% | 70,513 | 1.88% | 17,432 | 27.55% | 86,155 | 2.29% |
| 10-20 | 11,961 | 18.90% | 175,246 | 4.67% | 29,393 | 46.45% | 261,401 | 6.96% |
| 20-30 | 6,106 | 9.65% | 153,386 | 4.08% | 35,499 | 56.10% | 414,787 | 11.04% |
| 30-40 | 4,270 | 6.75% | 153,097 | 4.08% | 39,769 | 62.85% | 567,884 | 15.12% |
| 40-50 | 3,514 | 5.55% | 162,585 | 4.33% | 43,283 | 68.40% | 730,469 | 19.44% |
| 50-75 | 6,269 | 9.91% | 401,129 | 10.68% | 49,552 | 78.31% | 1,131,598 | 30.12% |
| 75-100 | 4,428 | 7.00% | 398,992 | 10.62% | 53,980 | 85.31% | 1,530,590 | 40.74% |
| 100-200 | 6,389 | 10.10% | 971,955 | 25.87% | 60,369 | 95.41% | 2,502,545 | 66.62% |
| 200-300 | 1,499 | 2.37% | 383,177 | 10.20% | 61,868 | 97.77% | 2,885,722 | 76.82% |
| 300-400 | 574 | 0.91% | 206,321 | 5.49% | 62,442 | 98.68% | 3,092,043 | 82.31% |
| 400-500 | 301 | 0.48% | 139,249 | 3.71% | 62,743 | 99.16% | 3,231,292 | 86.02% |
| Over 500 | 533 | 0.84% | 525,299 | 13.98% | 63,276 | 100.00% | 3,756,591 | 100.00% |
| Total | <u>63,276</u> | <u>100.00%</u> | <u>3,756,591</u> | <u>100.00%</u> | | | | |
| GAS AIR COND: | | | | | | | | |
| No Usage | 0 | 0.00% | 0 | 0.00% | 0 | 0.00% | 0 | 0.00% |
| 0-100 | 2 | 16.67% | 3 | 0.05% | 2 | 16.67% | 3 | 0.05% |
| 100-200 | 3 | 25.00% | 496 | 7.91% | 5 | 41.67% | 499 | 7.96% |
| 200-300 | 1 | 8.33% | 273 | 4.35% | 6 | 50.00% | 772 | 12.31% |
| 300-400 | 1 | 8.33% | 378 | 6.03% | 7 | 58.33% | 1,150 | 18.34% |
| 400-500 | 0 | 0.00% | 522 | 8.32% | 7 | 58.33% | 1,672 | 26.66% |
| 500-1,000 | 2 | 16.67% | 736 | 11.73% | 9 | 75.00% | 2,408 | 38.39% |
| Over 1,000 | 3 | 25.00% | 3,864 | 61.61% | 12 | 100.00% | 6,272 | 100.00% |
| Total | <u>12</u> | <u>100.00%</u> | <u>6,272</u> | <u>100.00%</u> | | | | |

NOTE:

(1) Excluding Year-End Customer Pro Forma Adjustment of 4,560 Bills

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

BILL COUNT

| DESCRIPTION | BLOCK | | | | CUMULATIVE | | | |
|--------------------|--------------|----------------|----------------|----------------|------------|---------|---------|---------|
| | BILLS | PERCENT | THERMS | PERCENT | BILLS | PERCENT | THERMS | PERCENT |
| COMMERCIAL: | | | | | | | | |
| No Usage | 268 | 14.79% | 0 | 0.00% | 268 | 14.79% | 0 | 0.00% |
| 0-5 | 79 | 4.36% | 248 | 0.03% | 347 | 19.15% | 248 | 0.03% |
| 5-10 | 121 | 6.68% | 867 | 0.11% | 468 | 25.83% | 1,115 | 0.14% |
| 10-20 | 159 | 8.77% | 2,212 | 0.28% | 627 | 34.60% | 3,327 | 0.42% |
| 20-30 | 63 | 3.48% | 1,538 | 0.19% | 690 | 38.08% | 4,865 | 0.61% |
| 30-40 | 55 | 3.04% | 1,932 | 0.24% | 745 | 41.11% | 6,797 | 0.86% |
| 40-50 | 31 | 1.71% | 1,393 | 0.18% | 776 | 42.83% | 8,190 | 1.03% |
| 50-100 | 191 | 10.54% | 14,136 | 1.78% | 967 | 53.37% | 22,326 | 2.82% |
| 100-200 | 204 | 11.26% | 29,790 | 3.76% | 1,171 | 64.62% | 52,116 | 6.57% |
| 200-300 | 97 | 5.35% | 24,367 | 3.07% | 1,268 | 69.98% | 76,483 | 9.65% |
| 300-400 | 76 | 4.19% | 26,492 | 3.34% | 1,344 | 74.17% | 102,975 | 12.99% |
| 400-500 | 51 | 2.81% | 23,030 | 2.91% | 1,395 | 76.99% | 126,005 | 15.89% |
| 500-1,000 | 214 | 11.81% | 150,920 | 19.04% | 1,609 | 88.80% | 276,925 | 34.93% |
| 1,000-2,000 | 111 | 6.13% | 156,820 | 19.78% | 1,720 | 94.92% | 433,745 | 54.71% |
| Over 2,000 | 92 | 5.08% | 358,997 | 45.29% | 1,812 | 100.00% | 792,742 | 100.00% |
| Total | <u>1,812</u> | <u>100.00%</u> | <u>792,742</u> | <u>100.00%</u> | | | | |
| CO-GEN: | | | | | | | | |
| 0-100 | 7 | 29.17% | 35 | 0.03% | 7 | 29.17% | 35 | 0.03% |
| 0-1,000 | 2 | 8.33% | 900 | 0.90% | 9 | 37.50% | 935 | 0.93% |
| 1,000 - 5,000 | 4 | 16.67% | 16,501 | 16.47% | 13 | 54.17% | 17,436 | 17.41% |
| Over 5,000 | 11 | 45.83% | 82,740 | 82.59% | 24 | 100.00% | 100,176 | 100.00% |
| Total | <u>24</u> | <u>100.00%</u> | <u>100,176</u> | <u>100.00%</u> | | | | |

BLACK MOUNTAIN GAS DIVISION OF NSP
CAVE CREEK OPERATION
Test Year Ended December 31, 1999

BILL COUNT

| DESCRIPTION | BLOCK | | | | CUMULATIVE | | | |
|-------------|-------|---------|---------|---------|------------|---------|---------|---------|
| | BILLS | PERCENT | THERMS | PERCENT | BILLS | PERCENT | THERMS | PERCENT |
| RESORT: | | | | | | | | |
| No Usage | 14 | 4.65% | 0 | 0.00% | 14 | 4.65% | 0 | 0.00% |
| 0-5 | 8 | 2.66% | 18 | 0.01% | 22 | 7.31% | 18 | 0.01% |
| 5-10 | 6 | 1.99% | 48 | 0.02% | 28 | 9.30% | 66 | 0.02% |
| 10-20 | 1 | 0.33% | 15 | 0.01% | 29 | 9.63% | 81 | 0.03% |
| 20-30 | 0 | 0.00% | 0 | 0.00% | 29 | 9.63% | 81 | 0.03% |
| 30-40 | 0 | 0.00% | 0 | 0.00% | 29 | 9.63% | 81 | 0.03% |
| 40-50 | 0 | 0.00% | 0 | 0.00% | 29 | 9.63% | 81 | 0.03% |
| 50-100 | 23 | 7.64% | 1,859 | 0.62% | 52 | 17.28% | 1,940 | 0.65% |
| 100-200 | 87 | 28.90% | 12,887 | 4.32% | 139 | 46.18% | 14,827 | 4.97% |
| 200-300 | 60 | 19.93% | 14,495 | 4.86% | 199 | 66.11% | 29,322 | 9.83% |
| 300-400 | 21 | 6.98% | 7,284 | 2.44% | 220 | 73.09% | 36,606 | 12.27% |
| 400-500 | 7 | 2.33% | 3,196 | 1.07% | 227 | 75.42% | 39,802 | 13.34% |
| 500-1,000 | 17 | 5.65% | 11,478 | 3.85% | 244 | 81.06% | 51,280 | 17.18% |
| 1,000-2,000 | 11 | 3.65% | 16,743 | 5.61% | 255 | 84.72% | 68,023 | 22.80% |
| 2,000-3,000 | 10 | 3.32% | 25,328 | 8.49% | 265 | 88.04% | 93,351 | 31.28% |
| 3,000-4,000 | 15 | 4.98% | 52,170 | 17.48% | 280 | 93.02% | 145,521 | 48.77% |
| 4,000-5,000 | 3 | 1.00% | 13,324 | 4.47% | 283 | 94.02% | 158,845 | 53.23% |
| Over 5,000 | 18 | 5.98% | 139,563 | 46.77% | 301 | 100.00% | 298,408 | 100.00% |
| Total | 301 | 100.00% | 298,408 | 100.00% | | | | |

BEFORE THE ARIZONA CORPORATION COMMISSION

IN THE MATTER OF THE APPLICATION OF
BLACK MOUNTAIN GAS, A DIVISION OF
NORTHERN STATES POWER COMPANY, A
MINNESOTA CORPORATION, TO DETERMINE
ITS EARNINGS FOR RATEMAKING
PURPOSES, TO FIX A JUST AND
REASONABLE RATE OF RETURN THEREON
AND TO APPROVE RATE SCHEDULES
DESIGNED TO DEVELOP SUCH RETURN FOR
ITS CAVE CREEK DIVISION.

DOCKET NO.

AFFIDAVIT OF JAMES H. WILLSON

STATE OF ARIZONA)

COUNTY OF MARICOPA)

James H. Willson, of lawful age being first duly sworn, deposes and states:

1. My name is James H. Willson. I am General Manager and Chief Executive Officer of Black Mountain Gas, located in Cave Creek, Arizona.
2. Attached hereto and made a part hereof for all purposes is my prefiled direct testimony consisting of pages 1 through 4.
2. I hereby swear and affirm that my answers contained in the attached testimony to the questions therein propounded are true and correct to the best of my knowledge and belief.

James H. Willson
James H. Willson

SUBSCRIBED AND SWORN to before me this 27th day of April, 2000.

Noni Chettle
NOTARY PUBLIC

My Commission Expires:

12-30-2002



A

DIRECT
TESTIMONY
OF
JAMES
H.
WILSON

**Black Mountain Gas
Gas Utility - Arizona**

**Docket No.
JHW-1, Schedule 1**

**JAMES H. WILLSON
General Manager & Chief Executive Officer**

CURRENT RESPONSIBILITIES (1991 - Present)

1998 – Present General Manager and Chief Executive Officer, Black Mountain Gas

PREVIOUS EMPLOYMENT

1991 – 1998 Director Operations - Gas Utility, NSP (MN)
1990 - 1991 Director, Gas Supply & Marketing - NSP (MN)
1986 - 1990 General Manager, Gas Utility - NSP (WI)
1982 - 1986 Manager, Consumer Service - NSP (WI)
1981 - 1982 Asst. Manager, Consumer Service - NSP (WI)
1972 - 1981 Various Industrial Sales Positions - NSP (WI)
1969 - 1972 Engineering Estimator, Woodward Electric Contracting Co.
1964 - 1969 Sales Engineer - NSP (WI)

EDUCATION

Bachelor of Science, Industrial Electronics (1964)
University of South Dakota

PROFESSIONAL ACTIVITIES

American Gas Association, Distribution & Construction Committee

INDUSTRY ORGANIZATIONS

American Gas Association, Midwest Gas Association

Gas Utility Policy
Mr. James H. Willson
Black Mountain Gas
Docket No. G-XXXX-xx
Page 1

1. Q. Please state your name, position at Black Mountain Gas, and business address.

A. I am James H. Willson. My title is General Manager and Chief Executive Officer of Black Mountain Gas (BMG). I am responsible for the operation of Black Mountain Gas (BMG). Schedule 1 contains a resume of my professional and educational background. My office is located at 6021 East Cave Creek Road, Cave Creek Arizona, 85331.

2. Q. What is the purpose of your testimony?

A. On July 16, 1998, the Arizona Corporation Commission (ACC) in Decision No. 61009 approved the sale of its assets and transfer of BMG's Certificate of Convenience and Necessity to Northern States Power Company (NSP). That Decision also required BMG to file a Rate Application and a Fuel Adjuster Application for BMG's Cave Creek Operation within 18 months of the effective date of the Decision. BMG has requested and received an extension on the 18 month filing requirement until May 1, 2000. The Decision also requested information on gas procurement activities. This filing is in compliance with those requirements.

3. Q. What other witnesses will present testimony for BMG?

A. Mr. Dan L. Neidlinger, Neidlinger & Associates, Ltd., will support the Revenue Requirements and Rate Design for the rate application.

4. Q. Are you also filing an application to change the Fuel Adjuster for the Cave Creek Division?

A. No. BMG filed on August 13, 1998 a request to change its Gas Fuel Adjuster. On October 30, 1998, in Decision No. 61224, the ACC approved BMG's request

to recover \$409,263 in its under-collected bank balance effective with billings after October 31, 1998 and over a three-year period.

5. Q. What is the overall result of the rate application to the customers of Cave Creek?

A. BMG is proposing to increase rates to the Cave Creek Operation by approximately \$326,000 or 6.60%. BMG is proposing to increase residential customer bills on average by approximately 7.0%, and commercial customers by approximately 4.5%. Mr. Neidlinger discusses the revenue requirements and rate design proposals in his testimony.

6. Q. Will any new customer classes be developed through this process?

A. Yes. BMG is filing a new Compresses Natural Gas (CNG) rate.

7. Q. Will the proposed rate increase affect customer classes differently?

A. Yes. BMG calculated its class cost allocations and proposed its rate design to fairly apportion costs to each customer class based on cost causation and to address their specific service demands. As discussed by Mr. Neidlinger, through this rate case BMG plans to modify class revenue responsibilities and related rate designs to bring them closer to cost of service, thereby reducing the cross-subsidies inherent in current rates.

8. Q. Please discuss how the merger between Northern States Power Company (NSP) and BMG has impacted gas procurement activities?

A. The merger between NSP and BMG has impacted gas procurement activities in that the gas procurement function is performed by NSP at the direction of BMG. BMG provides NSP volume requirements and NSP solicits bids from various suppliers. NSP provides BMG with supply alternatives and bid solicitation results, and recommends a competitive, least-cost option. NSP commits to the gas purchase at the expressed approval of BMG and administers the contract between BMG and the supplier.

9. Q. What savings has BMG realized as a result of the merger of BMG and NSP?

A. Most of the savings realized to date are in the procurement of goods and services. Examples of these savings are as follows:

| | |
|------------------|----------------------|
| Insurance | 40% reduction |
| Meters | 39% to 43% reduction |
| Regulators | 28% reduction |
| Plastic Pipe | 10% to 12% reduction |
| Service Vehicles | 6% to 8% reduction |

10.Q. Are there any operational changes being planned for BMG?

A. Yes. Because of the growth in the Cave Creek division, BMG purchased the building next door to the existing offices, to be made into the operational and warehouse complex. The building and property was purchased for \$500,000. Remodeling costs are estimated to be \$197,000. The bids are scheduled to be let May 1, 2000, with completion by September 1, 2000.

11 Q. With growth in the BMG service area of 12% to 15% per year, what do you see for future plant additions?

A. The growth in the BMG service area appears to be accelerating at a rapid pace. In 1999, BMG added approximately 925 customers in Cave Creek. This year, BMG has received 18 requests from developers, who are scheduling new construction projects in 2000. These developments have a total of approximately 5000 residential lots. These units are scheduled to be fully developed over a 4-5 year period. The average embedded cost per residential lot for mains is \$1,000 per lot.

There is also a need to reinforce the existing infrastructure to accommodate increased load in the Cave Creek area. In 2000, BMG is spending approximately \$700,000 to reinforce the east end of the service territory (north Scottsdale). Beginning in 2001, BMG will start replacing the feed from the El Paso Transmission system, starting at Carefree Highway and 99th Avenue to the

main regulator located at Carefree Highway and 7th Street. The investment is estimated at \$3,000,000.

12.Q. How does BMG propose to fund these plant additions?

A. BMG is currently researching the various alternatives for short term and long term financing to determine the best plan for the next five years. This plan will be filed with the ACC at a later date.

13.Q. Does this conclude your testimony?

A. Yes, it does.

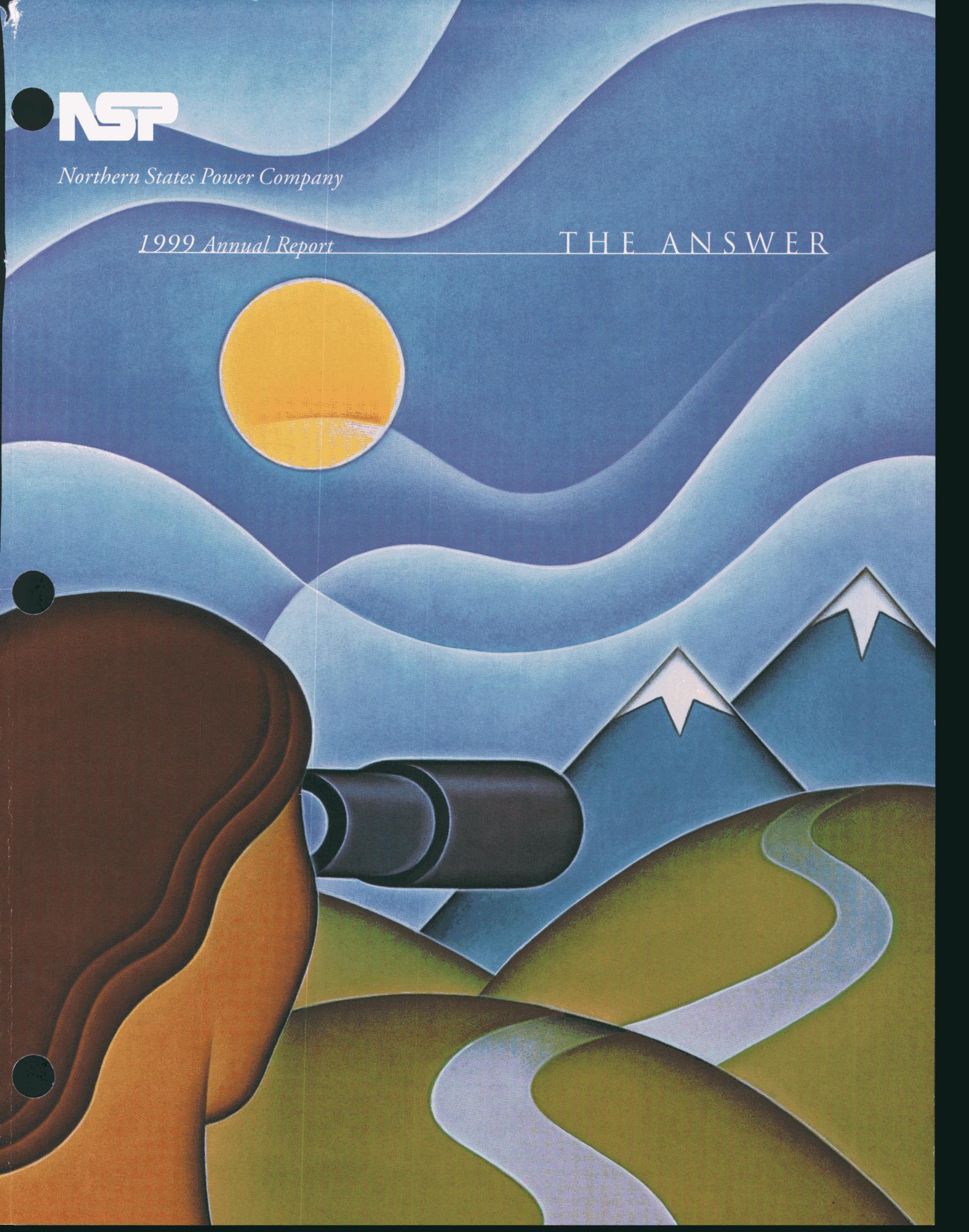
ANNUAL REPORT



Northern States Power Company

1999 Annual Report

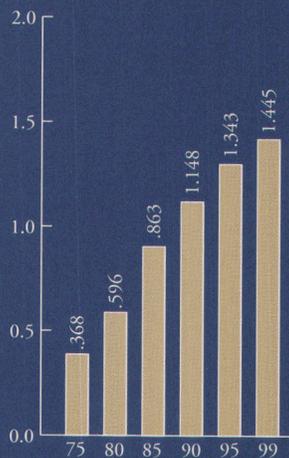
THE ANSWER



On the cover:

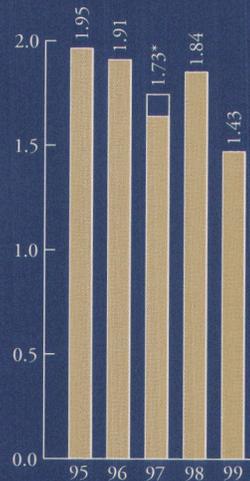
As NSP looks toward a bright future, we are in a strong position to answer the question:
WHY INVEST IN NSP? You'll find THE ANSWER in the pages that follow.

25 YEARS OF
DIVIDEND GROWTH
Dollars per Share



Dividends reflect 2-for-1 stock splits
effective June 5, 1986, and June 1, 1998

NSP EARNINGS
PER SHARE
Dollars per Share



Earnings reflect a 2-for-1 stock
split effective June 1, 1998

* 1997 earnings per share were
\$1.73, excluding Primergy costs,
and \$1.61, including the Primergy
cost write-off.

CONTENTS

| | |
|---|----|
| <i>Letter to Shareholders</i> | 2 |
| <i>Why Invest in NSP?</i> | 5 |
| <i>Management's Discussion and Analysis</i> | 19 |
| <i>Consolidated Financial Statements</i> | 28 |
| <i>Notes to Financial Statements</i> | 34 |

NSP AND ITS MAJOR SUBSIDIARIES

Northern States Power Company (NSP) | NSP is a major U.S. electric and natural gas utility with headquarters in Minneapolis, Minnesota. NSP and its wholly owned subsidiary NSP-Wisconsin operate generation, transmission and distribution facilities providing electricity to about 1.5 million customers in Minnesota, Wisconsin, North Dakota, South Dakota and Michigan. The two companies distribute natural gas to about 500,000 customers in Minnesota, Wisconsin, North Dakota, South Dakota, Michigan and Arizona.

FINANCIAL HIGHLIGHTS

| | <i>Year Ended December 31</i> | | |
|---|-------------------------------|-------------|-----------------|
| | <i>1999</i> | <i>1998</i> | <i>% Change</i> |
| Earnings per common share – diluted | \$1.43 | \$1.84 | (22.3)% |
| Dividends declared per share | \$1.445 | \$1.425 | 1.4% |
| Stock price (<i>close</i>) | \$19.50 | \$27.75 | (29.7)% |
| Return on average common equity | 8.7% | 11.4% | |
| Assets (<i>millions</i>) | \$9 768 | \$7 396 | 32.0% |
| Book value per common share | \$16.42 | \$16.25 | 1.1% |
| Electric and gas customers (<i>thousands</i>) | 1 979 | 1 934 | 2.3% |
| Retail energy sales: | | | |
| Electric (<i>millions of kilowatt hours</i>) | 37 079 | 36 531 | 1.5% |
| Natural gas (<i>billions of cubic feet</i>) | 91.1 | 85.2 | 6.9% |

NRG Energy, Inc. (NRG) | NRG is a global leader in independent power production. The company specializes in the development, construction, operation, maintenance and ownership of power production and cogeneration facilities, thermal energy production and transmission facilities and resource recovery facilities. NRG has a high-quality portfolio of projects in the United States, Europe, Asia-Pacific and Latin America.

Seren Innovations, Inc. | Seren Innovations focuses on broadband, wireless and other communication technologies. Through its AstoundSM brand services, the company offers cable TV, high-speed Internet access and local and long distance telephone services over a new hybrid fiber-optic network.

Viking Gas Transmission Company | Viking Gas Transmission Company operates an interstate natural gas pipeline located in Minnesota, North Dakota and Wisconsin.

DEAR SHAREHOLDERS:



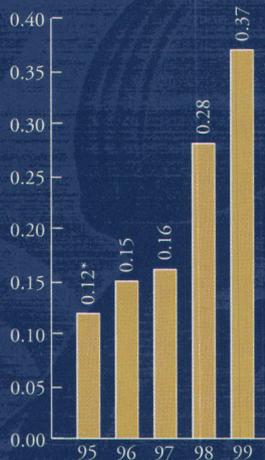
ALTHOUGH WE BEGAN 2000 WITH MANY FACTORS IN OUR FAVOR, we were tremendously disappointed in our 1999 financial results and in the performance of our stock. I'm sure you were too. Our 1999 earnings were \$1.43 per share, compared with \$1.84 per share in 1998. Our stock price declined 29.7 percent from the beginning of 1999 to year-end.

We describe the reasons for our poor earnings and stock performances in the Management's Discussion and Analysis section beginning on page 19. Several one-time events were responsible for the earnings decline, which in turn affected the stock performance. Also significant to the stock price, however, were higher interest rates, which contributed to a 23 percent overall decline among utility stocks in general.

Without going into more detail, I want to say that the reasons for those performances are for the most part behind us. We are in a strong position to get back on track in 2000.

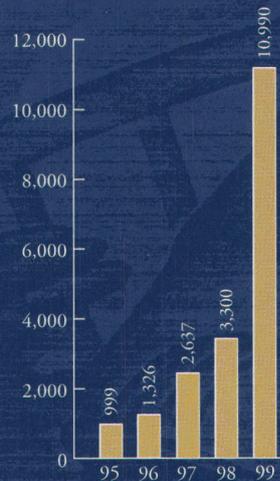
Our merger with New Century Energies (NCE) to form Xcel Energy Inc., for example, is ahead of schedule and could close during the second quarter. The merger will produce \$1.1 billion in net cost savings synergies over 10 years, half of which we expect to retain for shareholders. We are eager to launch this new venture, to say the least. I will serve as Xcel Energy's chairman for a year and NCE's Wayne Brunetti will be Xcel Energy's president and CEO. We also have selected Xcel Energy's senior officers, a top-notch group of

NRG ENERGY
EARNINGS PER SHARE
Dollars per NSP Share



* Excludes one-time, 11-cent gain

NRG ENERGY
OWNED GENERATION
Megawatts



experienced and talented individuals. Our business plans are in place and we are ready to hit the ground running once all the regulatory approvals are secure.

When the merger is complete, we anticipate that Xcel Energy will adopt a dividend payment level equivalent to the current NCE dividend payment level adjusted for the exchange ratio. This would result in a dividend payment from Xcel Energy of \$1.50 per share on an annual basis, a slight dividend increase for NSP shareholders.

From an operations perspective, NSP's utility system is strong, growing and enjoying the hard-earned support of our customers. Our electric and natural gas prices are low and will stay low in the coming competitive environment.

Our NRG Energy subsidiary has grown into the big league of independent power producers worldwide, with 11,000 megawatts of generating assets. Of those assets, 81 percent are in the U.S. Substantial shareholder value has been created in NRG that is not reflected in our stock price. Publicly traded IPPs like NRG enjoy price-earnings ratios of 25 times or more. We will explore ways to unlock that value for you this year. We expect NRG to continue its expansion and to provide a significant increase in earnings in 2000.

Seren Innovations, another NSP subsidiary, is a leader in the broadband communications industry with its proven strategy of selling significantly superior services, including cable

television, high-speed Internet access and local and long distance telephone services. Video-on-demand will become a new service offering this year. While subject to some uncertainties, Seren's five-year plan is to obtain a customer base of approximately 500,000 customers, with an annual revenue stream of \$400 million. The industry has valued companies with similar but inferior services and technology at about \$5,000 per customer.

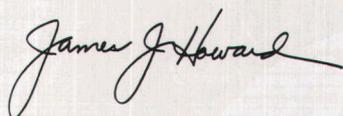
In other news of 1999, we accepted the resignation of NSP board member H. Lyman (Tad) Bretting, president and CEO of C.G. Bretting Manufacturing Company, Inc. Tad resigned in December after serving on the board since March 1990. He had a distinguished tenure on our board, and we thank him for his service.

I'm sorry to tell you that Ed Theisen, retired NSP president, died June 11 of cancer. In his 40 years at NSP, Ed made many lasting contributions to our company. We will remember his honesty, optimism and gentle nature. Along with his family and many friends, we will truly miss him.

As I look ahead, I'm encouraged by several facts. Our growth platforms, including utility operations, NRG and Seren, are strong and in many ways unique. We expect our merger with NCE and the creation of Xcel Energy to provide a strong boost to your value. In fact, the rest of this report provides more reasons why NSP is a good investment.

We are looking forward to an exciting new beginning, and appreciate your trust and continued support.

Sincerely,



James J. Howard
Chairman of the Board
President and Chief Executive Officer
February 1, 2000

WHY INVEST IN NSP?

THAT'S THE QUESTION WE'RE ASKING IN THIS YEAR'S ANNUAL REPORT. And as our cover indicates, we have The Answer. In fact, we've chosen six reasons to invest in NSP. We provide more details in the pages that follow, but here they are at a glance.

1. *Excellence* | NSP is healthy and growing, with strong financial and operating fundamentals.
2. *Businesses* | NSP's nonregulated businesses, including NRG Energy and Seren Innovations, are thriving.
3. *Customers* | NSP has low rates and excellent customer service.
4. *Future* | NSP is ready for the future.
5. *Innovation* | NSP is innovative.
6. *Community* | NSP is committed to the community.



AN HONEST DEDICATION TO EXCELLENCE

DESPITE A SERIES OF ONE-TIME financial setbacks in 1999, NSP continues to grow, thanks to excellent financial and operating fundamentals. The company's service territory is thriving, its cost structure is competitive and its dividend increased for the 25th consecutive year.

NSP's core businesses are growing. In 1999, for example, NSP Gas purchased Natrogas, Inc., which includes 15,000 propane customers and 5,000 natural gas customers. NSP Energy Marketing also grew at a healthy pace, achieving wholesale sales of more than 6 million megawatt-hours of electricity.

Operating excellence is an NSP hallmark that is evident across the company. In 1999, NSP's combustion and hydroelectric plants generated more than 21.6 million megawatt-hours of electricity and held up under trying conditions. During a heat wave in July, for example, those plants operated with a forced outage rate of just 1.9 percent, better than the company's five-year average. NSP's Monticello and Prairie Island nuclear plants safely generated a record 13.3 million megawatt-hours of electricity, surpassing the previous record set in 1995.

The company continues to make careful investments in its generating plants to keep them reliable, efficient and competitive. In

1999, crews at NSP's coal-fired plants overhauled the unit 3 turbine at the Sherco plant and upgraded controls at the High Bridge, Black Dog and Riverside plants. Having benefited from a number of improvements over the years, the High Bridge plant marked its 75th anniversary in August.

In other measures of operating excellence, NSP Gas achieved the lowest costs for new gas service and new gas main in benchmarking comparisons. By working closely with excavators, NSP Gas continues to reduce the incidents of damage to NSP's underground gas lines by excavating crews. NSP Electric met or exceeded all of its reliability performance measures and kept the electric system running during the heat wave with relatively few heat-related outages.

NSP also achieved several notable safety milestones in 1999. In Grand Forks, N.D., employees worked 12 years without a lost work day accident. Viking Gas Transmission received a safety award from the state of Wisconsin recognizing Viking's Chippewa Falls and Osceola districts for working 39 and 32 years, respectively, without a lost work day accident.



THE STRENGTH TO GROW BUSINESSES

NSP HAS BEEN ABLE TO LEVERAGE its excellent operating skills to its nonregulated businesses, which are thriving. The value of these businesses, which is not yet reflected in the company's stock price, is an added benefit for NSP shareholders.

NRG Energy, Inc., an NSP subsidiary that is now the seventh largest independent power producer (IPP) in the world, is the best example of the extra value shareholders receive by investing in NSP. In 1999, NRG purchased a number of power plants, tripling its ownership interests to approximately 11,000 megawatts of generating capacity.

In the Northeast region of the United States, NRG purchased 10 plants in New York, Massachusetts and Connecticut as well as four gas turbine plants. In 2000, NRG plans to purchase four plants and interests in two additional facilities from Conectiv of Wilmington, Del., for \$800 million. These baseload facilities, which total 1,875 megawatts, add to NRG's existing Northeast holdings of more than 4,500 megawatts of generating capacity in the New York Power Pool and almost 2,500 megawatts in the New England Power Pool.

In Louisiana, NRG will purchase Cajun Electric Power Cooperative's 1,700 megawatts of fossil-fueled generation for \$1.026 billion during 2000. In California, NRG is among the top four IPPs, with an interest in almost 2,800 megawatts. With solid footholds on both coasts, NRG is in a strong position to capture profits from emerging wholesale electric markets.

NRG also has a high-quality portfolio of projects in Europe, Australia and Latin America. In 2000, NRG plans to purchase the 665-megawatt, gas-fired Killingholme A power station in North Lincolnshire, England, for approximately \$664 million.

Seren Innovations, Inc., a recognized telecommunications leader in the broadband market, provides high-speed Internet access, cable television and telephone services and soon will offer video-on-demand. The company's use of superior technology and its ability to deliver all services with one connection put it in the enviable position of having customers knocking on its door. In 1999, the company expanded operations from St. Cloud, Minn., to communities in the San Francisco East Bay area and Colorado.

Viking Gas Transmission Co., an NSP subsidiary that owns and operates an interstate natural gas pipeline, completed a 45-mile expansion that will increase capacity by 5 percent. Viking also initiated the Guardian Pipeline project in which the company and two partners plan to construct a gas pipeline to serve growing markets in northern Illinois and southeastern Wisconsin. In 1999, Viking increased its assets by 20 percent and received a favorable ruling from the Federal Energy Regulatory Commission, which allowed a 6 percent increase in revenues.

THE SATISFACTION OF OUR CUSTOMERS

COMPARED WITH OTHER LARGE utilities, NSP is a low-cost producer of electricity, and its natural gas rates are among the nation's lowest. Those rates complement the company's excellent customer service, which NSP recognizes as critical to its future success. If customers are satisfied today, they will be less likely to switch electricity providers when they are given a choice. By several measures, the company ranked high in customer satisfaction in 1999.

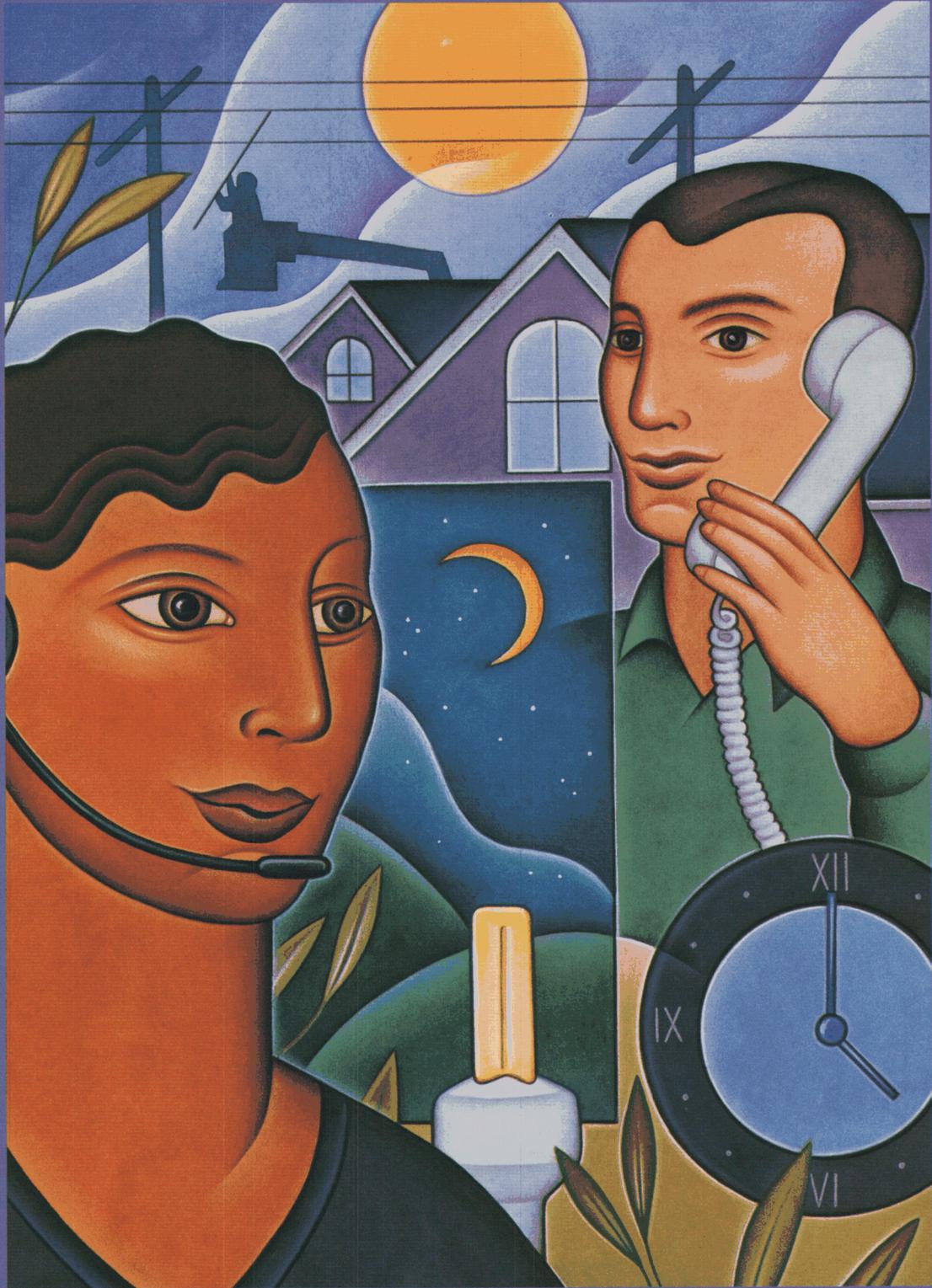
NSP was second in the nation for overall satisfaction among residential customers in a study by J.D. Power and Associates and Navigant Consulting, Inc. The study found that the key determinant of satisfaction in the electric utility industry is a provider's image, including such attributes as reputation, honesty, efforts to become more efficient and the ability to communicate changes. Other determinants of overall satisfaction are price and value, power quality and reliability, billing and the call center.

NSP's own customer satisfaction surveys also yielded strong results in 1999, with 94 percent of electric customers rating their overall satisfaction with NSP as excellent, very good or good. Employees working directly with customers turned in an outstanding performance in all categories, including meter reading, billing, calls answered and credit.

NSP continued several customer service enhancements in 1999, including expanding its automated meter reading system and consolidating its customer call centers into two locations. The company's investment in new technology to improve customer service and reliability proved especially worthwhile during the July heat storm, when NSP's energy management system helped system operators make critical decisions to keep the power flowing. After announcing in June that it was Y2K ready, NSP experienced a seamless transition to the year 2000, reporting no Y2K outages.

NSP Gas implemented new rates that provide customers more choices in how they purchase natural gas from NSP. Advantage Service, NSP's appliance repair service, began selling appliances in 1999 and offering competitive financing. In quarterly surveys, 87 percent of Advantage Service customers rated the company's service as excellent or very good.

Perhaps the most gratifying measure of customer satisfaction comes directly from customer letters, phone calls and e-mails. "I can't compliment them enough," wrote one St. Paul gas customer about the NSP crew who worked through the night in sub-zero temperatures to install a new meter. "They got the problem resolved quickly and without hassle," said a Minnesota electric customer. "They were friendly, courteous and caring."



THE CONFIDENCE TO OWN OUR FUTURE

COMPETITION IN THE RETAIL electric market is increasing as states across the nation allow customers to choose their electricity providers. Although Michigan is the only state in NSP's service territory to mandate competition so far, NSP has taken significant steps to prepare for a full-fledged competitive market. One of the most important efforts is the proposed merger with New Century Energies (NCE), a gas and electric utility in Denver, Colo., to form Xcel Energy Inc.

Operating in 12 states and serving 3 million electric customers and 1.5 million natural gas customers, Xcel Energy will have the size and scope necessary to compete with large national energy companies, and the financial strength and flexibility it needs to grow its regulated and nonregulated businesses. Including its subsidiaries, the new company will do business in at least 40 states and 15 countries. As a result, Xcel Energy will be able to provide shareholders with stronger returns on their investment and long-lasting value.

Customers also will benefit. Today, NSP and NCE customers enjoy competitively priced electricity and natural gas. Xcel Energy will be in a strong position to keep prices competitive through the purchasing efficiencies and other economies of scale it will achieve.

To ensure a smooth transition and to make Xcel Energy a world-class energy company, NSP and NCE employees have reviewed the

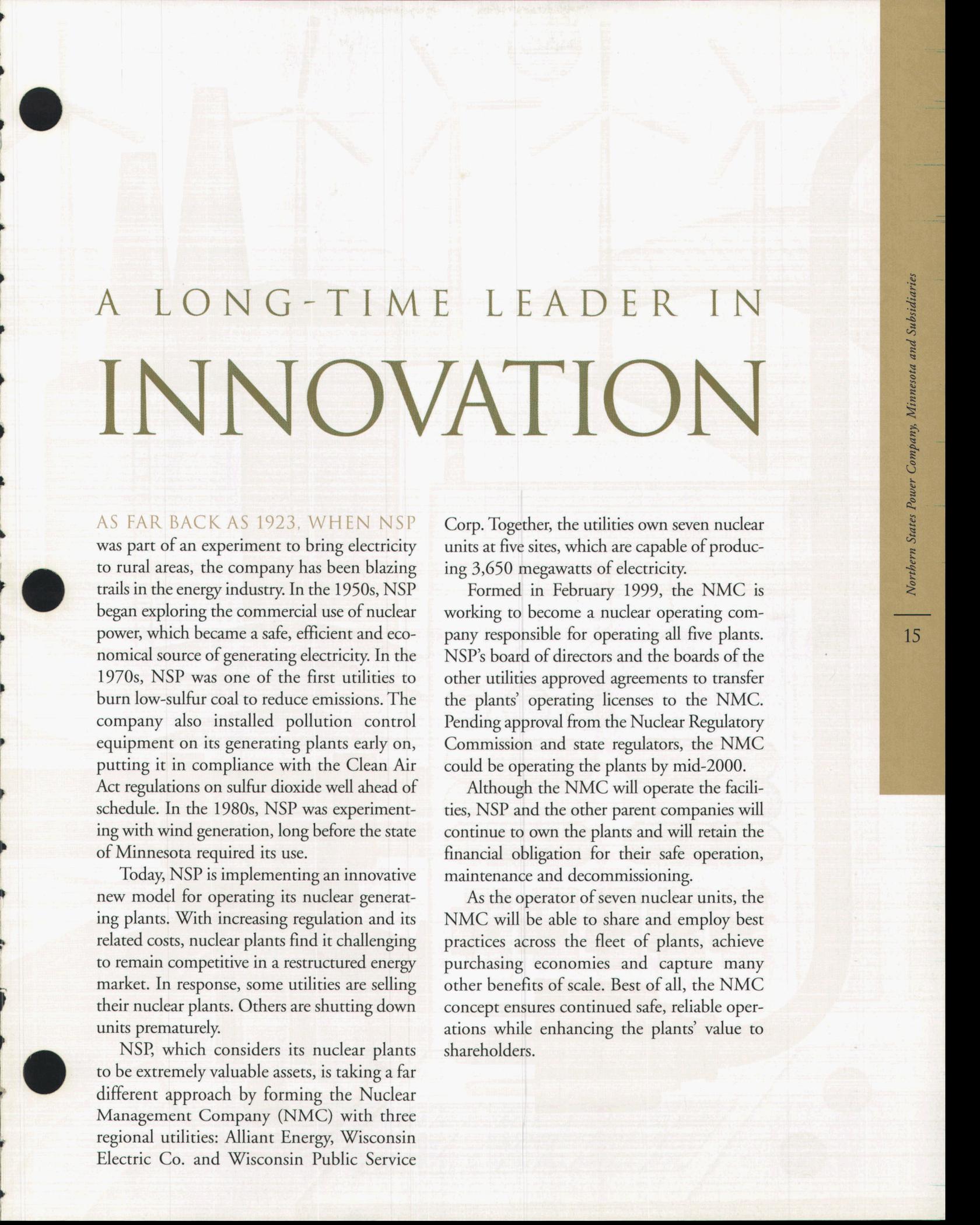
operating procedures of both companies to determine best practices, which Xcel Energy will implement. Xcel Energy will remain committed to environmental stewardship and to the social and economic well-being of the communities it serves.

With headquarters and an operational center in Minneapolis, Minn., Xcel Energy also will maintain operational centers in Eau Claire, Wis., Denver, Colo., and Amarillo, Texas. The company's international presence includes operations in the United Kingdom, central Europe, Australia and South America.

In other efforts to prepare for a competitive energy market, NSP in 1999 agreed to join the Midwest Independent System Operator (ISO), a broad, regional transmission group that will take operational responsibility for the company's transmission assets. NSP believes the Midwest ISO is the most effective means presently available to enhance the competitive market for wholesale electricity.







A LONG-TIME LEADER IN INNOVATION

AS FAR BACK AS 1923, WHEN NSP was part of an experiment to bring electricity to rural areas, the company has been blazing trails in the energy industry. In the 1950s, NSP began exploring the commercial use of nuclear power, which became a safe, efficient and economical source of generating electricity. In the 1970s, NSP was one of the first utilities to burn low-sulfur coal to reduce emissions. The company also installed pollution control equipment on its generating plants early on, putting it in compliance with the Clean Air Act regulations on sulfur dioxide well ahead of schedule. In the 1980s, NSP was experimenting with wind generation, long before the state of Minnesota required its use.

Today, NSP is implementing an innovative new model for operating its nuclear generating plants. With increasing regulation and its related costs, nuclear plants find it challenging to remain competitive in a restructured energy market. In response, some utilities are selling their nuclear plants. Others are shutting down units prematurely.

NSP, which considers its nuclear plants to be extremely valuable assets, is taking a far different approach by forming the Nuclear Management Company (NMC) with three regional utilities: Alliant Energy, Wisconsin Electric Co. and Wisconsin Public Service

Corp. Together, the utilities own seven nuclear units at five sites, which are capable of producing 3,650 megawatts of electricity.

Formed in February 1999, the NMC is working to become a nuclear operating company responsible for operating all five plants. NSP's board of directors and the boards of the other utilities approved agreements to transfer the plants' operating licenses to the NMC. Pending approval from the Nuclear Regulatory Commission and state regulators, the NMC could be operating the plants by mid-2000.

Although the NMC will operate the facilities, NSP and the other parent companies will continue to own the plants and will retain the financial obligation for their safe operation, maintenance and decommissioning.

As the operator of seven nuclear units, the NMC will be able to share and employ best practices across the fleet of plants, achieve purchasing economies and capture many other benefits of scale. Best of all, the NMC concept ensures continued safe, reliable operations while enhancing the plants' value to shareholders.



A SINCERE COMMITMENT TO THE COMMUNITY

CONTRIBUTING TO THE FINANCIAL and social well-being of communities in its service territory is a long-standing NSP commitment that will continue regardless of changes in the industry or the company. NSP's contributions include corporate funding, economic development and environmental efforts, as well as employee and retiree volunteerism.

In November, NSP celebrated its part in the restoration of the peregrine falcon, a bird that was taken off the endangered species list in 1999. Ten years ago, NSP began building nest boxes on the stacks of its power plants, where the peregrines could mate and raise their young. Almost 100 peregrines have hatched at NSP nest boxes.

On the economic development front, NSP encouraged Twin City Die Castings, a St. Paul-based foundry, to select Monticello, Minn., as the site for an expansion that eventually will result in 80 new jobs and an estimated \$500,000 in annual electric revenues. In Wisconsin, the Nestlé Corporation plans to build a new manufacturing plant in Eau Claire that will employ 125–200 people and will generate almost \$1 million in gas and electric sales for NSP. An expansion at Andersen Windows in Menomonie, Wis., will create 250 new jobs and generate approximately \$360,000 in new gas and electric

revenues. In Minot, N.D., ReliaStar opened a new service center, where 600 people now work, and Northwest Airlines announced plans to move its subsidiary MLT Vacations, Inc., to the city.

NSP's volunteerism was rewarded in 1999 when the company received the Judson Bemis Award for raising the most money during the Twin Cities UNCF walk-a-thon. The \$28,000 that NSP walkers collected was the largest contribution by one company in the eight-year history of the walk-a-thon. NSP employees also raised more than \$18,000 in Veterans' Day events that was given to veterans' homes. Other volunteer efforts include tutoring and mentoring students, delivering Meals on Wheels and serving as camp counselors at Camp Sunrise, a camp for urban teenagers that NSP helped establish in 1974.

To ensure the availability of affordable housing in the area, NSP's subsidiary Eloigne Company has an ownership interest in more than 50 housing developments, providing more than 3,300 rental units to eligible tenants. Eloigne is committed to investing in both family and senior housing that spans the social spectrum. In return, Eloigne's investments generate more than \$9 million of tax credits annually, which are passed along to NSP.

FINANCIAL STATISTICS

SELECTED FINANCIAL DATA

(Millions of dollars, except per share data)

| | 1999 | 1998 | 1997 | 1996 | 1995 |
|---|---------|---------|---------|---------|---------|
| Utility operating revenues | \$2 869 | \$2 819 | \$2 734 | \$2 654 | \$2 569 |
| Utility operating expenses | \$2 526 | \$2 455 | \$2 372 | \$2 288 | \$2 223 |
| Net income | \$224 | \$282 | \$237 | \$275 | \$276 |
| Earnings available for common stock | \$219 | \$277 | \$226 | \$262 | \$263 |
| Average number of common shares outstanding (000s) | 153 366 | 150 502 | 140 594 | 137 121 | 134 646 |
| Average number of common and potentially dilutive shares outstanding (000s) | 153 443 | 150 743 | 140 870 | 137 358 | 134 832 |
| Earnings per average common share: | | | | | |
| Basic | \$1.43 | \$1.84 | \$1.61 | \$1.91 | \$1.96 |
| Diluted | \$1.43 | \$1.84 | \$1.61 | \$1.91 | \$1.95 |
| Dividends declared per share | \$1.445 | \$1.425 | \$1.403 | \$1.373 | \$1.343 |
| Total assets | \$9 768 | \$7 396 | \$7 144 | \$6 637 | \$6 229 |
| Long-term debt | \$3 453 | \$1 851 | \$1 879 | \$1 593 | \$1 542 |
| Ratio of earnings to fixed charges | 2.1 | 3.0 | 2.9 | 3.8 | 3.9 |

FINANCIAL STATISTICS

| | 1999 | 1998 | 1997 | 1996 | 1995 |
|--|--------|--------|--------|--------|--------|
| Return on average common equity <i>(a)</i> | 8.7% | 11.4% | 10.2% | 12.5% | 13.4% |
| Dividends as percent of earnings | 101.4% | 77.7% | 89.4% | 71.5% | 68.5% |
| Dividends as percent of book value | 8.9% | 9.0% | 9.1% | 9.3% | 9.5% |
| Utility capital expenditures (millions) | \$462 | \$411 | \$397 | \$387 | \$386 |
| Internally generated utility funds <i>(b)</i> | 80% | 114% | 109% | 81% | 94% |
| Cash dividend coverage | 3.0 | 3.2 | 3.3 | 2.8 | 3.1 |
| AFC as percent of earnings per share | 2.8% | 5.7% | 7.3% | 7.2% | 6.5% |
| Effective tax rate | 22.8% | 27.1% | 29.0% | 34.8% | 35.6% |
| Capitalization: | | | | | |
| Common equity | 34.5% | 47.3% | 46.7% | 46.5% | 48.4% |
| Preferred equity and securities | 4.1% | 5.8% | 7.9% | 5.2% | 5.7% |
| Debt <i>(c)</i> | 61.4% | 46.9% | 45.4% | 48.3% | 45.9% |
| Total | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Accumulated depreciation as a percent of utility plant | 50.3% | 49.2% | 47.6% | 46.0% | 44.2% |
| Depreciation expense as a percent of average depreciable utility plant | 3.83% | 3.77% | 3.78% | 3.68% | 3.64% |

*(a) 13-month average**(b) Percent of utility capital expenditures that could be financed by internally generated utility funds, excluding allowance for funds used during construction (AFC) and after dividends**(c) Includes short-term debt, current portion of long-term debt and NRG project-secured debt of approximately \$1 billion, as shown in the Statements of Capitalization*

Northern States Power Company, a Minnesota corporation (NSP-Minnesota), has two significant subsidiaries: Northern States Power Company, a Wisconsin corporation (NSP-Wisconsin), and NRG Energy, Inc., a Delaware corporation (NRG). NSP-Minnesota also has several other subsidiaries, including Viking Gas Transmission Company (Viking), Energy Masters International, Inc. (EMI), Eloigne Company (Eloigne), Seren Innovations, Inc. (Seren) and Ultra Power Technologies, Inc. (Ultra Power). NSP-Minnesota and its subsidiaries collectively are referred to as NSP.

FINANCIAL OBJECTIVES AND RESULTS

Because of several significant charges and adverse weather conditions (both are discussed later), 1999 earnings declined and NSP fell short of some of its financial objectives. This decline in earnings is not representative of NSP's continuing operational and financial strength.

Our earnings objective for 2000 is \$1.95 per share, including build-out costs at Seren, which have reduced the projection by 15 cents per share. NRG is expected to contribute 80 cents per share, or about 40 percent of NSP's earnings. These projections assume NSP continues to own 100 percent of NRG and Seren.

In June 1999, NSP increased its dividend for the 25th consecutive year. The increase of 2 cents per share raised the dividend per share from \$1.43 to \$1.45 on an annual basis. At the time of the proposed merger to form Xcel Energy, the annual dividend is expected to be increased to \$1.50 per share, equivalent to the current dividend of New Century Energies (NCE) adjusted for the 1.55 exchange ratio.

NSP's objective is to maintain continued financial strength with an AA rating for utility bonds. NSP-Minnesota's first mortgage bonds were rated:

- AA- by Fitch IBCA
- AA by Standard & Poors
- Aa3 by Moody's Investors Service

The three rating agencies placed NSP's bond ratings under review upon announcement of its merger with NCE. These ratings and the review reflect the views of rating agencies, which can provide an explanation of the significance. A security rating is not a recommendation to buy, sell or hold securities and is subject to revision or withdrawal at any time by the rating agency. First mortgage bonds issued by NSP-Wisconsin carry comparable ratings.

BUSINESS STRATEGIES

NSP's mission is to be a recognized leader in the energy industry by increasing the value provided to our customers with energy-related products and services. We will utilize the skills and talents of our people to thrive in a dynamic and competitive energy environment that provides increased value for our customers and shareholders and significant growth opportunities for our company. NSP continues to move forward with its 10-Point Game Plan to achieve this mission.

Grow NRG | NRG's goal is to become a top independent power producer in each of its core markets: North America, Europe and Asia-Pacific. NRG expects to achieve this goal by profitably growing existing businesses and adding new businesses. NRG's asset acquisitions have enabled its earnings to grow from 16 cents per share in 1997 to 37 cents per share in 1999. NRG's long-term goal is to increase its earnings by an average of 25 percent per year. During 1999, NRG completed more than \$1.6 billion of asset acquisitions,

increasing its generation capability by more than 7,500 megawatts. During 2000, NRG expects to spend approximately \$2.7 billion to acquire or develop more than 6,000 megawatts of generating facilities.

Position NSP's Generation Business for Long-Term Value | NSP's conventional plants include coal-fired, hydro, refuse-derived fuel, natural gas and oil-fired facilities. NSP will make strategic investments designed to enhance the value of these generating assets.

Create an Independent Nuclear Company | With increasing regulation and associated costs in the nuclear industry, NSP believes the best way to enhance NSP's nuclear assets is to combine our operations with other well-run nuclear plants and create a Nuclear Management Company. During 1999, NSP, Alliant Energy, Wisconsin Electric and Wisconsin Public Service Corporation formed a Nuclear Management Company (NMC) to provide services to member companies.

Expand Energy Marketing | To enhance NSP's position in the increasingly competitive electric market, NSP has expanded its wholesale energy marketing efforts by establishing an Energy Marketing function. Energy Marketing is responsible for meeting the requirements of NSP's retail and wholesale electric customers for low-cost energy, while optimizing margins from NSP's generation resources.

Provide for Independent Transmission Operations | To foster competition in the wholesale electricity market, the Federal Energy Regulatory Commission (FERC) requires the transmission portion of a utility's business to be functionally separate from the utility's generation facilities. The state of Wisconsin also calls for a separate transmission operating structure. During 1999, NSP joined the Midwest Independent System Operator (Midwest ISO) because it is the most effective means available to enhance the competitive market for wholesale electricity.

Expand NSP's Core Electric and Gas Distribution Business | To expand our core business, NSP will actively seek to acquire and merge with other energy companies. During 1999, NSP announced its plans to merge with NCE and form Xcel Energy. While NSP cannot guarantee the timing or receipt of the necessary regulatory approvals, NSP currently expects the merger to be completed by the middle of 2000.

Develop Seren | Seren provides broadband telecommunications services, including high-speed Internet access, telephone service and cable TV and soon will provide video-on-demand. Seren is expanding its broadband network in Minnesota, California and Colorado.

Grow Viking | NSP's goal is to continue the growth of Viking through pipeline expansion. During 1999, Viking completed a 5 percent capacity expansion. In addition, Viking, WICOR and CMS Energy announced plans to build a 147-mile natural gas pipeline to serve northern Illinois and southeastern Wisconsin.

Drive EMI to Profitability | EMI is narrowing its focus to concentrate on retrofitting and upgrading customer facilities for greater energy efficiency.

Manage NSP's Entire Business as a Portfolio | NSP will manage its collective businesses as a portfolio of assets with a focus on growth. NSP will acquire or divest businesses and assets if it will increase shareholder value. Pooling restrictions, associated with NSP's proposed merger with NCE, limit NSP's ability to divest assets for a period of time.

FINANCIAL REVIEW

The following discussion and analysis by management focuses on those factors that had a material effect on NSP's financial condition and results of operations during the periods presented, or are expected to have a material impact in the future. It should be read in conjunction with the accompanying Financial Statements and Notes.

Except for the historical statements contained in this report, the matters discussed in the following discussion and analysis are forward-looking statements that are subject to certain risks, uncertainties and assumptions. Such forward-looking statements are intended to be identified in this document by the words "anticipate," "estimate," "expect," "objective," "outlook," "possible," "potential" and similar expressions. Actual results may vary materially. Factors that could cause actual results to differ materially include, but are not limited to:

- general economic conditions, including their impact on capital expenditures
- business conditions in the energy industry
- competitive factors
- unusual weather
- changes in federal or state legislation
- regulation
- the higher risk associated with NSP's nonregulated businesses as compared with NSP's regulated business
- currency translation and transaction adjustments
- issues relating to Year 2000 remediation efforts
- regulatory delays or conditions imposed by regulatory agencies in approving the proposed merger with NCE
- the items described under "Factors Affecting Results of Operations"
- the other risk factors listed from time to time by NSP in reports filed with the Securities and Exchange Commission (SEC), including Exhibit 99.01 to NSP's 1999 report on Form 10-K

Proposed Business Combination | On March 24, 1999, NSP and NCE agreed to merge and form a new entity, Xcel Energy. The merger requires approval or regulatory review by certain state and federal regulators. The merger is expected to be a tax-free, stock-for-stock exchange for shareholders of both companies and to be accounted for as a pooling of interests. At the time of the merger, Xcel Energy will register as a holding company.

The Xcel Energy board of directors will determine the dividend payment level of Xcel Energy. However, NSP anticipates that Xcel Energy will adopt an initial dividend equivalent to the current dividend of NCE. Based on the conversion ratio of 1.55 shares of Xcel common stock for each share of NCE stock, the pro forma dividend for Xcel Energy would currently be \$1.50 per share annually.

For more discussion of this merger, see Note 15 to the Financial Statements. The following discussion and analysis is based on the financial condition and operations of NSP and does not reflect the potential effects of the proposed merger between NSP and NCE.

RESULTS OF OPERATIONS

1999 Compared with 1998 and 1997 | NSP's earnings per share for the past three years were as follows:

| <i>(Earnings per Share – Diluted)</i> | 1999 | 1998 | 1997 |
|---|---------------|---------------|---------------|
| Regulated utility operations (excluding Primergy costs) | \$1.26 | \$1.58 | \$1.62 |
| Nonregulated operations (see page 22) | 0.22 | 0.26 | 0.11 |
| CellNet investment write-down | (0.05) | | |
| Subtotal excluding Primergy costs | \$1.43 | \$1.84 | \$1.73 |
| Write-off of Primergy merger costs | | | (0.12) |
| TOTAL | \$1.43 | \$1.84 | \$1.61 |

The combination of four significant one-time items accounted for a decline in 1999 earnings per share of 40 cents compared with 1998.

Conservation Incentive Recovery 1998 | In 1999, the Minnesota Public Utilities Commission (MPUC) denied NSP recovery of 1998 lost margins, load management discounts and incentives associated with state-mandated programs for electric energy conservation. NSP recorded a \$35 million charge based on this action, which reduced 1999 earnings by 14 cents per share. This charge represented a \$32 million reduction in accrued revenue and a reduction of carrying charges. NSP may appeal the decision on 1998 conservation incentives.

Conservation Incentive Recovery 1999 | At the end of 1999, the MPUC had not approved a conservation plan for 1999 or subsequent years. Based on the change in MPUC policy on conservation incentives and regulatory uncertainty, management decided not to accrue any conservation incentives for 1999. On Jan. 27, 2000, the MPUC approved a conservation incentive plan under which utilities could earn incentives up to 30 percent of their annual conservation spending. For NSP, the maximum amount of conservation incentives that could be earned is approximately \$10 million, with the actual incentive dependent on performance compared with conservation goals. The MPUC also decided that the conservation incentive program is not linked to earnings levels. NSP estimates it could potentially earn \$2 million–\$3 million in 2000 for 1999 performance. NSP will file its performance report with the MPUC in the spring of 2000 and request approval of the appropriate amount based on final conservation program results for 1999. In addition, the MPUC denied NSP's request to allow rate recovery of load management discounts provided to certain customers.

NSP's 1998 earnings included approximately 13 cents per share from accrued conservation incentives. Including carrying charges, the reversal of 1998 conservation incentives reduced 1999 earnings by 14 cents per share, a decrease of 27 cents per share compared with incentive recovery levels in 1998. The earnings impacts in 1999 are non-cash accrual adjustments. NSP will make a filing with the MPUC in 2000 to address the cash impacts of conservation incentives collected in rates, including any overcollections for 1998 and 1999.

EMI Goodwill | NSP recorded a pretax charge of approximately \$17 million, or about 8 cents per share, to write off all goodwill that was recorded by its subsidiary EMI for its acquisitions of Energy Masters Corporation in 1995 and Energy Solutions International in 1997. This charge reflects a revised business outlook based on recent levels of contract signings by EMI.

Loss on Marketable Securities | During 1999, NSP recorded pretax charges of approximately \$14 million, or 5 cents per share, for a valuation write-down on its investment in the publicly traded common stock of CellNet Data Systems, Inc. In October 1999, CellNet announced it was experiencing financial difficulties and was contemplating restructuring its capital financing. In February 2000, CellNet filed for Chapter 11 bankruptcy protection. At Dec. 31, 1999, the remaining value of NSP's investment in CellNet stock was approximately \$1 million and Seren had approximately \$5 million of intangible assets related to CellNet. Recovery of these assets is uncertain, pending the resolution of CellNet's financial difficulties.

REGULATED UTILITY OPERATING RESULTS

Electric Revenues | The following table summarizes the principal reasons for the electric revenue changes during the past two years:

| (Millions of dollars) | 1999 vs. 1998 | 1998 vs. 1997 |
|-------------------------------|---------------|---------------|
| Retail sales growth | | |
| (excluding weather impact) | \$35 | \$ 63 |
| Estimated impact of weather | | |
| on retail sales volume | (2) | 3 |
| Sales for resale | 25 | 47 |
| Conservation incentive | | |
| accrual adjustments | (78) | 4 |
| Fuel cost recovery | 47 | 19 |
| Rate changes | 5 | 2 |
| Transmission and other | 3 | 6 |
| TOTAL REVENUE INCREASE | \$35 | \$144 |

Electric sales growth for 1999 and 1998 is listed in the following table on both an actual and weather-normalized basis. NSP's weather-normalization process removes the estimated impact on sales of temperature variations from historical averages.

| (Sales growth) | 1999 vs. 1998 | | 1998 vs. 1997 | |
|-----------------------------|---------------|--------------------|---------------|--------------------|
| | Actual | Weather-Normalized | Actual | Weather-Normalized |
| Residential | 2.4% | 2.5% | 3.4% | 3.7% |
| Commercial and industrial | 1.1% | 1.2% | 3.3% | 3.1% |
| Total retail | 1.5% | 1.6% | 3.3% | 3.3% |
| Sales for resale | 6.7% | na | 35.3% | na |
| TOTAL ELECTRIC SALES | 2.3% | na | 7.1% | na |

na = not applicable

Retail electric sales accounted for 93 percent of NSP's electric revenue in 1999 and 91 percent in 1998. Retail electric sales growth for 2000 is estimated to be 2.7 percent over 1999, or 2.1 percent on a weather-adjusted basis. Sales for resale volumes and revenues increased in 1999 and 1998 due to the expansion of NSP's wholesale energy marketing operations.

Electric Margin | As shown in the following table, electric margin equals electric revenue minus production expenses.

| (Millions of dollars) | 1999 | 1998 | 1997 |
|---------------------------------|----------------|----------------|----------------|
| Electric revenue | \$2 397 | \$2 362 | \$2 218 |
| Fuel for electric generation | (319) | (311) | (310) |
| Purchased and interchange power | (454) | (378) | (286) |
| ELECTRIC MARGIN | \$1 624 | \$1 673 | \$1 622 |

Electric production expenses tend to vary with changing retail and wholesale sales requirements and unit cost changes in fuel and purchased power. Due to fuel clause cost recovery mechanisms for retail customers and the ability to vary wholesale prices with changing market conditions, most fluctuations in energy costs do not affect electric margin. However, during July 1999, NSP's service territory experienced extremely high temperatures, which drove customer usage to record levels. With NSP's power plants operating at maximum available capacity, market conditions forced NSP to purchase the power necessary to serve customer demand at very high costs. NSP's fuel clause billing adjustment process in Minnesota does not allow for the recovery of capacity charges above the levels reflected in base rates. In addition, NSP-Wisconsin does not have an automatic fuel clause to recover increased energy and capacity charges from customers. Without the ability to obtain full recovery, these unusually high energy and capacity costs reduced electric margin as shown below.

The following table summarizes the principal reasons for electric margin changes during the past two years:

| (Millions of dollars) | 1999 vs. 1998 | 1998 vs. 1997 |
|--|---------------|---------------|
| Retail sales growth | | |
| (excluding weather impact) | \$ 29 | \$51 |
| Estimated impact of weather | | |
| on retail sales volume | (2) | 3 |
| Sales for resale | 7 | 11 |
| Conservation incentive | | |
| accrual adjustments | (78) | 4 |
| Unrecovered demand, fuel and | | |
| purchased power costs | (19) | (14) |
| Rate changes | 5 | 2 |
| Transmission and other | 9 | (6) |
| TOTAL ELECTRIC MARGIN INCREASE (DECREASE) | \$(49) | \$51 |

Gas Revenues | The following table summarizes the principal reasons for the gas revenue changes during the past two years:

| (Millions of dollars) | 1999 vs. 1998 | 1998 vs. 1997 |
|--|---------------|---------------|
| Sales growth | | |
| (excluding weather impact) | \$ 7 | \$ 7 |
| Estimated impact of weather | | |
| on firm sales volume | 20 | (46) |
| Purchased gas adjustment | | |
| clause recovery | (11) | (40) |
| Rate changes | 1 | 9 |
| Black Mountain Gas Company | | |
| acquisition | | 6 |
| Transportation and other | (2) | 6 |
| TOTAL REVENUE INCREASE (DECREASE) | \$15 | \$(58) |

Gas sales growth for 1999 and 1998 is listed in the following tables on both an actual and weather-normalized basis. The majority of NSP's retail gas sales are categorized as firm (primarily heating customers) and interruptible (commercial/industrial customers with an alternate energy supply).

| (Sales growth) | 1999 vs. 1998 | | 1998 vs. 1997 | |
|-----------------------------------|---------------|--------------------|---------------|--------------------|
| | Actual | Weather-Normalized | Actual | Weather-Normalized |
| Total firm | 8.6% | 1.4% | (13.1)% | 2.9% |
| Interruptible | 2.3% | na | (10.4)% | na |
| Total retail | 6.9% | na | (12.4)% | na |
| Transportation and other | (11.8)% | na | 33.4% | na |
| Viking (wholesale transportation) | (0.9)% | na | 2.8% | na |
| TOTAL GAS SALES AND DELIVERY | 1.1% | na | (1.5)% | na |

na = not applicable

The 1999 firm sales increase was primarily due to slightly more favorable weather in 1999, compared with 1998, and sales growth. The 1998 firm sales decrease was due to more unfavorable weather in 1998, compared with 1997, partially offset by sales growth. Interruptible sales declined in 1998 because lower alternate fuel prices caused interruptible customers to purchase less natural gas and customers were able to switch to transportation-only service. Firm gas sales in 2000 are estimated to be 15.1 percent higher than 1999 sales, or 2.2 percent higher on a weather-adjusted basis.

Gas Margin | As shown in the following table, gas margin equals gas revenue less the cost of gas sold.

| (Millions of dollars) | 1999 | 1998 | 1997 |
|---------------------------------------|-------|-------|-------|
| Gas revenue | \$472 | \$457 | \$515 |
| Cost of gas purchased and transported | (278) | (267) | (331) |
| GAS MARGIN | \$194 | \$190 | \$184 |

The cost of gas tends to vary with changing sales requirements and unit cost of gas purchases. However, due to purchased gas cost recovery mechanisms for retail customers, fluctuations in the cost of gas have little effect on gas margin. The following table summarizes the principal reasons for gas margin changes during the past two years:

| (Millions of dollars) | 1999 vs. 1998 | 1998 vs. 1997 |
|---|---------------|---------------|
| Retail and transportation sales growth (excluding weather impact) | \$ 4 | \$ 7 |
| Estimated impact of weather on firm sales volume | 6 | (16) |
| Rate changes | 1 | 9 |
| Black Mountain Gas Company acquisition | | 4 |
| Other | (7) | 2 |
| TOTAL GAS MARGIN INCREASE | \$ 4 | \$ 6 |

Other Operation, Maintenance and Administrative and General | Expenses decreased in 1999 by \$15.2 million, or 2.1 percent, compared with 1998. 1999 expenses decreased primarily due to cost control, including lower employee benefit costs, higher levels of insurance refunds and lower Year 2000 remediation costs.

Expenses increased in 1998 by \$48.3 million, or 7.2 percent, compared with 1997. The higher costs in 1998 are primarily due to increased expenses associated with plant outages, nuclear regulatory costs, storm damage, Year 2000 remediation, energy marketing activities, customer growth and an insurance refund in 1997.

Depreciation and Amortization | Costs increased \$17.5 million in 1999 and \$12.3 million in 1998, primarily due to higher levels of depreciable plant, including new information systems and equipment with relatively short depreciable lives.

NONOPERATING UTILITY ITEMS

Utility Financing Costs | Interest costs for NSP's utility businesses were \$128.5 million in 1999, \$115.8 million in 1998 and \$120.3 million in 1997. The 1999 increase is largely due to higher average short-term debt levels to support financing needs. The 1998 decrease is largely due to lower average short-term debt levels, partially offset by increased long-term debt levels. For more information, see the Statements of Capitalization.

Allowance for Funds Used During Construction (AFC) | AFC declined primarily due to reductions in carrying charges and other adjustments related to conservation incentive adjustments, as discussed previously, and less construction activity presumed to be financed with equity capital.

Primergy Merger Costs | In May 1997, NSP and Wisconsin Energy Corp. mutually terminated their plans to merge. NSP's earnings for 1997 include a pretax charge to nonoperating expense of \$29 million, or 12 cents per share, to write off its cumulative merger-related costs incurred.

NONREGULATED BUSINESS RESULTS

A description of NSP's primary nonregulated businesses and their earnings contribution is summarized below.

- NRG is involved in independent power production, commercial and industrial heating and cooling, and energy-related refuse-derived fuel production.
- EMI is an energy services company.
- Eloigne invests in affordable housing.
- Seren provides broadband communication services.

CONTRIBUTION TO NSP'S EARNINGS PER SHARE

| | 1999 | 1998 | 1997 |
|---|--------|--------|--------|
| NRG | \$0.37 | \$0.28 | \$0.16 |
| EMI | (0.13) | (0.05) | (0.08) |
| Eloigne | 0.05 | 0.04 | 0.03 |
| Seren | (0.06) | (0.02) | (0.01) |
| Other | (0.01) | 0.01 | 0.01 |
| Subtotal - nonregulated subsidiaries | \$0.22 | \$0.26 | \$0.11 |
| Write-down of investment in CellNet stock | (0.05) | | |
| TOTAL | \$0.17 | \$0.26 | \$0.11 |

NRG | NRG's earnings increased for 1999, compared with 1998, primarily due to acquisitions of generating facilities in the Northeast region of the United States. During 1999, NRG recognized a gain of approximately 3 cents per share due to the partial sale of its interest in Cogeneration Corporation of America. Results for 1999 also reflected increased earnings from MIBRAG. These increased earnings were partially offset by the effects of cooler-than-normal weather in

California, which reduced equity earnings at the El Segundo, Long Beach and Encina generating stations. In addition, earnings were decreased by costs related to project acquisitions and business development, and increased interest expenses. Also, equity earnings were affected by several other factors, including a currency transaction adjustment relating to the Kladno project and a decrease in earnings from NEO, NRG's landfill gas affiliate.

NRG's earnings increased in 1998, compared with 1997, primarily due to income from new projects. In addition, NEO generated higher levels of energy tax credits. Increased earnings were partially offset by higher interest costs. Also, NRG's earnings in 1998 were adversely affected by declines in the value of the Australian dollar and German deutsche mark in relation to the U.S. dollar. In 1997, NRG's investment in the Sunnyside project was written down by \$9 million, or 4 cents per share.

In 1998, NRG sold one-half of its 50 percent interest in Enfield Energy Centre Ltd. for approximately \$26 million, resulting in an after-tax gain of approximately \$17 million. This gain increased 1998 earnings by approximately 11 cents per share. Also in 1998, NRG recorded a charge of approximately \$22 million (\$15 million after tax) to write down its investment in a 400-megawatt coal-fired power station in West Java, due to the political and economic instability in Indonesia. This write-down reduced 1998 earnings by approximately 10 cents per share.

Further information on NRG's financial results may be obtained from NRG's annual report on Form 10-K filed with the SEC.

EMI | EMI's losses for 1999 were greater than 1998, due to the write-off of goodwill associated with two acquisitions, as previously discussed. The write-off of goodwill reduced 1999 results by approximately 8 cents per share. EMI's losses for 1998 were lower than 1997, due to increased margins in 1998 and losses incurred by Enerval in 1997, a joint venture previously held by EMI. In 1998, EMI sold its interest in Enerval. EMI's investment in Enerval was written down in 1997.

Eloigne | Eloigne's earnings grew in 1999 and 1998 due to new investments in affordable housing projects.

Seren | Seren's build-out of its broadband communications network in St. Cloud, Minn., and initial construction in northern California resulted in losses for 1999 and 1998, consistent with Seren's business plan.

FACTORS AFFECTING RESULTS OF OPERATIONS

NSP's utility revenues depend on customer usage, which varies with weather conditions, general business conditions and the cost of energy services. Various regulatory agencies approve the prices for electric and gas service within their respective jurisdictions. In addition, NSP's nonregulated businesses are becoming a more significant factor in NSP's earnings. The historical and future trends of NSP's operating results have been and are expected to be affected by the following factors:

Regulation | NSP's utility rates are approved by the Federal Energy Regulatory Commission (FERC) and state regulatory commissions in Minnesota, North Dakota, South Dakota, Wisconsin, Arizona and Michigan. Rates are designed to recover plant investment, operating costs and an allowed return on investment. NSP requests changes in rates for utility services through filings with the governing commissions. The rates charged to retail customers in Wisconsin

are reviewed and adjusted biennially. Because comprehensive rate changes are requested infrequently in Minnesota, NSP's primary jurisdiction, changes in operating costs can affect NSP's financial results. Except for Wisconsin electric operations, NSP's retail rate schedules provide for cost-of-energy and resource adjustments to billings and revenues for changes in the cost of fuel for electric generation, purchased energy, purchased gas and, in Minnesota, conservation and energy management program costs. In Minnesota, changes in electric capacity costs are not recovered through the fuel clause. For Wisconsin electric operations, where cost-of-energy adjustment clauses are not used, the biennial retail rate review process and an interim fuel cost hearing process provide the opportunity for rate recovery of changes in electric fuel and purchased energy costs in lieu of a cost-of-energy adjustment clause. In addition to changes in operating costs, other factors affecting rate filings are sales growth, conservation and demand-side management efforts and the cost of capital.

Regulated public utilities are allowed to record as assets certain costs that would be expensed by nonregulated enterprises and to record as liabilities certain gains that would be recognized as income by nonregulated enterprises. If restructuring or other changes in the regulatory environment occur, NSP may no longer be eligible to apply this accounting treatment and may be required to eliminate such regulatory assets and liabilities from its balance sheet. Such changes could have a material adverse effect on NSP's results of operations in the period the write-off is recorded. At Dec. 31, 1999, NSP reported on its balance sheet regulatory assets of approximately \$136 million and regulatory liabilities of approximately \$206 million that would need to be recognized in the income statement in the absence of regulation. In addition to a potential write-off of regulatory assets and liabilities, deregulation and competition may require recognition of certain "stranded costs" not recoverable under market pricing. NSP currently does not expect to write off any "stranded costs" unless market price levels change, or cost levels increase above market price levels. See Notes 1 and 9 to the Financial Statements for further discussion of regulatory deferrals.

Merger Settlement Agreements | In December 1999, NSP signed separate agreements with the Minnesota Office of Attorney General and the Minnesota Energy Consumers related to stipulated terms under which those parties would support NSP's proposed merger with NCE. Under the agreements, which contained substantially the same financial terms, NSP agreed to reduce its Minnesota electric rates by \$10 million per year, or approximately 0.6 percent less than current levels, for 2001-2005. The agreements are subject to the approval of the MPUC and can be terminated in the event the merger does not proceed. Under the agreements, NSP's electric rates may not otherwise be increased through 2005, except under limited circumstances.

In January 2000, NSP also signed a separate agreement with the Minnesota Dept. of Commerce (MDC), in which the MDC would support NSP's proposed merger with NCE. Under the agreement NSP agreed not to seek recovery of certain merger costs from customers, to meet various quality standards and to certain provisions affecting the regulatory oversight of Xcel Energy.

Competition | The Energy Policy Act of 1992 has been a catalyst for comprehensive and significant changes in the operation of electric utilities, including increased competition. The Act's reform of the Public Utility Holding Company Act of 1935 (PUHCA) promoted creation of wholesale nonutility power generators and

authorized the FERC to require utilities to provide wholesale transmission services to third parties. The legislation allows utilities and nonregulated companies to build, own and operate power plants nationally and internationally without being subject to restrictions that previously applied to utilities under the PUHCA.

In 1996, the FERC issued Orders No. 888 and 889 to foster competition in the electric utility industry. These orders give competing wholesale suppliers the ability to transmit electricity through a utility's transmission system. Order No. 888 grants nondiscriminatory access to transmission service. Order No. 889 seeks to ensure a fair market by imposing standards of conduct on transmission system owners, by requiring separation of the wholesale power supply function from the transmission system operation function, and by mandating the posting of transmission availability and pricing information on an electronic bulletin board. NSP has made open access transmission tariff filings and compliance filings with the FERC and believes it is taking the proper steps to comply with these rules.

Some states have begun to allow retail customers to choose their electricity supplier, and many other states are considering retail access proposals. The Minnesota Legislature continues to study the issues, but has determined that further study is necessary before any action can be taken. The Public Service Commission of Wisconsin (PSCW) and Wisconsin Legislature have been focusing their efforts on improving electric reliability by requiring utility infrastructure improvements prior to addressing customer choice. The Michigan Public Service Commission has approved voluntary plans that began offering retail customers a choice of suppliers in selected markets in 1998. The Michigan Legislature is considering legislation to allow customer choice for all customers by 2002. The timing of regulatory and legislative actions regarding restructuring and their impact on NSP cannot be predicted at this time and may be significant.

Transmission Operations | During 1999, NSP joined the Midwest ISO, a FERC-approved Regional Transmission Organization (RTO). This action commits the NSP transmission system to control by the Midwest ISO and ensures transmission operations in compliance with FERC Order No. 888. Recent developments include:

- The Midwest ISO intends to commence operations in 2001. The Midwest ISO will administer transmission service for most of the area extending east from NSP's service area to Pennsylvania and south through Illinois and Kentucky. NSP remains a member of the Mid-Continent Area Power Pool (MAPP). MAPP recently signed an agreement with the Midwest ISO, which may further broaden the scope of the Midwest ISO and regional markets for transmission service.
- Wisconsin state law requires the PSCW to order a public utility that owns transmission facilities in Wisconsin to transfer control of its transmission facilities to an ISO or divest its interest in its transmission facilities to an Independent Transmission Company (ITC) by June 30, 2000. It is expected that during 2000 the PSCW will approve NSP-Wisconsin's request to join the Midwest ISO and certify that NSP-Wisconsin's joining of the Midwest ISO will satisfy the requirements of this Wisconsin law.

Nuclear Management Company (NMC) | As part of its game plan, NSP announced its intention to form an independent nuclear management company. Recent developments include:

- During 1999, NSP, Wisconsin Electric Power Co., Wisconsin Public Service Corp. and Alliant Energy established an NMC to improve plant performance and reliability, strengthen operational efficiency, maintain high safety levels and reduce costs. The four companies operate seven nuclear units at five sites, with a total generation capacity exceeding 3,650 megawatts.
- In late 1999, NMC member utilities filed with the Nuclear Regulatory Commission (NRC) to transfer plant operating licenses to the NMC. The four partners, including NSP, will retain ownership of their respective nuclear plant assets. License transfer would allow the NMC to become an operating company in 2000. During 1999, NSP's board of directors and the boards of the other utilities approved the transfer of the nuclear operating licenses for their respective companies to the NMC. The request to transfer operating licenses requires approval from federal regulators, including the NRC.

Used Nuclear Fuel Storage and Disposal | In 1994, NSP received legislative authorization from the state of Minnesota to use 17 casks for temporary spent-fuel storage at NSP's Prairie Island nuclear generating facility. NSP has determined that 17 casks will allow operation of the facility until 2007. NSP had loaded nine of the casks as of Dec. 31, 1999. As a condition of the authorization, the Minnesota Legislature established several resource commitments for NSP, including wind and biomass generation sources as well as other requirements. NSP is complying with these requirements, as discussed in Note 14 to the Financial Statements.

NSP and other utilities have an ongoing dispute with the U.S. Department of Energy (DOE) regarding the DOE's statutory and contractual obligations to provide permanent storage and disposal facilities for nuclear fuel by Jan. 31, 1998, as required by the Nuclear Waste Policy Act of 1982. See Note 13 to the Financial Statements for more information.

Year 2000 (Y2K) | NSP's Y2K program covered not only NSP's 2,000 computer applications, consisting of about 75,000 programs and totaling more than 30 million lines of code, but also the thousands of hardware and embedded system components in use throughout NSP. Although it appears that NSP successfully transitioned into the year 2000 with no Y2K disruptions to customers or to internal operations, there are no guarantees that a Y2K-related problem will not surface at a later date. NSP is not presently aware of any such situations; however, occurrences of this type could adversely affect NSP's business, operating results or financial condition.

NSP has spent approximately \$22 million for Y2K efforts, from 1996–1999. This includes \$9 million in 1999. These costs have been expensed as incurred, except for a small portion deferred for approved rate recovery.

Environmental Matters | NSP incurs several types of environmental costs, including nuclear plant decommissioning, storage and ultimate disposal of spent nuclear fuel, disposal of hazardous materials and wastes, remediation of contaminated sites and monitoring of discharges into the environment. Because of greater environmental awareness and increasingly stringent regulation, NSP has experienced increasing environmental costs. This trend has caused, and may continue to cause, slightly higher operating expenses and capital expenditures for environmental compliance. In addition, NRG's recent acquisition of generation facilities will tend to increase nonutility costs for environmental compliance.

In addition to nuclear decommissioning and spent nuclear fuel disposal expenses, costs charged to NSP's operating expenses for environmental monitoring and disposal of hazardous materials and wastes were approximately:

- \$32 million in 1999
- \$32 million in 1998
- \$31 million in 1997

NSP's utility operations expect to spend approximately \$35 million per year for 2000–2004. However, the precise timing and amount of environmental costs, including those for site remediation and disposal of hazardous materials, are currently unknown.

Capital expenditures on environmental improvements at its utility facilities, which include the costs of constructing spent nuclear fuel storage casks, were approximately:

- \$39 million in 1999
- \$21 million in 1998
- \$19 million in 1997

NSP expects to incur approximately \$24 million in capital expenditures for compliance with environmental regulations in 2000 and approximately \$74 million for 2000–2004. In addition, NRG expects to incur approximately \$44 million in capital expenditures for environmental compliance for 2000–2004. See Notes 13 and 14 to the Financial Statements for further discussion of NSP's environmental contingencies.

Weather | NSP's earnings can be significantly affected by weather. Very hot summers and very cold winters increase electric and gas sales, but can also increase expenses, which may not be fully recoverable. Unseasonably mild weather reduces electric and gas sales. The following summarizes the estimated impact on NSP's earnings due to temperature variations from historical averages.

- Weather in 1999 decreased earnings by an estimated 8 cents per share.
- Weather in 1998 decreased earnings by an estimated 11 cents per share.
- Weather in 1997 decreased earnings by an estimated 6 cents per share.

Impact of Nonregulated Investments | A significant portion of NSP's earnings comes from nonregulated operations. NSP expects to continue investing in nonregulated projects, including domestic and international power production projects through NRG and broadband communications systems through Seren. NSP's nonregulated businesses may carry a higher level of risk than NSP's traditional utility businesses due to a number of factors, including:

- competition, operating risks, dependence on certain suppliers and customers, and domestic and foreign environmental and energy regulations;
- partnership and government actions and foreign government, political, economic and currency risks; and
- development risks, including uncertainties prior to final legal closing.

Some of NRG's project investments (as listed in Note 10 to the Financial Statements) consist of minority interests, which may limit NRG's financial risk, but also limit NRG's ability to control the development or operation of the projects. In addition, significant expenses may be incurred for projects pursued by NRG that do not materialize. The aggregate effect of these factors creates the potential for volatility in the nonregulated component of NSP's earnings. Accordingly, the historical operating results of NSP's nonregulated businesses may not necessarily be indicative of future operating results.

Use of Derivatives and Market Risk | NSP uses derivative financial instruments to mitigate the impact of changes in foreign currency exchange rates on NRG's international project cash flows, natural gas, electricity and fuel prices on margins and interest rates on the cost of borrowing. See Notes 1 and 11 to the Financial Statements for further discussion of NSP's financial instruments and derivatives.

The fair value of NRG's interest rate hedging contracts is sensitive to changes in interest rates. As of Dec. 31, 1999, a 10 percent decrease in interest rates from prevailing market rates would decrease the market value of NRG's interest rate hedging contracts by approximately \$28 million. Conversely, a 10 percent increase in interest rates from the prevailing market rates would increase the market value by approximately \$26 million.

NRG has an investment in the Kladno project in the Czech Republic. Statement of Financial Accounting Standard (SFAS) No. 52 requires foreign currency gains and losses to flow through the income statement if settlement of an obligation is in a currency other than the local currency of the entity. A portion of the Kladno project debt is in non-local currency (U.S. dollars and German deutsche marks). As of Dec. 31, 1999, if the value of the Czech koruna decreased by 10 percent in relation to the U.S. dollar and the German deutsche mark, NRG would have recorded a \$5 million loss (after tax) on the currency transaction adjustment. If the value of the Czech koruna increased by 10 percent, NRG would have recorded a \$5 million gain (after tax) on the currency transaction adjustment.

In February 1999, EMI transferred its natural gas supply and marketing function to NSP's Energy Marketing division. Sales commitments and natural gas futures and forward contracts that EMI entered into prior to the transfer remain the contractual responsibility of EMI. As of Dec. 31, 1999, EMI had natural gas forward and futures contracts in the notional amount of less than \$1 million. These contracts will expire during 2000 and EMI will have no further derivative activity. EMI's market risk due to changes in market prices of natural gas forward and futures contracts is immaterial.

NSP's Energy Marketing division has exposure to the risk of changes in market prices of electricity and natural gas. As of Dec. 31, 1999, a 10 percent increase or decrease in electricity futures and forward prices would have an immaterial impact on NSP's financial results. Any changes in the values of these futures contracts would be offset by a change in the underlying commodities being hedged.

NRG's power marketing subsidiary is exposed to the risk of changes in market prices of fuel oil, natural gas and electricity. To manage exposure to this volatility, NRG uses a variety of energy contracts, including options, swaps and forward contracts. As of Dec. 31, 1999, a 10 percent increase in fuel oil, natural gas and electricity forward prices would result in a gain on these contracts of approximately \$12 million. Conversely, a 10 percent decrease in fuel oil, natural gas and electricity forward prices would result in a loss on these contracts of approximately \$12 million. These hypothetical gains and losses on energy forward contracts would be offset by the gains and losses on the underlying commodities being hedged.

Accounting Changes | The Financial Accounting Standards Board (FASB) has proposed new accounting standards that would require the full accrual of nuclear plant decommissioning and certain other site exit obligations. Material adjustments to NSP's balance sheet would occur upon implementation of the FASB's proposal, which would be no earlier than 2002. However, the effects of regulation are expected to minimize or eliminate any impact on operating expenses and earnings from this future accounting change. For further discussion of the expected impact of this change, see Note 13 to the Financial Statements.

In June 1998, the FASB issued SFAS No. 133 – Accounting for Derivative Instruments and Hedging Activities. This statement requires that all derivatives be recognized at fair value in the balance sheet and all changes in fair value be recognized currently in earnings or deferred as a component of other comprehensive income, depending on the intended use of the derivative, its resulting designation and its effectiveness. NSP plans to adopt this standard in 2001, as required. NSP has not yet determined the potential impact of implementing this statement.

Inflation | Inflation at its current level is not expected to materially affect NSP's prices or returns to shareholders.

LIQUIDITY AND CAPITAL RESOURCES

1999 Financing Requirements | NSP's need for capital funds primarily is related to the construction of plant and equipment to meet the needs of electric and gas utility customers and to fund equity commitments or other investments in nonregulated businesses. In 1999:

- Total utility capital expenditures were \$462 million. Of that amount, \$367 million related to replacements and improvements of NSP's electric system and nuclear fuel, and \$67 million involved construction of natural gas facilities.
- NSP companies (mainly NRG) invested approximately \$1.9 billion for equity interests in and loans to nonregulated projects for the acquisition of generating assets and for additions to nonregulated property.

1999 Financing Activity | During 1999, NSP's sources of capital included internally generated funds and external financings. The allocation of financing requirements between these capital resources is based on the relative cost of each resource, regulatory restrictions

and NSP's long-range capital structure objectives. The following summarizes the financing sources used in 1999.

- *Internal funds* – Funds generated internally from operating cash flows in 1999 remained generally sufficient to meet working capital needs, debt service, dividend payout requirements and a significant portion of utility construction expenditures. NSP's goal for its pretax interest coverage ratio for utility operations is 3.5–5.0. The utility pretax interest coverage ratio, excluding AFC, was 3.2 in 1999, 3.8 in 1998 and 3.6 in 1997. Internally generated funds from utility operations could have provided financing for approximately 80 percent of NSP's utility capital expenditures for 1999 and approximately 95 percent of the \$2.0 billion in utility capital expenditures incurred from 1995–1999. The pretax interest coverage ratio, excluding AFC, for all NSP operations was 2.1 in 1999, 2.9 in 1998 and 2.8 in 1997.
- *External financing* – NSP's short-term debt availability and usage is described in Note 2 to the Financial Statements. In general, short-term borrowings are used to provide temporary financing, mainly for NSP-Minnesota and NRG, utility capital expenditures, nonregulated projects and other short-term cash needs. NSP's long-term debt and capital stock activity are shown on the Statements of Capitalization and Stockholders' Equity. These sources are used to provide permanent financing for both regulated and nonregulated business activities.

The 1999 nonregulated asset acquisitions, property additions and equity investments by NSP's subsidiaries were primarily financed by the issuance of subsidiary debt and equity contributions from NSP. Project debt associated with some nonregulated investments is not reflected in NSP's balance sheet because the equity method of accounting is used for such investments as discussed in Note 10 to the Financial Statements.

Future Financing Requirements | NSP currently estimates that its utility capital expenditures will be \$490 million in 2000 and \$2.3 billion for 2000–2004. Of the 2000 amount, approximately \$410 million is scheduled for electric utility facilities and approximately \$50 million for natural gas facilities. In addition to utility capital expenditures, expected financing requirements for 2000–2004 include approximately \$1 billion to retire long-term debt and fund principal maturities.

NSP subsidiaries expect to invest significant amounts in nonregulated projects in the future. Financing requirements for nonregulated project investments will vary depending on the success, timing and level of involvement in projects currently under consideration.

- NRG expects to invest approximately \$2.7 billion in 2000 and approximately \$4.7 billion for 2000–2004 for nonregulated projects and property, which include acquisitions and project investments. NRG's capital requirements may vary significantly. NRG's capital requirements for 2000 reflect expected acquisitions of existing generation facilities, including Cajun, Killingholme A and the Conectiv fossil assets. A significant portion of NRG's capital requirements is expected to be financed by project-secured debt. In addition, NRG may issue a limited amount of equity financing to third parties for funding a portion of the capital requirements.

- Seren expects to spend approximately \$180 million during 2000, which reflects the build-out of its broadband communications network in Northern California. Seren is evaluating its financing options, including equity financing to third parties and project-secured debt. Seren's capital requirements for 2001–2004 may vary significantly depending on the success of development efforts under way.

NSP and its subsidiaries continue to evaluate opportunities to enhance shareholder returns and achieve long-term financial objectives through investments in projects or acquisitions of existing businesses. These investments could cause significant changes to the capital requirement estimates for nonregulated projects and property. Long-term financing may be required for such investments.

NSP also will have future financing requirements for the portion of nuclear plant decommissioning costs not funded externally. Based on the most recent decommissioning study approved by regulators, these amounts are anticipated to be approximately \$363 million and are expected to be paid during the years 2010–2022.

Future Sources of Financing | NSP expects to meet future financing requirements by periodically issuing long-term debt, short-term debt, common stock and preferred securities to maintain desired capitalization ratios. Over the long term, NSP's equity investments in and acquisitions of nonregulated projects are expected to be financed at the nonregulated subsidiary level from internally generated funds or the issuance of subsidiary debt. Financing requirements for the nonregulated projects, in excess of equity contributions from partners, are expected to be fulfilled through project or subsidiary debt. Decommissioning expenses not funded by an external trust will be financed through a combination of internally generated funds, long-term debt and common stock.

The following summarizes the financing sources expected to be available to NSP in the near future:

- Internal funds – Internally generated funds from utility operations are expected to equal approximately 85 percent of anticipated utility capital expenditures for 2000 and approximately 95 percent of the anticipated utility capital expenditures for 2000–2004. Because NRG has been reinvesting foreign cash flows in operations outside the United States, the equity income from foreign investments is not fully available to provide operating cash flows for domestic cash requirements such as payment of NSP dividends, domestic capital expenditures and domestic debt service.
- Short-term debt – NSP has received regulatory approval for up to approximately \$1.5 billion in short-term borrowing levels. NSP credit lines (as discussed in Note 2 to the Financial Statements) make short-term financing available in the form of bank loans, letters of credit and support for commercial paper.
- Utility long-term debt – NSP-Minnesota's and NSP-Wisconsin's first mortgage indentures limit the amount of first mortgage bonds that may be issued. The MPUC and the PSCW have jurisdiction over securities issuance. At Dec. 31, 1999, with an assumed interest rate of 7.75 percent, NSP-Minnesota could have issued about \$1.9 billion of additional first mortgage bonds under its indenture and NSP-Wisconsin could have issued about \$320 million of additional first mortgage bonds under its indenture. NSP has \$150 million of unissued bonds

remaining from its \$400 million universal shelf registration filed with the SEC in November 1998 and \$50 million of unissued first mortgage bonds remaining from its shelf registration filed in October 1995. In addition, NSP-Minnesota is planning on filing a \$400 million universal debt shelf registration during the first half of 2000. During 1999, NSP-Wisconsin filed a shelf registration with the SEC to issue up to \$80 million of long-term debt. NSP-Wisconsin currently expects to issue between \$50 million and \$80 million of unsecured long-term debt during 2000, primarily to reduce short-term debt levels.

- NRG debt – In December 1999, NRG filed a shelf registration with the SEC to issue up to \$500 million of unsecured debt. NRG expects to issue debt under this shelf during 2000 for general corporate purposes, which may include financing development and construction of new facilities, additions to working capital and financing capital expenditures and pending or potential acquisitions. In addition to NRG corporate debt, NRG Northeast Generating LLC (N.E. Generating), a wholly owned subsidiary of NRG, issued \$750 million of bonds in February 2000 to pay down short-term borrowings and reduce NRG's corporate debt issued to fund N.E. Generating (see Note 2).
- Common stock – NSP's Articles of Incorporation authorize an additional 194.3 million shares of common stock in excess of shares issued at Dec. 31, 1999. In 1999, NSP filed registration statements with the SEC to allow for the sale of up to 1.9 million shares of newly issued common stock under NSP's Dividend Reinvestment and Stock Purchase Program (DRSPP) and Executive Long-Term Incentive Award Stock Plan. NSP plans to issue new shares for its DRSPP, Employee Stock Ownership Plan (ESOP) and Executive Long-Term Incentive Award Stock Plan in 2000. NSP filed its proposed 2000 Capital Structure and Financing Plan with the MPUC in November 1999. In its filing, NSP proposed that if the completion of its merger with NCE is timed as currently anticipated, NSP will be recapitalized as a subsidiary of Xcel Energy. If completion of the merger appears to be delayed, NSP may issue equity or an equity-related security in the first half of 2000.
- Preferred stock – NSP's Articles of Incorporation authorize the maximum amount of preferred stock that may be issued. Under these provisions, NSP could have issued all \$595 million of its remaining authorized, but unissued, preferred stock at Dec. 31, 1999, and remained in compliance with all interest and dividend coverage requirements.

CONSOLIDATED STATEMENTS OF INCOME

Northern States Power Company, Minnesota and Subsidiaries

| | <i>Year Ended December 31</i> | | |
|---|-------------------------------|-------------------|-------------------|
| | 1999 | 1998 | 1997 |
| <i>(Thousands of dollars, except per share data)</i> | | | |
| UTILITY OPERATING REVENUES | | | |
| Electric: Retail | \$2 169 296 | \$2 152 221 | \$2 054 473 |
| Sales for resale and other | 227 800 | 210 130 | 164 077 |
| Gas | 471 915 | 456 823 | 515 196 |
| Total | <u>2 869 011</u> | <u>2 819 174</u> | <u>2 733 746</u> |
| UTILITY OPERATING EXPENSES | | | |
| Fuel for electric generation | 319 193 | 311 368 | 309 999 |
| Purchased and interchange power | 454 487 | 377 907 | 286 239 |
| Cost of gas purchased and transported | 278 240 | 267 050 | 331 296 |
| Other operation | 401 968 | 392 054 | 368 545 |
| Maintenance | 178 594 | 181 066 | 164 542 |
| Administrative and general | 127 427 | 150 078 | 141 802 |
| Conservation and energy management | 60 180 | 71 134 | 70 939 |
| Depreciation and amortization | 355 704 | 338 225 | 325 880 |
| Property and general taxes | 222 446 | 220 620 | 227 893 |
| Income taxes | 127 293 | 145 383 | 144 855 |
| Total | <u>2 525 532</u> | <u>2 454 885</u> | <u>2 371 990</u> |
| Utility operating income | <u>343 479</u> | <u>364 289</u> | <u>361 756</u> |
| OTHER INCOME (EXPENSE) | | | |
| Income from nonregulated businesses – before interest and taxes | 79 439 | 51 171 | 12 078 |
| Allowance for funds used during construction – equity | 162 | 8 509 | 6 401 |
| Write-down of investment in CellNet stock | (14 063) | | |
| Primergy merger costs | | | (29 005) |
| Other utility income (deductions) – net | (9 483) | (3 697) | (2 886) |
| Income taxes on nonregulated operations and nonoperating items – benefit | 61 011 | 40 588 | 48 145 |
| Total | <u>117 066</u> | <u>96 571</u> | <u>34 733</u> |
| Income before financing costs | <u>460 545</u> | <u>460 860</u> | <u>396 489</u> |
| FINANCING COSTS | | | |
| Interest on utility long-term debt | 102 843 | 104 171 | 101 250 |
| Other utility interest and amortization | 25 677 | 11 612 | 19 063 |
| Nonregulated interest and amortization | 97 854 | 54 261 | 34 627 |
| Allowance for funds used during construction – debt | (5 915) | (7 307) | (10 208) |
| Total interest charges | <u>220 459</u> | <u>162 737</u> | <u>144 732</u> |
| Distributions on redeemable preferred securities of subsidiary trust | 15 750 | 15 750 | 14 437 |
| Total financing costs | <u>236 209</u> | <u>178 487</u> | <u>159 169</u> |
| NET INCOME | 224 336 | 282 373 | 237 320 |
| Preferred stock dividends and redemption premiums | 5 292 | 5 548 | 11 071 |
| EARNINGS AVAILABLE FOR COMMON STOCK | <u>\$ 219 044</u> | <u>\$ 276 825</u> | <u>\$ 226 249</u> |
| Average number of common shares outstanding (000s) | 153 366 | 150 502 | 140 594 |
| Average number of common and potentially dilutive shares outstanding (000s) | 153 443 | 150 743 | 140 870 |
| EARNINGS PER AVERAGE COMMON SHARE – BASIC | \$ 1.43 | \$ 1.84 | \$ 1.61 |
| EARNINGS PER AVERAGE COMMON SHARE – DILUTED | \$ 1.43 | \$ 1.84 | \$ 1.61 |
| Common dividends declared per share | <u>\$ 1.445</u> | <u>\$ 1.425</u> | <u>\$ 1.403</u> |

See Notes to Financial Statements

CONSOLIDATED STATEMENTS OF CASH FLOWS

| <i>(Thousands of dollars)</i> | <i>Year Ended December 31</i> | | |
|--|-------------------------------|--------------------|------------------|
| | <i>1999</i> | <i>1998</i> | <i>1997</i> |
| CASH FLOWS FROM OPERATING ACTIVITIES | | | |
| Net income | \$ 224 336 | \$282 373 | \$237 320 |
| Adjustments to reconcile net income to cash from operating activities: | | | |
| Depreciation and amortization | 423 807 | 379 397 | 358 928 |
| Nuclear fuel amortization | 50 056 | 43 816 | 40 015 |
| Deferred income taxes | (18 907) | (1 017) | (5 902) |
| Deferred investment tax credits recognized | (9 417) | (9 432) | (10 061) |
| Allowance for funds used during construction – equity | (162) | (8 509) | (6 401) |
| Undistributed equity in earnings of unconsolidated affiliates | (27 956) | (22 753) | (5 364) |
| Conservation incentive adjustments – noncash | 71 348 | | |
| Write-downs of EMI goodwill and CellNet investment | 31 346 | | |
| Write-off of prior year Primergy merger costs | | | 25 289 |
| Cash provided by (used for) changes in certain working capital items (see below) | (80 649) | (13 673) | 36 117 |
| Cash provided by changes in other assets and liabilities | 17 348 | 51 863 | 19 844 |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | 681 150 | 702 065 | 689 785 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Capital expenditures: | | | |
| Nonregulated property additions and asset acquisitions | (1 698 414) | (44 918) | (195 528) |
| Utility plant additions (including nuclear fuel) | (462 054) | (411 113) | (396 605) |
| Increase (decrease) in construction payables | (2 604) | 5 270 | 2 563 |
| Allowance for funds used during construction – equity | 162 | 8 509 | 6 401 |
| Investment in external decommissioning fund | (39 183) | (41 360) | (41 261) |
| Equity investments, loans and deposits for nonregulated projects | (176 207) | (234 214) | (395 495) |
| Collection of loans made to nonregulated projects | 81 440 | 109 530 | 87 128 |
| Other investments – net | (16 545) | 1 307 | (15 692) |
| NET CASH USED FOR INVESTING ACTIVITIES | (2 313 405) | (606 989) | (948 489) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| Change in short-term debt – net issuances (repayments) | 1 205 894 | (20 522) | (108 023) |
| Proceeds from issuance of long-term debt – net | 859 718 | 290 626 | 299 779 |
| Repayment of long-term debt, including reacquisition premiums | (249 371) | (135 183) | (141 681) |
| Proceeds from issuance of preferred securities – net | | | 193 315 |
| Proceeds from issuance of common stock – net | 55 127 | 72 348 | 267 965 |
| Redemption of preferred stock, including reacquisition premiums | | (95 000) | (41 278) |
| Dividends paid | (225 509) | (219 746) | (207 726) |
| NET CASH PROVIDED BY (USED FOR) FINANCING ACTIVITIES | 1 645 859 | (107 477) | 262 351 |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 13 604 | (12 401) | 3 647 |
| Cash and cash equivalents at beginning of period | 42 364 | 54 765 | 51 118 |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD | \$ 55 968 | \$ 42 364 | \$ 54 765 |
| CASH PROVIDED BY (USED FOR) CHANGES IN CERTAIN WORKING CAPITAL ITEMS | | | |
| Customer accounts receivable and unbilled utility revenues | \$ (106 692) | \$ (1 583) | \$ 47 745 |
| Materials and supplies inventories | (22 228) | (5 385) | (8 547) |
| Payables and accrued liabilities (excluding construction payables) | 73 136 | 7 845 | (7 342) |
| Other | (24 865) | (14 550) | 4 261 |
| NET | \$ (80 649) | \$ (13 673) | \$ 36 117 |
| SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION | | | |
| Cash paid during the year for: | | | |
| Interest (net of amount capitalized) | \$ 201 276 | \$148 275 | \$144 062 |
| Income taxes (net of refunds received) | \$ 65 121 | \$ 74 005 | \$113 009 |

CONSOLIDATED BALANCE SHEETS

| <i>(Thousands of dollars)</i> | <i>December 31</i> | |
|--|--------------------|--------------------|
| | <i>1999</i> | <i>1998</i> |
| ASSETS | | |
| UTILITY PLANT | | |
| Electric – including construction work in progress: 1999, \$119,944; 1998, \$120,095 | \$7 430 686 | \$7 199 843 |
| Gas | 952 131 | 884 182 |
| Other | 375 058 | 365 101 |
| Total | <u>8 757 875</u> | <u>8 449 126</u> |
| Accumulated provision for depreciation | (4 409 151) | (4 155 641) |
| Nuclear fuel – including amounts in process: 1999, \$13,708; 1998, \$16,744 | 1 026 063 | 975 030 |
| Accumulated provision for amortization | (923 336) | (873 281) |
| Net utility plant | <u>4 451 451</u> | <u>4 395 234</u> |
| CURRENT ASSETS | | |
| Cash and cash equivalents | 55 968 | 42 364 |
| Customer accounts receivable – net of accumulated provisions for uncollectible accounts: 1999, \$8,442; 1998, \$5,176 | 370 270 | 253 559 |
| Unbilled utility revenues | 144 261 | 139 098 |
| Other receivables | 58 680 | 105 116 |
| Materials and supplies inventories – at average cost: | | |
| Fuel | 59 600 | 58 806 |
| Other | 231 503 | 110 267 |
| Prepayments and other | 113 524 | 44 855 |
| Total current assets | <u>1 033 806</u> | <u>754 065</u> |
| OTHER ASSETS | | |
| Nonregulated property – net of accumulated depreciation: 1999, \$203,767; 1998, \$122,445 | 2 086 476 | 282 524 |
| Equity investments in nonregulated projects | 1 047 248 | 862 596 |
| External decommissioning fund and other investments | 561 682 | 479 402 |
| Regulatory assets | 248 127 | 331 940 |
| Notes receivable from nonregulated projects | 66 876 | 106 427 |
| Long-term prepayments, deferred charges and receivables | 158 096 | 88 194 |
| Intangible assets – net of accumulated amortization | 113 969 | 95 915 |
| Total other assets | <u>4 282 474</u> | <u>2 246 998</u> |
| TOTAL | <u>\$9 767 731</u> | <u>\$7 396 297</u> |
| LIABILITIES AND EQUITY | | |
| CAPITALIZATION (SEE CONSOLIDATED STATEMENTS OF CAPITALIZATION) | | |
| Common stockholders' equity | \$2 557 530 | \$2 481 246 |
| Preferred stockholders' equity | 105 340 | 105 340 |
| Mandatorily redeemable preferred securities of subsidiary trust | 200 000 | 200 000 |
| Long-term debt | 3 453 364 | 1 851 146 |
| Total capitalization | <u>6 316 234</u> | <u>4 637 732</u> |
| CURRENT LIABILITIES | | |
| Long-term debt due within one year | 153 231 | 227 600 |
| Other long-term debt potentially due within one year | 141 600 | 141 600 |
| Short-term debt – utility | 420 443 | 114 273 |
| Short-term debt – nonregulated | 378 716 | 125 557 |
| Accounts payable | 321 382 | 271 799 |
| Taxes accrued | 172 059 | 170 274 |
| Interest accrued | 49 327 | 38 836 |
| Dividends payable on common and preferred stocks | 57 523 | 55 650 |
| Accrued payroll, vacation and other | 131 855 | 86 673 |
| Total current liabilities | <u>1 826 136</u> | <u>1 232 262</u> |
| OTHER LIABILITIES | | |
| Deferred income taxes | 811 638 | 814 983 |
| Deferred investment tax credits | 118 582 | 128 444 |
| Regulatory liabilities | 461 569 | 372 239 |
| Postretirement and other benefit obligations | 143 905 | 129 514 |
| Other long-term obligations and deferred income | 89 667 | 81 123 |
| Total other liabilities | <u>1 625 361</u> | <u>1 526 303</u> |
| COMMITMENTS AND CONTINGENT LIABILITIES (SEE NOTES 13 AND 14) | | |
| TOTAL | <u>\$9 767 731</u> | <u>\$7 396 297</u> |

See Notes to Financial Statements

CONSOLIDATED STATEMENTS OF COMMON STOCKHOLDERS' EQUITY

| <i>(Thousands of dollars)</i> | <i>Par Value</i> | <i>Premium</i> | <i>Retained Earnings</i> | <i>Shares Held by ESOP</i> | <i>Accumulated Other Comprehensive Income</i> | <i>Total Stockholders' Equity</i> |
|---|------------------|----------------|--------------------------|----------------------------|---|-----------------------------------|
| BALANCE AT DEC. 31, 1996 | \$345 318 | \$466 060 | \$1 340 799 | \$(19 091) | \$ 2 794 | \$2 135 880 |
| Net income | | | 237 320 | | | 237 320 |
| Currency translation adjustments | | | | | (65 681) | (65 681) |
| Comprehensive income for 1997 | | | | | | 171 639 |
| Dividends declared: | | | | | | |
| Cumulative preferred stock | | | (9 923) | | | (9 923) |
| Common stock | | | (202 173) | | | (202 173) |
| Premium on redeemed preferred stock | | | (1 148) | | | (1 148) |
| Issuances of common stock – net | 27 774 | 240 112 | | | | 267 886 |
| Tax benefit from stock options exercised | | 1 009 | | | | 1 009 |
| Repayment of ESOP loan <i>(a)</i> | | | | 8 558 | | 8 558 |
| BALANCE AT DEC. 31, 1997 | \$373 092 | \$707 181 | \$1 364 875 | \$(10 533) | \$(62 887) | \$2 371 728 |
| Net income | | | 282 373 | | | 282 373 |
| Unrealized loss from marketable securities, net of tax of \$4,417 | | | | | (6 416) | (6 416) |
| Currency translation adjustments | | | | | (19 711) | (19 711) |
| Comprehensive income for 1998 | | | | | | 256 246 |
| Dividends declared: | | | | | | |
| Cumulative preferred stock | | | (5 548) | | | (5 548) |
| Common stock | | | (215 069) | | | (215 069) |
| Issuances of common stock – net | 8 650 | 66 294 | | | | 74 944 |
| Pooling of interests business combinations | | | 6 065 | | | 6 065 |
| Tax benefit from stock options exercised | | 850 | | | | 850 |
| Loan to ESOP to purchase shares <i>(a)</i> | | | | (15 000) | | (15 000) |
| Repayment of ESOP loan <i>(a)</i> | | | | 7 030 | | 7 030 |
| BALANCE AT DEC. 31, 1998 | \$381 742 | \$774 325 | \$1 432 696 | \$(18 503) | \$(89 014) | \$2 481 246 |
| Net income | | | 224 336 | | | 224 336 |
| Recognition of unrealized loss from marketable securities, net of tax of \$4,417 | | | | | 6 416 | 6 416 |
| Currency translation adjustments | | | | | 7 128 | 7 128 |
| Comprehensive income for 1999 | | | | | | 237 880 |
| Dividends declared: | | | | | | |
| Cumulative preferred stock | | | (5 292) | | | (5 292) |
| Common stock | | | (222 092) | | | (222 092) |
| Issuances of common stock – net | 7 582 | 46 652 | | | | 54 234 |
| Pooling of interests business combination | | | 4 599 | | | 4 599 |
| Tax benefit from stock options exercised | | 58 | | | | 58 |
| Repayment of ESOP loan <i>(a)</i> | | | | 6 897 | | 6 897 |
| BALANCE AT DEC. 31, 1999 | \$389 324 | \$821 035 | \$1 434 247 | \$(11 606) | \$(75 470) | \$2 557 530 |

*(a) Did not affect NSP cash flows
See Notes to Financial Statements*

CONSOLIDATED STATEMENTS OF CAPITALIZATION

| | <i>December 31</i> | |
|--|--------------------|--------------------|
| <i>(Thousands of dollars)</i> | <i>1999</i> | <i>1998</i> |
| COMMON STOCKHOLDERS' EQUITY | | |
| Common stock – authorized 350,000,000 shares of \$2.50 par value; issued shares: 1999, 155,729,663; 1998, 152,696,971 | \$ 389 324 | \$ 381 742 |
| Premium on common stock | 821 035 | 774 325 |
| Retained earnings | 1 434 247 | 1 432 696 |
| Leveraged common stock held by Employee Stock Ownership Plan (ESOP) – shares at cost: 1999, 392,325; 1998, 641,884 | (11 606) | (18 503) |
| Accumulated other comprehensive income | (75 470) | (89 014) |
| TOTAL COMMON STOCKHOLDERS' EQUITY | <u>\$2 557 530</u> | <u>\$2 481 246</u> |
| CUMULATIVE PREFERRED STOCK – authorized 7,000,000 shares of \$100 par value; outstanding shares: 1999 and 1998, 1,050,000 | | |
| NSP-Minnesota | | |
| \$3.60 series, 275,000 shares | \$ 27 500 | \$ 27 500 |
| 4.08 series, 150,000 shares | 15 000 | 15 000 |
| 4.10 series, 175,000 shares | 17 500 | 17 500 |
| 4.11 series, 200,000 shares | 20 000 | 20 000 |
| 4.16 series, 100,000 shares | 10 000 | 10 000 |
| 4.56 series, 150,000 shares | 15 000 | 15 000 |
| Total | 105 000 | 105 000 |
| Premium on preferred stock | 340 | 340 |
| TOTAL PREFERRED STOCKHOLDERS' EQUITY | <u>\$ 105 340</u> | <u>\$ 105 340</u> |
| MANDATORILY REDEEMABLE PREFERRED SECURITIES OF SUBSIDIARY TRUST – holding as its sole asset junior subordinated deferrable debentures of NSP-Minnesota 7% series, 8,000,000 shares due Jan. 31, 2037 (See Note 8) | | |
| | <u>\$ 200 000</u> | <u>\$ 200 000</u> |
| LONG-TERM DEBT | | |
| First Mortgage Bonds – NSP-Minnesota | | |
| Series due: | | |
| Feb. 1, 1999, 5½% | | \$ 200 000 |
| Dec. 1, 2000, 5¾% | \$ 100 000 | 100 000 |
| Oct. 1, 2001, 7% | 150 000 | 150 000 |
| April 1, 2003, 6¾% | 80 000 | 80 000 |
| Dec. 1, 2005, 6% | 70 000 | 70 000 |
| Dec. 1, 1999–2006, 6.00%–6.75% | | 16 900* |
| Dec. 1, 1999–2006, 3.50%–4.10% | 15 170* | |
| March 1, 2011, Variable Rate | 13 700** | 13 700** |
| July 1, 2025, 7% | 250 000 | 250 000 |
| April 1, 2007, 6.80% | 60 000** | 60 000** |
| March 1, 2019, Variable Rate | 27 900** | 27 900** |
| Sept. 1, 2019, Variable Rate | 100 000** | 100 000** |
| March 1, 2003, 5¾% | 100 000 | 100 000 |
| March 1, 2028, 6½% | 150 000 | 150 000 |
| Total | <u>1 116 770</u> | <u>1 318 500</u> |
| Less redeemable bonds classified as current (See Note 3) | (141 600) | (141 600) |
| Less current maturities | (101 940) | (201 600) |
| Net | <u>\$ 873 230</u> | <u>\$ 975 300</u> |

* Resource recovery financing

** Pollution control financing

See Notes to Financial Statements

CONSOLIDATED STATEMENTS OF CAPITALIZATION

| (Thousands of dollars) | December 31 | |
|---|--------------------|--------------------|
| | 1999 | 1998 |
| LONG-TERM DEBT – CONTINUED | | |
| First Mortgage Bonds – NSP-Wisconsin | | |
| Series due: | | |
| Oct. 1, 2003, 5¾% | \$ 40 000 | \$ 40 000 |
| March 1, 2023, 7¼% | 110 000 | 110 000 |
| Dec. 1, 2026, 7¾% | 65 000 | 65 000 |
| Total | <u>\$ 215 000</u> | <u>\$ 215 000</u> |
| Guaranty Agreements – NSP-Minnesota | | |
| Series due: | | |
| Feb. 1, 1999–2003, 5.41% | \$ 4 900** | \$ 5 100** |
| May 1, 1999–2003, 5.70% | 22 250** | 22 750** |
| Feb. 1, 2003, 7.40% | 3 500** | 3 500** |
| Total | <u>30 650</u> | <u>31 350</u> |
| Less current maturities | (700) | (700) |
| Net | <u>\$ 29 950</u> | <u>\$ 30 650</u> |
| OTHER LONG-TERM DEBT | | |
| NSP-Minnesota Senior Notes due Aug. 1, 2009, 6% | \$ 250 000 | |
| City of Becker Pollution Control Revenue Bonds – Series due Dec. 1, 2005, 7.25% | 9 000** | \$ 9 000** |
| Anoka County Resource Recovery Bond – Series due Dec. 1, 1999–2008, 6.70%–7.15% | | 20 600* |
| Anoka County Resource Recovery Bond – Series due Dec. 1, 2000–2008, 3.95%–4.60% | 19 615* | |
| City of La Crosse Resource Recovery Bond – Series due Nov. 1, 2021, 6% | 18 600* | 18 600* |
| Viking Gas Transmission Company Senior Notes – Series due: | | |
| Oct. 31, 2008, 6.65% | 18 845 | 20 978 |
| Nov. 30, 2011, 7.1% | 4 290 | 4 650 |
| Sept. 30, 2012, 7.31% | 11 900 | 12 833 |
| Sept. 30, 2014, 8.04% | 19 667 | |
| NRG Energy, Inc. Senior Notes – Series due: | | |
| Feb. 1, 2006, 7.625% | 125 000 | 125 000 |
| June 15, 2007, 7.5% | 250 000 | 250 000 |
| June 1, 2009, 7.5% | 300 000 | |
| Nov. 1, 2013, 8% | 240 000 | |
| NRG debt secured solely by project assets: | | |
| NRG Northeast Generating debt reclassified from short-term (see Note 2) | 646 564 | |
| Crockett Corp. LLP debt due Dec. 31, 2014, 8.13% | 255 000 | |
| NRG Energy Center, Inc. (Minneapolis Energy Center) Senior Secured Notes – | | |
| Series due June 15, 2013, 7.31% | 68 881 | 71 783 |
| Pacific Generation Company debt due 2000–2007, 4.7%–9.9% | 26 216 | 28 586 |
| Various NEO Corporation debt due Jan. 31, 2008, 9.35% | 17 390 | 17 792 |
| Pittsburgh Thermal LP Notes due 2002–2004, 10.61%–10.729% | 6 800 | |
| San Francisco Thermal LP Notes due Nov. 5, 2004, 10.6% | 5 905 | |
| COBEE debt due April 21, 2000, 0.0% | 5 761 | |
| United Power & Land Notes due March 31, 2000, 7.62% | 5 208 | 6 041 |
| Black Mountain Gas Industrial Development Bonds due June 1, 2004, May 1, 2005, 6% | 3 000 | 3 000 |
| Various Eloigne Company Affordable Housing Project Notes due 1999–2027, 1.0%–9.9% | 47 116 | 46 024 |
| Employee Stock Ownership Plan Bank Loans due 1999–2005, Variable Rate | 11 606 | 18 504 |
| Miscellaneous | 27 665 | 9 122 |
| Total | <u>2 394 029</u> | <u>662 513</u> |
| Less current maturities | (50 591) | (25 300) |
| Net | <u>\$2 343 438</u> | <u>\$ 637 213</u> |
| Unamortized discount on long-term debt – net | (8 254) | (7 017) |
| TOTAL LONG-TERM DEBT | <u>\$3 453 364</u> | <u>\$1 851 146</u> |
| TOTAL CAPITALIZATION | <u>\$6 316 234</u> | <u>\$4 637 732</u> |

* Resource recovery financing

** Pollution control financing

See Notes to Financial Statements

1. Summary of Significant Accounting Policies

Business and System of Accounts | NSP-Minnesota is primarily a public utility serving customers in Minnesota, North Dakota, South Dakota and Arizona. NSP-Wisconsin serves utility customers in Wisconsin and Michigan. Viking operates an interstate natural gas pipeline. All of the utility companies' accounting records conform to the Federal Energy Regulatory Commission (FERC) uniform system of accounts or to systems required by various state regulatory commissions, which are the same in all material aspects.

Principles of Consolidation | The following wholly owned subsidiaries of NSP-Minnesota are included in the consolidated financial statements. In this report, we refer to these companies collectively as NSP.

- NSP-Wisconsin
- NRG Energy, Inc.
- Viking Gas Transmission Co.
- Energy Masters International, Inc.
- Eloigne Co.
- Seren Innovations, Inc.
- Ultra Power Technologies, Inc.

NSP uses the equity method of accounting for its investments in partnerships, joint ventures and certain projects, mainly at NRG and Eloigne. We record our portion of earnings from international investments after subtracting foreign income taxes. In the consolidation process, we eliminate all significant intercompany transactions and balances except for intercompany and intersegment profits for sales among the electric and gas utility businesses of NSP-Minnesota, NSP-Wisconsin and Viking, which are allowed in utility rates.

Revenues | NSP records utility revenues based on a calendar month, but reads meters and bills customers according to a cycle that doesn't necessarily correspond with the calendar month's end. To compensate, we estimate and record unbilled revenues from the monthly meter-reading dates to the month's end. NSP-Minnesota's rates include monthly adjustments for:

- changes in the average cost of fuel, including electricity and natural gas that NSP purchases, from base levels approved in the most recent rate case; and
- recovery of conservation and energy management program costs and incentives in Minnesota, which is reviewed annually.

NSP-Wisconsin's rates include a cost-of-energy adjustment clause for purchased gas, but not for purchased electricity or electric fuel. We can request recovery of those electric costs prospectively through the rate review process, which normally occurs every two years in Wisconsin, and an interim fuel cost hearing process.

Utility Plant and Retirements | Utility plant is stated at original cost. The cost of utility plant includes direct labor and materials, contracted work, overhead costs and applicable interest expense. The cost of utility plant retired, plus net removal cost, is charged to accumulated depreciation and amortization. Maintenance and replacement of items determined to be less than units of property are charged to operating expenses.

Allowance for Funds Used during Construction (AFC) | AFC, a noncash item, represents the cost of capital used to finance utility construction activity. AFC is computed by applying a composite pretax rate to qualified construction work in progress. The AFC rate was 5.25 percent in 1999, 8.0 percent in 1998 and 5.75 percent in 1997. The amount of AFC capitalized as a construction cost is credited to other income (for equity capital) and interest charges (for debt capital). AFC amounts capitalized are included in NSP's rate base for establishing utility service rates. In addition to construction-related amounts, AFC is also recorded to reflect returns on capital used to finance conservation programs.

Depreciation | NSP determines the depreciation of its plant by spreading the original cost equally over the plant's useful life. Every five years, NSP submits an average service life filing to the Minnesota Public Utilities Commission (MPUC) for electric and gas property. The most recent filing occurred in 1997. Depreciation expense as a percentage of the average utility plant in service was 3.83 percent in 1999, 3.77 percent in 1998 and 3.78 percent in 1997.

Decommissioning | NSP accounts for the future cost of decommissioning – or permanently retiring – its nuclear generating plants through annual depreciation accruals using an annuity approach designed to provide for full rate recovery of the future decommissioning costs. Our decommissioning calculation covers all expenses, including decontamination and removal of radioactive material, and extends over the estimated lives of the plants. The calculation assumes that NSP will recover those costs through rates. (See Note 13 for more information on decommissioning.)

Nuclear Fuel Expense | Nuclear fuel expense, which is recorded as the plant uses fuel, includes the cost of:

- nuclear fuel used
- future spent nuclear fuel disposal, based on fees established by the U.S. Department of Energy (DOE)
- NSP's portion of the cost of decommissioning or shutting down the DOE's fuel enrichment facility

Environmental Costs | We record environmental costs when it is probable that NSP is liable for the costs and we can reasonably estimate the liability. We may defer costs as a regulatory asset based on our expectation that we will recover 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, we capitalize and depreciate the costs over the life of the plant.

We record estimated remediation costs, excluding inflationary increases and possible reductions for insurance coverage and rate recovery. The estimates are based on 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, 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.

Income Taxes | Based on the liability method, NSP defers income taxes for all temporary differences between pretax financial and taxable income, and between the book and tax bases of assets and liabilities. We use the tax rates that are scheduled to be in effect when the temporary differences are expected to turn around, or reverse.

Due to the effects of past regulatory practices, when deferred taxes were not required to be recorded, we account for the reversal of some temporary differences as current income tax expense. We defer investment tax credits and spread their benefits over the estimated lives of the related property. Utility rate regulation also has created certain regulatory assets and liabilities related to income taxes, which we summarize in Note 9. We discuss our income tax policy for international operations in Note 7.

Foreign Currency Translation | NSP's foreign operations generally use the local currency as their functional currency in translating international operating results and balances to U.S. currency. Foreign currency denominated assets and liabilities are translated at the exchange rates in effect at the end of a reporting period. Income, expense and cash flows are translated at weighted-average exchange rates for the period. We accumulate the resulting currency translation adjustments and report them as a component of Accumulated Other Comprehensive Income.

When we convert cash distributions made in one currency to another currency, we include those gains and losses in the results of operations as a component of income from nonregulated businesses before interest and taxes. We do the same for foreign currency derivative arrangements that do not qualify for hedge accounting.

Derivative Financial Instruments | To preserve the U.S. dollar value of projected foreign currency cash flows, NRG hedges – or protects – those cash flows if appropriate foreign hedging instruments are available. The gains and losses on those agreements offset the effect of exchange rate fluctuations on NRG's known and anticipated cash flows. NRG defers gains on agreements that hedge firm commitments of cash flows, and accounts for them as part of the relevant foreign currency transaction when the transaction occurs. NRG defers losses on these agreements the same way, unless it appears that the deferral would result in recognizing a loss later.

While NRG is not currently hedging investments involving foreign currency, NRG will hedge such investments when it believes that preserving the U.S. dollar value of the investment is appropriate. NRG is not hedging currency translation adjustments related to future operating results. NRG does not speculate in foreign currencies.

From time to time, NRG also uses interest rate hedging instruments to protect it from an increase in the cost of borrowing. Gains and losses on interest rate hedging instruments are reported as part of the asset for Equity Investments in Nonregulated Projects when the hedging instrument relates to a project that has financial statements that are not consolidated into NRG's financial statements. Otherwise, they are reported as a part of debt.

In the past, EMI used natural gas futures and forward contracts to manage the risk of gas price fluctuations. In February 1999, EMI transferred its gas supply and marketing function to NSP's Energy Marketing division. EMI's remaining gas future and forward contracts will expire during 2000 and EMI will have no further derivative activity.

NSP's Energy Marketing division and NRG's Power Marketing subsidiary use future and forward contracts to manage the risk of natural gas and electricity price fluctuations. The cost or benefit of

futures or forward contracts is recorded when related sales commitments are fulfilled as a component of operating expenses. NSP and NRG do not speculate in electricity or natural gas futures.

A final derivative instrument used by NSP and NRG is the interest rate swap. The cost or benefit of the interest rate swap agreements is recorded as a component of interest expense. None of these derivative financial instruments are reflected on NSP's balance sheet. For information on derivatives, see Note 11.

Use of Estimates | In recording transactions and balances resulting from business operations, NSP uses estimates based on the best information available. We use estimates for such items as plant depreciable lives, tax provisions, uncollectible amounts, environmental costs, unbilled revenues and actuarially determined benefit costs.

We revise the recorded estimates when we get better information or when we can determine actual amounts. Those revisions can affect operating results. Each year, we also review the depreciable lives of certain plant assets and revise them if appropriate.

Cash Equivalents | NSP considers investments in certain debt instruments – with a remaining maturity of three months or less at the time of purchase – to be cash equivalents. Those debt instruments are primarily commercial paper and money market funds.

Regulatory Deferrals | As regulated entities, NSP-Minnesota, NSP-Wisconsin and Viking account for certain income and expense items using Statement of Financial Accounting Standards (SFAS) No. 71 – Accounting for the Effects of Regulation. Under SFAS No. 71:

- we defer certain costs, which would otherwise be charged to expense, as regulatory assets based on our expected ability to recover them in future rates; and
- we defer certain credits, which would otherwise be reflected as income, as regulatory liabilities based on our expectation they will be returned to customers in future rates.

We base our estimates of recovering deferred costs and returning deferred credits on specific ratemaking decisions or precedent for each item. We amortize regulatory assets and liabilities consistent with the period of expected regulatory treatment.

Stock-Based Employee Compensation | NSP has several stock-based compensation plans, which are described in Note 4. NSP accounts for those plans using the intrinsic value method. We do not record compensation expense for stock options because there is no difference between the market price and the purchase price at grant date. We do, however, record compensation expense for restricted stock that NSP awards to certain employees, but holds until the restrictions lapse or the stock is forfeited. We do not use the optional accounting under SFAS No. 123 – Accounting for Stock-Based Compensation. If we had used the SFAS No. 123 method of accounting, the reduction in earnings for 1999, 1998 and 1997 would have been less than 1 cent per share per year.

Development Costs | As NRG develops projects, it expenses the development costs it incurs until a sales agreement or letter of intent is signed and the project has received NRG board approval. NRG capitalizes additional costs incurred at that point. When a project begins to operate, NRG amortizes the capitalized costs over either the life of the project's related assets or the revenue contract period, whichever is less. If a project is terminated without becoming operational, NRG expenses the capitalized costs in the year of the termination.

Intangible Assets | Goodwill results when NSP purchases an entity at a price higher than the underlying fair value of the net assets. We amortize the goodwill and other intangible assets over periods consistent with the economic useful life of the assets. Our intangible assets are currently amortized over a range of 15 to 40 years. We periodically evaluate the recovery of goodwill based on an analysis of estimated undiscounted future cash flows. At Dec. 31, 1999, NSP's intangible assets included \$41 million of goodwill, net of accumulated amortization.

Intangible and other assets also included deferred financing costs, net of amortization, of approximately \$37 million at Dec. 31, 1999. We are amortizing these financing costs over the remaining maturity period of the related debt.

Reclassifications | We reclassified certain items in the 1997 and 1998 income statements to conform to the 1999 presentation. These reclassifications had no effect on net income or earnings per share.

2. Short-Term Borrowings

Short-term debt outstanding at Dec. 31 consisted of:

| <i>(Millions of dollars)</i> | <i>1999</i> | <i>1998</i> |
|--|-------------|-------------|
| Utility short-term debt | \$ 420 | \$ 114 |
| Weighted average interest rate – Dec. 31 | 5.9% | 5.3% |
| Nonregulated short-term debt | \$1 026 | \$ 126 |
| Less amounts reclassified to long-term | (647) | |
| Net nonregulated short-term debt | 379 | 126 |
| Weighted average interest rate – Dec. 31 | 7.4% | 5.9% |

At the end of 1998 and 1999, NSP-Minnesota had a \$300 million revolving credit facility under a commitment fee arrangement. This facility provides short-term financing in the form of bank loans, letters of credit and support for commercial paper sales. NSP did not borrow or issue any letters of credit against this facility in 1998 or 1999.

In addition, banks provided credit lines of \$556 million to wholly owned subsidiaries of NSP at Dec. 31, 1999. At that time, a total of \$343 million was borrowed against these lines, mainly by NRG.

On Feb. 22, 2000, NRG Northeast Generating issued \$750 million of senior secured bonds to refinance short-term project borrowings. The bond offering included three tranches: \$320 million with an interest rate of 8.065 percent due in 2004, \$109 million with an interest rate of 8.842 percent due in 2010 and \$321 million with an interest rate of 9.292 percent due in 2024. NRG used \$647 million of the proceeds to repay short-term borrowings outstanding at Dec. 31, 1999. Accordingly, \$647 million of short-term debt has been classified as long-term debt, based on this refinancing.

3. Long-Term Debt

Except for minor exclusions, all property of NSP-Minnesota and NSP-Wisconsin is subject to the liens of the first mortgage indentures, which are contracts between the companies and their bond holders. A lien on the related property secures other debt securities, as we indicate in the Consolidated Statements of Capitalization.

The annual sinking-fund requirements of NSP-Minnesota and NSP-Wisconsin's first mortgage indentures are the amounts necessary to redeem 1 percent of the highest principal amount of each series of first mortgage bonds at any time outstanding, excluding:

- series issued for pollution control and resource recovery financings
- certain other series totaling \$1 billion

NSP-Minnesota and NSP-Wisconsin may apply property additions in lieu of cash on all series, as permitted by their first mortgage indenture.

NSP-Minnesota's 2011 and 2019 series First Mortgage Bonds have variable interest rates, which currently change at various periods up to 270 days, based on prevailing rates for certain commercial paper securities or similar issues. The interest rates applicable to these issues averaged 5.75 percent and 3.7 percent, respectively, at Dec. 31, 1999. The 2011 series bonds are redeemable upon seven days notice at the option of the bondholder. NSP-Minnesota also is potentially liable for repayment of the 2019 series when the bonds are tendered, which occurs each time the variable interest rates change. The principal amount of all of these variable rate bonds outstanding represents potential short-term obligations and, therefore, is reported under current liabilities on the Balance Sheets.

Maturities and sinking-fund requirements on long-term debt are:

- \$153 million in 2000
- \$190 million in 2001
- \$42 million in 2002
- \$290 million in 2003
- \$373 million in 2004

4. Common Stock and Incentive Stock Plans

NSP's Articles of Incorporation and first mortgage indenture include certain restrictions on paying cash dividends on common stock. Even with these restrictions, NSP could have paid more than \$1.4 billion in additional cash dividends on common stock at Dec. 31, 1999.

NSP grants nonqualified stock options and restricted stock under our Executive Long-Term Incentive Award Stock Plan. The awards granted in any year cannot exceed 1 percent of the number of outstanding shares of NSP common stock at the end of the previous year. When options are exercised or when we grant restricted stock, we may either issue new shares or purchase market shares.

The weighted average number of common and potentially dilutive shares outstanding includes the dilutive effect of stock options and other stock awards based on the treasury stock method. Effective in January 1999, stock options granted to NSP officers vest at a rate of one-third each year for three years. Stock options for other employees vest one year from the date of grant. Once they have vested, options can be exercised up to 10 years after the date they were granted.

Employees forfeit stock options if their employment ends (for reasons other than retirement) before the vesting term. If employment ends after the vesting term, employees either forfeit their options or must exercise them within three to 36 months, depending on their circumstances. If an employee retires, all options granted in 1999 will vest immediately and can be exercised over their 10-year life. The exercise price of an option is the market price of NSP stock on the date of grant. The plan previously granted other types of performance awards, some of which remain outstanding. Most of these performance awards were valued in dollars, but paid in shares based on the market price at the time of payment. The following table includes transactions that have occurred under the various incentive stock programs, with the corresponding weighted average exercise price:

STOCK OPTION AND PERFORMANCE AWARDS

| <i>(Thousands of shares)</i> | 1999 | | 1998 | | 1997 | |
|--|--------|---------------|--------|---------------|--------|---------------|
| | Shares | Average Price | Shares | Average Price | Shares | Average Price |
| Outstanding Jan. 1 | 2 389 | \$23.57 | 2 206 | \$22.57 | 2 235 | \$21.99 |
| Options granted in January or February | 993 | \$26.31 | 572 | \$26.88 | 573 | \$23.72 |
| Options and awards exercised | (28) | \$18.89 | (346) | \$22.39 | (520) | \$21.12 |
| Options and awards forfeited | (8) | \$26.45 | (34) | \$26.48 | (60) | \$23.60 |
| Options and awards expired | (10) | \$25.64 | (9) | \$23.24 | (22) | \$25.47 |
| OUTSTANDING AT DEC. 31 | 3 336 | \$24.41 | 2 389 | \$23.57 | 2 206 | \$22.57 |
| EXERCISABLE AT DEC. 31 | 2 349 | \$24.06 | 1 847 | \$23.34 | 1 685 | \$22.21 |

The following table summarizes information about stock options outstanding at Dec. 31, 1999:

| | <i>Range of Exercise Prices</i> | | |
|---|---------------------------------|----------------------|----------------------|
| | <i>\$16.63-20.47</i> | <i>\$21.10-22.75</i> | <i>\$23.72-26.88</i> |
| Options Outstanding: <i>(a)</i> | | | |
| Number outstanding at Dec. 31, 1999 | 271 624 | 715 216 | 2 336 859 |
| Weighted average remaining contractual life (years) | 1.2 | 4.2 | 7.9 |
| Weighted average exercise price | \$18.72 | \$21.96 | \$25.82 |
| Options Exercisable: <i>(a)</i> | | | |
| Number exercisable at Dec. 31, 1999 | 271 624 | 715 216 | 1 349 786 |
| Weighted average exercise price | \$18.72 | \$21.96 | \$25.47 |

(a) There were also 12,197 other awards outstanding at Dec. 31, 1999.

In addition to granting stock options, NSP grants certain employees restricted stock based on a dollar value of the award. We use the market price of the stock on the date it was granted to determine the number of restricted shares to grant. NSP holds the stock until restrictions lapse; 50 percent of the stock vests one year from the date of the award and the other 50 percent vests two years from the date of the award. We reinvest dividends on the shares we hold while restrictions are in place. Restrictions also apply to the additional shares acquired through dividend reinvestment.

Over the last three years, NSP has granted the following restricted stock awards:

- 52,688 shares in 1997
- 49,651 shares in 1998
- 51,790 shares in 1999

Compensation expense related to these awards was immaterial.

5. Benefit Plans and Other Postretirement Benefits

NSP offers the following benefit plans to its benefit employees. Approximately 37 percent of benefit employees are represented by five local labor unions under a collective-bargaining agreement, which expires in 2004.

Pension Benefits | NSP has two noncontributory, defined benefit pension plans that cover almost all utility employees. Benefits are based on a combination of years of service, the employee's average pay and Social Security benefits.

NSP's policy is to fully fund into an external trust the actuarially determined pension costs recognized for ratemaking and financial reporting purposes, subject to the limitations of applicable employee benefit and tax laws. Plan assets principally consist of the common stock of public companies, corporate bonds and U.S. government securities.

Postretirement Health Care | NSP has a contributory health and welfare benefit plan that provides health care and death benefits to almost all NSP retirees. The plan was terminated for nonbargaining employees retiring after 1998 and for bargaining employees after 1999. For covered retirees, the plan enables NSP and such retirees to share the costs of retiree health care. NSP nonbargaining retirees pay 40 percent of total health care costs. Cost-sharing for bargaining employees is governed by the terms of NSP's collective bargaining agreement.

In conjunction with the 1993 adoption of SFAS No. 106 – Employers' Accounting for Postretirement Benefits Other Than Pensions, NSP elected to amortize the unrecognized accumulated postretirement benefit obligation (APBO) on a straight-line basis over 20 years.

Regulators for almost all of NSP's retail and wholesale customers have allowed full rate recovery of increased benefit costs under SFAS No. 106. Minnesota and Wisconsin retail regulators require external funding to the extent it is tax advantaged. Such funding began for Wisconsin in 1993 and for Minnesota in 1998. For wholesale ratemaking, FERC requires external funding for all benefits paid and accrued under SFAS No. 106. Plan assets held in external funding trusts principally consist of investments in equity mutual funds and cash equivalents.

| RECONCILIATION OF FUNDED STATUS (Thousands of dollars) | Pension Benefits | | Other Postretirement Benefits | |
|---|------------------|-------------|-------------------------------|-------------|
| | 1999 | 1998 | 1999 | 1998 |
| BENEFIT OBLIGATION AT JAN. 1 | \$1 143 464 | \$1 048 251 | \$ 219 762 | \$ 279 230 |
| Service cost | 36 421 | 31 643 | 196 | 3 247 |
| Interest cost | 86 429 | 78 839 | 9 184 | 15 896 |
| Plan amendments | 184 255 | 102 315 | (80 840) | (51 456) |
| Actuarial (gain) loss | (105 634) | (41 635) | 8 269 | (9 732) |
| Benefit payments | (97 086) | (75 949) | (16 637) | (17 423) |
| BENEFIT OBLIGATION AT DEC. 31 | \$1 247 849 | \$1 143 464 | \$ 139 934 | \$ 219 762 |
| Fair value of plan assets at Jan. 1 | \$2 221 819 | \$1 978 538 | \$ 34 514 | \$ 19 783 |
| Actual return on plan assets | 293 904 | 319 230 | 3 982 | 2 471 |
| Employer contributions | | | 13 339 | 29 683 |
| Benefit payments | (97 086) | (75 949) | (16 637) | (17 423) |
| FAIR VALUE OF PLAN ASSETS AT DEC. 31 | \$2 418 637 | \$2 221 819 | \$ 35 198 | \$ 34 514 |
| Funded status at Dec. 31 – net asset (obligation) | \$1 170 788 | \$1 078 355 | \$(104 736) | \$(185 248) |
| Unrecognized transition (asset) obligation | (311) | (387) | 22 073 | 104 482 |
| Unrecognized prior service cost | 277 350 | 114 305 | (2 926) | (2 399) |
| Unrecognized net (gain) loss | (1 381 889) | (1 167 340) | 10 580 | 3 790 |
| AMOUNT RECOGNIZED IN THE BALANCE SHEETS | | | | |
| Prepaid benefit asset | \$ 65 938 | \$ 24 933 | | |
| Accrued benefit liability | | | \$ (75 009) | \$ (79 375) |

WEIGHTED AVERAGE ASSUMPTIONS USED IN BENEFIT CALCULATIONS

| | | | | |
|--|------|------|----------|------|
| Discount rate at end of year | 7.5% | 6.5% | 7.5% | 6.5% |
| Expected return on plan assets for year – before tax | 8.5% | 8.5% | 8.0% | 8.0% |
| Rate of future compensation increase per year | 4.5% | 4.5% | | |
| Rate of future health care cost increase per year: | | | | |
| Next succeeding year – age 65 and older | | | 6.1% | 6.1% |
| Next succeeding year – under age 65 | | | 8.1% | 8.1% |
| Final rate of increase in 2004 | | | 5.5% | 5.0% |
| Effect of changes in the assumed health care cost trend rate for each year: | | | | |
| 1% increase in APBO components at Dec. 31, 1999 | | | \$12 188 | |
| 1% decrease in APBO components at Dec. 31, 1999 | | | (10 565) | |
| 1% increase in service and interest cost components of the net periodic cost | | | 749 | |
| 1% decrease in service and interest cost components of the net periodic cost | | | (646) | |

| COMPONENTS OF NET PERIODIC BENEFIT COST (Thousands of dollars) | Pension Benefits | | | Other Postretirement Benefits | | |
|--|------------------|------------|------------|-------------------------------|----------|----------|
| | 1999 | 1998 | 1997 | 1999 | 1998 | 1997 |
| Service cost | \$ 36 421 | \$ 31 643 | \$ 27 680 | \$ 196 | \$ 3 247 | \$ 5 095 |
| Interest cost | 86 429 | 78 839 | 72 651 | 9 184 | 15 896 | 18 872 |
| Expected return on plan assets | (147 592) | (129 263) | (115 359) | (2 499) | (1 582) | (1 242) |
| Amortization of transition (asset) obligation | (76) | (76) | (76) | 2 384 | 8 335 | 10 780 |
| Amortization of prior service cost | 21 210 | 6 673 | 1 071 | (288) | (175) | |
| Recognized actuarial (gain) or loss | (37 397) | (27 727) | (20 762) | (5) | (4) | 3 |
| Net periodic benefit cost (credit) under SFAS 87 or 106 | (41 005) | (39 911) | (34 795) | 8 972 | 25 717 | 33 508 |
| Credits not recognized due to effects of ratemaking | 36 469 | 35 545 | 30 862 | | | |
| NET PERIODIC BENEFIT COST (CREDIT) RECOGNIZED FOR FINANCIAL REPORTING | \$ (4 536) | \$ (4 366) | \$ (3 933) | \$ 8 972 | \$25 717 | \$33 508 |

401(k) | NSP has a contributory, defined contribution Retirement Savings Plan, which complies with section 401(k) of the Internal Revenue Code and covers substantially all utility employees. NSP matches specified amounts of employee contributions to the plan. NSP's matching contributions were approximately \$6.5 million in 1999, \$4.8 million in 1998 and \$4.4 million in 1997.

ESOP | NSP has a leveraged Employee Stock Ownership Plan (ESOP) that covers substantially all utility employees. NSP makes contributions to this noncontributory, defined contribution plan to the extent we realize a tax savings from dividends paid on certain ESOP shares. Contributions to the ESOP, which represent compensation expense, were \$4.2 million in 1999, \$4.3 million in 1998 and \$4.4 million in 1997.

ESOP contributions have no material effect on NSP earnings because the contributions are essentially offset by the tax savings provided by the dividends paid on ESOP shares. NSP allocates leveraged ESOP shares to participants when it repays ESOP loans with dividends on stock held by the ESOP.

NSP's ESOP held 11.3 million shares of NSP common stock at the end of 1999 and 1998, and 11.2 million shares of NSP common stock at the end of 1997.

NSP excluded the following uncommitted leveraged ESOP shares from earnings per share calculations: 0.5 million in 1999, 0.6 million in 1998 and 0.6 million in 1997.

6. Nonregulated Earnings Contribution

Income from nonregulated subsidiaries consists of the following:

(Thousands of dollars, except per share amounts)

| | 1999 | 1998 | 1997 |
|--|------------------|------------------|------------------|
| Operating revenues | \$512 839 | \$182 230 | \$223 571 |
| Equity in operating earnings of unconsolidated affiliates | 67 859 | 79 884 | 18 600 |
| Operating and development expenses, including project write-downs | (500 803) | (248 420) | (251 087) |
| Interest and other income (loss), including gains from project sales | (456) | 37 477 | 20 994 |
| Income from nonregulated businesses before interest and taxes | 79 439 | 51 171 | 12 078 |
| Interest expense | (97 854) | (54 261) | (34 627) |
| Income tax benefit | 52 761 | 41 791 | 38 032 |
| NET INCOME FROM NONREGULATED SUBSIDIARIES | \$ 34 346 | \$ 38 701 | \$ 15 483 |
| Earnings per share from nonregulated subsidiaries | \$ 0.22 | \$ 0.26 | \$ 0.11 |
| Loss per share from write-down of investment in CellNet stock | (0.05) | | |
| TOTAL NONREGULATED EARNINGS PER SHARE CONTRIBUTION | \$ 0.17 | \$ 0.26 | \$ 0.11 |

7. Income Taxes

Total income tax expense from operations differs from the amount computed by applying the statutory federal income tax rate to income before income tax expense. The reasons for the difference are:

| | 1999 | 1998 | 1997 |
|---|--------------|--------------|--------------|
| Federal statutory rate | 35.0% | 35.0% | 35.0% |
| Increases (decreases) in tax from: | | | |
| State income taxes, net of federal income tax benefit | 4.7% | 4.7% | 4.3% |
| Tax credits recognized | (13.6)% | (8.9)% | (7.9)% |
| Equity income from unconsolidated affiliates | (4.2)% | (3.8)% | (2.5)% |
| Regulatory differences – utility plant items | 2.3% | 0.7% | 1.1% |
| Other – net | (1.4)% | (0.6)% | (1.0)% |
| EFFECTIVE INCOME TAX RATE | 22.8% | 27.1% | 29.0% |

(Thousands of dollars)

Income taxes are comprised of the following expense (benefit) items:

Included in utility operating expenses:

| | | | |
|---------------------------------|----------------|----------------|----------------|
| Current federal tax expense | \$111 280 | \$127 734 | \$125 202 |
| Current state tax expense | 29 113 | 32 750 | 28 812 |
| Deferred federal tax expense | (3 878) | (6 625) | (88) |
| Deferred state tax expense | (115) | 646 | (23) |
| Deferred investment tax credits | (9 107) | (9 122) | (9 048) |
| Total | 127 293 | 145 383 | 144 855 |

Included in income taxes on nonregulated operations and nonoperating items:

| | | | |
|---------------------------------|------------------|------------------|------------------|
| Current federal tax expense | (15 740) | (15 732) | (19 470) |
| Current state tax expense | (3 949) | (6 744) | (5 804) |
| Current foreign tax expense | 4 040 | 2 358 | 236 |
| Current federal tax credits | (30 137) | (25 122) | (17 006) |
| Deferred federal tax expense | (4 066) | 11 132 | (2 237) |
| Deferred state tax expense | (4 097) | 1 566 | (662) |
| Deferred foreign tax expense | (6 868) | (7 736) | (2 892) |
| Deferred investment tax credits | (194) | (310) | (310) |
| Total | (61 011) | (40 588) | (48 145) |
| TOTAL INCOME TAX EXPENSE | \$ 66 282 | \$104 795 | \$ 96 710 |

NRG intends to indefinitely reinvest earnings from foreign operations except to the extent the earnings are subject to current U.S. income taxes. Accordingly, U.S. income taxes and foreign withholding taxes have not been provided on a cumulative amount of unremitted earnings of foreign subsidiaries of approximately \$195 million and \$158 million at Dec. 31, 1999 and 1998. The additional U.S. income tax and foreign withholding tax on the unremitted foreign earnings, if repatriated, would be offset in whole or in part by foreign tax credits. Thus, it is not practicable to estimate the amount of tax that might be payable.

The components of NSP's net deferred tax liability (current and noncurrent portions) at Dec. 31 were:

| <i>(Thousands of dollars)</i> | 1999 | 1998 |
|--|--------------------|--------------------|
| Deferred tax liabilities: | | |
| Differences between book and tax bases of property | \$ 908 320 | \$ 886 099 |
| Regulatory assets | 70 546 | 103 640 |
| Tax benefit transfer leases | 23 431 | 27 170 |
| Other | 20 370 | 22 961 |
| Total deferred tax liabilities | <u>\$1 022 667</u> | <u>\$1 039 870</u> |
| Deferred tax assets: | | |
| Regulatory liabilities | \$ 49 412 | \$ 75 774 |
| Deferred compensation, vacation and other accrued liabilities not currently deductible | 63 073 | 67 539 |
| Deferred investment tax credits | 46 969 | 51 003 |
| Other | 47 000 | 29 565 |
| Total deferred tax assets | <u>\$ 206 454</u> | <u>\$ 223 881</u> |
| NET DEFERRED TAX LIABILITY | <u>\$ 816 213</u> | <u>\$ 815 989</u> |

8. Preferred Securities

At Dec. 31, 1999, various preferred stock series were callable at prices per share ranging from \$102.00 to \$103.75, plus accrued dividends.

In 1997, a wholly owned special purpose subsidiary trust of NSP issued \$200 million of 7.875 percent preferred securities that mature in 2037. Distributions paid by the subsidiary trust on the preferred securities are financed through interest payments on debentures issued by NSP-Minnesota and held by the subsidiary trust, which are eliminated in NSP's consolidation. The preferred securities are redeemable at \$25 per share beginning in 2002. Distributions and redemption payments are guaranteed by NSP. Distributions paid to preferred security holders are reflected as a financing cost in the Income Statement along with interest expense.

9. Regulatory Assets and Liabilities

The following summarizes the individual components of unamortized regulatory assets and liabilities shown on the Balance Sheets at Dec. 31:

| <i>(Thousands of dollars)</i> | <i>Remaining Amortization Period</i> | 1999 | 1998 |
|---|--------------------------------------|------------------|------------------|
| AFC recorded in plant (a) | Plant Lives | \$112 291 | \$121 551 |
| Conservation programs (a) | 3 Years | 5 254 | 72 995 |
| Losses on reacquired debt | Term of Related Debt | 52 698 | 56 242 |
| Environmental costs | Primarily 10 Years | 48 708 | 50 158 |
| Unrecovered gas costs | 1-2 Years | 15 266 | 16 259 |
| State commission accounting adjustments (a) | Plant Lives | 7 641 | 7 370 |
| Other | Various | 6 269 | 7 365 |
| TOTAL REGULATORY ASSETS | | <u>\$248 127</u> | <u>\$331 940</u> |
| Deferred income tax adjustments | | \$ 77 433 | \$ 75 066 |
| Investment tax credit deferrals | | 78 281 | 84 865 |
| Unrealized gains from decommissioning investments | | 177 578 | 138 613 |
| Pension costs - regulatory differences | | 84 198 | 53 012 |
| Conservation incentives | | 25 284 | |
| Fuel costs, refunds and other | | 18 795 | 20 683 |
| TOTAL REGULATORY LIABILITIES | | <u>\$461 569</u> | <u>\$372 239</u> |

(a) Earns a return on investment in the ratemaking process

10. Investments Accounted for by the Equity Method

NSP's nonregulated subsidiaries have investments in various international and domestic energy projects, and domestic affordable housing and real estate projects. We use the equity method of accounting for such investments in affiliates, which include joint ventures and partnerships. That's because the ownership structure prevents NSP from exercising a controlling influence over the projects' operating and financial policies. Under this method, NSP records its portion of the earnings or losses of unconsolidated affiliates as equity earnings. A summary of NSP's significant equity method investments follows.

| <i>Name</i> | <i>Geographic Area</i> | <i>Economic Interest</i> |
|---|------------------------|--------------------------|
| Loy Yang Power A | Australia | 25.37% |
| Enfield Energy Centre | Europe | 25.00% |
| Gladstone Power Station | Australia | 37.50% |
| COBEE (Bolivian Power Co. Ltd.) | South America | 49.10% |
| MIBRAG mbH | Europe | 33.33% |
| Cogeneration Corp. of America | USA | 20.00% |
| Schkopau Power Station | Europe | 20.95% |
| Long Beach Generating | USA | 50.00% |
| El Segundo Generating | USA | 50.00% |
| Encina | USA | 50.00% |
| San Diego Combustion Turbines | USA | 50.00% |
| Energy Developments Limited | Australia | 29.14% |
| Scudder Latin American Power | Latin America | 6.63% |
| Various independent power production facilities | USA | 45%-50% |
| Various affordable housing limited partnerships | USA | 20%-99.9% |

Summarized Financial Information of Unconsolidated Affiliates | Summarized financial information for these projects, including interests owned by NSP and other parties, is as follows for the years ended Dec. 31:

RESULTS OF OPERATIONS

| <i>(Millions of dollars)</i> | 1999 | 1998 | 1997 |
|---|---------|---------|---------|
| Operating revenues | \$1 752 | \$1 509 | \$1 698 |
| Operating income | \$ 215 | \$ 205 | \$ 93 |
| Net income | \$ 200 | \$ 143 | \$ 84 |
| NSP's equity in earnings of unconsolidated affiliates | \$ 68 | \$ 80 | \$ 19 |

FINANCIAL POSITION

| <i>(Millions of dollars)</i> | 1999 | 1998 |
|--|----------------|----------------|
| Current assets | \$ 748 | \$ 714 |
| Other assets | 7 461 | 8 071 |
| TOTAL ASSETS | \$8 209 | \$8 785 |
| Current liabilities | \$ 716 | \$ 537 |
| Other liabilities | 5 246 | 5 931 |
| Equity | 2 247 | 2 317 |
| TOTAL LIABILITIES AND EQUITY | \$8 209 | \$8 785 |
| NSP's equity investment in unconsolidated affiliates | \$1 047 | \$ 863 |

11. Financial Instruments

Fair Values | The estimated Dec. 31 fair values of NSP's recorded financial instruments are as follows:

| | 1999 | | 1998 | |
|---|------------------------|-------------------|------------------------|-------------------|
| | <i>Carrying Amount</i> | <i>Fair Value</i> | <i>Carrying Amount</i> | <i>Fair Value</i> |
| Cash, cash equivalents and short-term investments | \$ 55 968 | \$ 55 968 | \$ 42 364 | \$ 42 364 |
| Long-term investments | \$ 517 129 | \$ 517 129 | \$ 438 981 | \$ 438 981 |
| Long-term debt, including current portion | \$3 748 195 | \$3 626 638 | \$2 220 346 | \$2 313 468 |

For cash, cash equivalents and short-term investments, the carrying amount approximates fair value because of the short maturity of those instruments. The fair values of NSP's long-term investments, mainly debt securities in an external nuclear decommissioning fund, are estimated based on quoted market prices for those or similar investments. The fair value of NSP's long-term debt is estimated based on the quoted market prices for the same or similar issues, or the current rates for debt of the same remaining maturities and credit quality.

Derivatives | As of Dec. 31, 1999, NRG had no contracts to hedge or protect – foreign currency denominated future cash flows. One contract that was outstanding during 1999 had no material effect on earnings.

During the third quarter of 1999, NRG Northeast Generating LLC (N.E. Generating), a wholly owned subsidiary of NRG, entered into \$600 million of "treasury locks," at various interest rates, which expired in February 2000. These treasury locks were an interest rate hedge for an N.E. Generating bond offering issued in February 2000 (see Note 2).

At Dec. 31, 1999, NRG had three interest rate swap agreements with notional amounts totaling approximately \$393 million. The contracts are used to manage NRG's exposure to changes in interest rates. If the swaps had been discontinued on Dec. 31, 1999, NRG would have owed the counterparties approximately \$3 million. Management believes that NRG's exposure to credit risk due to nonperformance by the counterparties to its hedging contracts is insignificant, based on the investment grade rating of the counterparties.

- In September 1999, NRG entered into a \$200 million swap agreement effectively converting the 7.5 percent fixed rate on its senior notes to a variable rate. It expires on June 1, 2009.
- A second swap effectively converts a \$16 million issue of variable rate debt into fixed rate debt. The swap expires on Sept. 30, 2002.
- A third swap converts \$177 million of floating rate debt into fixed rate debt. The swap expires on Dec. 17, 2014.

As of Dec. 31, 1999, EMI had natural gas forward and futures contracts in the notional amount of less than \$1 million. These contracts will expire during 2000 and EMI will have no further derivative activity.

NSP's Energy Marketing division uses energy futures contracts, along with physical supply, to hedge market risk in the energy market. At Dec. 31, 1999, the notional amount of energy futures contracts was approximately \$2 million. Management believes that the risk of counterparty nonperformance with regard to any of Energy Marketing's hedge transactions is not significant.

NRG's Power Marketing subsidiary uses energy forward contracts, along with physical supply, to hedge market risk in the energy market. At Dec. 31, 1999, the notional amount of energy forward contracts was approximately \$207 million. If the contracts had been terminated at Dec. 31, 1999, NRG would have received approximately \$12 million based on price fluctuations to date. Management believes the risk of counterparty nonperformance with regards to any of NRG's hedging transactions is not significant.

Letters of Credit | NSP and its subsidiaries use letters of credit, generally with terms of one year, to provide financial guarantees for certain operating obligations. In addition, NRG uses letters of credit for nonregulated equity commitments, collateral for credit agreements, fuel purchase and operating commitments, and bids on development projects.

At Dec. 31, 1999, there were \$140 million in letters of credit outstanding, including \$116 million related to NRG commitments. The contract amounts of these letters of credit approximate their fair value and are subject to fees determined in the marketplace.

12. Joint Plant Ownership

NSP is part owner of an 860-megawatt coal-fired electric generating unit called Sherco 3. NSP owns and has financed 59 percent and Southern Minnesota Municipal Power Agency owns and has financed 41 percent of Sherco 3. NSP is the operating agent under the joint ownership agreement. NSP's share of related expenses for Sherco 3 is included in Utility Operating Expenses. NSP's share of the gross cost recorded in Utility Plant was approximately \$607 million at year-end 1999 and \$604 million at year-end 1998. The accumulated provisions for depreciation were \$233 million in 1999 and \$215 million in 1998.

13. Nuclear Obligations

Fuel Disposal | NSP is responsible for temporarily storing used – or spent – nuclear fuel from its nuclear plants. The U.S. Department of Energy (DOE) is responsible for permanently storing spent fuel from NSP's nuclear plants as well as from other U.S. nuclear plants. NSP has been funding its portion of the DOE's permanent disposal program since 1981. The fuel disposal fees are based on a charge of 0.1 cent per kilowatt-hour sold to customers from nuclear generation. Fuel expense includes DOE fuel disposal assessments of approximately \$12 million in 1999, \$11 million in 1998 and \$10 million in 1997.

In total, NSP had paid approximately \$272 million to the DOE through Dec. 31, 1999. However, we cannot determine whether the amount and method of the DOE's assessments to all utilities will be sufficient to fully fund the DOE's permanent storage or disposal facility.

The Nuclear Waste Policy Act requires the DOE to begin accepting spent nuclear fuel no later than Jan. 31, 1998. In 1996, the DOE notified commercial spent fuel owners of an anticipated delay in accepting spent nuclear fuel by the required date and conceded that a permanent storage or disposal facility will not be available until at least 2010. NSP and other utilities have commenced lawsuits against the DOE to recover damages caused by the DOE's failure to meet its statutory and contractual obligations.

Without a DOE facility, NSP has been providing, with regulatory and legislative approval, its own temporary on-site storage facilities at its Monticello and Prairie Island nuclear plants. With the dry cask storage facilities approved in 1994, NSP believes it has adequate storage capacity to continue operation of its Prairie Island nuclear plant until at least 2007. The Monticello nuclear plant has storage capacity to continue operations until 2010. Storage availability to permit operation beyond these dates is not assured at this time. NSP is investigating all of its alternatives for spent fuel storage until a DOE facility is available, including pursuing the establishment of a private facility for interim storage of spent nuclear fuel as part of a consortium of electric utilities. If on-site temporary storage at Prairie Island reaches approved capacity, NSP could seek interim storage at this or another contracted private facility, if available.

Nuclear fuel expense includes payments to the DOE for the decommissioning and decontamination of the DOE's uranium enrichment facilities. In 1993, NSP recorded the DOE's initial assessment of \$46 million, which is payable in annual installments from 1993–2008. NSP is amortizing each installment to expense on a monthly basis. The most recent installment paid in 1999 was \$4 million; future installments are subject to inflation adjustments under DOE rules. NSP is obtaining rate recovery of these DOE assessments through the cost-of-energy adjustment clause as the assessments are amortized. Accordingly, we deferred the unamortized assessment of \$32 million at Dec. 31, 1999, as a regulatory asset.

Plant Decommissioning | Decommissioning of NSP's nuclear facilities is planned for the years 2010–2022, using the prompt dismantlement method. NSP currently is following industry practice by ratably accruing the costs for decommissioning over the approved cost recovery period and including the accruals in Utility Plant – Accumulated Depreciation. Consequently, the total decommissioning cost obligation and corresponding assets currently are not recorded in NSP's financial statements.

The Financial Accounting Standards Board (FASB) has proposed new accounting standards, which, if approved, would require the full accrual of nuclear plant decommissioning and other site exit obligations no sooner than 2002. Using Dec. 31, 1999, estimates, NSP's adoption of the proposed accounting would result in the recording of the total discounted decommissioning obligation of \$705 million as a liability, with the corresponding costs capitalized as plant and other assets and depreciated over the operating life of the plant. NSP has not yet determined the potential impact of the FASB's proposed changes in the accounting for site exit obligations, such as costs of removal, other than nuclear decommissioning. However, the ultimate decommissioning and site exit costs to be accrued are expected to be similar to the current methodology. The effects of regulation are expected to minimize or eliminate any impact on operating expenses and results of operations from this future accounting change.

Consistent with cost recovery in utility customer rates, NSP records annual decommissioning accruals based on periodic site-specific cost studies and a presumed level of dedicated funding. Cost studies quantify decommissioning costs in current dollars. Since the costs are expected to be paid in 2010–2022, funding presumes that current costs will escalate in the future at a rate of 4.5 percent per year. The total estimated decommissioning costs that will ultimately be paid, net of income earned by external trust funds, is currently being accrued using an annuity approach over the approved plant recovery period. This annuity approach uses an assumed rate of return on funding, which is currently 6 percent, net of tax, for external funding and approximately 8 percent, net of tax, for internal funding.

The MPUC last approved NSP's nuclear decommissioning study and related nuclear plant depreciation capital recovery request in April 1997, using 1993 cost data. Although NSP expects to operate Prairie Island through the end of each unit's licensed life, the approved capital recovery would allow for the plant to be fully depreciated, including the accrual and recovery of decommissioning costs, in 2008. This is about six years earlier than each unit's licensed life. The approved recovery period for Prairie Island has been reduced because of the uncertainty regarding used fuel storage. NSP believes future decommissioning cost accruals will continue to be recovered in customer rates.

The total obligation for decommissioning currently is expected to be funded approximately 82 percent by external funds and 18 percent by internal funds, as approved by the MPUC. Contributions to the external fund started in 1990 and are expected to continue until plant decommissioning begins. Costs not funded by external trust assets, including accumulated earnings, will be funded through internally generated funds and issuance of NSP debt or stock. The assets held in trusts as of Dec. 31, 1999, primarily consisted of investments in fixed income securities, such as tax-exempt municipal bonds and U.S. government securities that mature in two to 30 years, and common stock of public companies. NSP plans to reinvest matured securities until decommissioning begins.

At Dec. 31, 1999, NSP had recorded and recovered in rates cumulative decommissioning accruals of \$549 million. The following table summarizes the funded status of NSP's decommissioning obligation at Dec. 31, 1999:

| <i>(Thousands of dollars)</i> | <i>1999</i> |
|--|--------------------|
| Estimated decommissioning cost obligation from most recent approved study (1993 dollars) | \$ 750 824 |
| Effect of escalating costs to 1999 dollars (at 4.5% per year) | <u>226 944</u> |
| Estimated decommissioning cost obligation in current dollars | 977 768 |
| Effect of escalating costs to payment date (at 4.5% per year) | <u>867 017</u> |
| Estimated future decommissioning costs (undiscounted) | 1 844 785 |
| Effect of discounting obligation (using risk-free interest rate) | <u>(1 140 003)</u> |
| Discounted decommissioning cost obligation | 704 782 |
| Assets held in external decommissioning trust | <u>517 129</u> |
| DISCOUNTED DECOMMISSIONING OBLIGATION IN EXCESS OF ASSETS CURRENTLY HELD IN EXTERNAL TRUST | <u>\$ 187 653</u> |

Decommissioning expenses recognized include the following components:

| <i>(Thousands of dollars)</i> | <i>1999</i> | <i>1998</i> | <i>1997</i> |
|---|-----------------|-----------------|-----------------|
| Annual decommissioning cost accrual reported as depreciation expense: | | | |
| Externally funded | \$33 178 | \$33 178 | \$33 178 |
| Internally funded (including interest costs) | 1 595 | 1 477 | 1 368 |
| Interest cost on externally funded decommissioning obligation | 4 191 | 6 960 | 7 690 |
| Earnings from external trust funds | <u>(4 191)</u> | <u>(6 960)</u> | <u>(7 690)</u> |
| NET DECOMMISSIONING ACCRUALS RECORDED | <u>\$34 773</u> | <u>\$34 655</u> | <u>\$34 546</u> |

Decommissioning and interest accruals are included with the accumulated provision for depreciation on the balance sheet. Interest costs and trust earnings associated with externally funded obligations are reported in Other Utility Income and Deductions on the income statement.

A triennial nuclear plant decommissioning filing was made with the MPUC in October 1999. Approval by the MPUC is expected in the first quarter of 2000 and will be effective for cost accruals Jan. 1, 2000.

14. Commitments and Contingent Liabilities

Capital Commitments | NSP estimates utility capital expenditures, including purchases of nuclear fuel, will be \$490 million in 2000 and \$2.3 billion for 2000–2004. There also are contractual commitments for the disposal of spent nuclear fuel. (See Note 13.)

NRG expects to invest approximately \$2.7 billion in 2000 and approximately \$4.7 billion for 2000–2004 for nonregulated projects and property, which include acquisitions and project investments. NRG's capital requirements may vary significantly. NRG's capital requirements for 2000 reflect expected acquisitions of existing generation facilities, including Cajun, Killingholme A and the Conectiv fossil assets. A significant portion of NRG's capital requirements is expected to be financed by project-secured debt. In addition, NRG may issue a limited amount of equity financing to third parties for funding a portion of the capital requirements.

Seren expects to spend approximately \$180 million during 2000, which reflects the build-out of its broadband communications network in Northern California. Seren is evaluating its financing options, including equity financing to third parties and project-secured debt. Seren's capital requirements for 2001–2004 may vary significantly depending on the success of development efforts under way.

Legislative Resource Commitments | In 1994, NSP received Minnesota legislative approval for additional on-site temporary spent fuel storage facilities at NSP's Prairie Island plant, provided NSP satisfies certain requirements. Seventeen dry cask containers were approved. As of Dec. 31, 1999, NSP had loaded nine casks. The Minnesota Legislature established several energy resource and other commitments for NSP to obtain the Prairie Island temporary nuclear fuel storage facility approval. These commitments can be met by building, purchasing, or in the case of biomass, converting generation resources.

The 1994 legislation requires NSP to have 425 megawatts of wind resources contracted by Dec. 31, 2002. Of this commitment, approximately 130 megawatts remain to be contracted. During 1999, the MPUC ordered an additional 400 megawatts to be contracted by 2012, subject to least-cost determinations.

During 1997 and 1998, NSP executed three separate power purchase agreements (PPA) for a total of 125 megawatts of biomass-fueled generation resources. These contracts would meet the statutory requirements to contract for 125 megawatts of biomass energy by Dec. 31, 1998. However, in December 1999, NSP terminated one of the contracts due to the nonperformance of the vendor. NSP is currently working to replace this contract. At a hearing in December 1999, the MPUC approved two 25-megawatt PPAs and required further reporting by NSP in relation to its efforts to meet the mandate, including whether NSP intends to exercise an option to increase the megawatt size of one of the contracts. Although the agreements met the requirements for biomass scheduled to be operational by Dec. 31, 2001, and Dec. 31, 2002, due to various delays the actual operational dates of the biomass facilities may be later than scheduled.

Other commitments established by the Legislature include a discount for low-income electric customers, required conservation improvement expenditures and various study and reporting requirements to a legislative electric energy task force. NSP has implemented programs to meet the legislative commitments. NSP's capital commitments include the known effects of the Prairie Island legislation. The impact of the legislation on future power purchase commitments and other operating expenses is not yet determinable.

Guarantees | NSP has sold a portion of its other receivables to a third party. The portion of the receivables sold consisted of customer loans to local and state government entities for energy efficiency improvements under various conservation programs offered by NSP. Under the sales agreements, NSP is required to guarantee repayment to the third party of the remaining loan balances. At Dec. 31, 1999, the outstanding balance of the loans was approximately \$25 million. Based on prior collection experience of these loans, NSP believes that losses under the loan guarantees, if any, would have an immaterial impact on the results of operations.

Leases | Rentals under operating leases were approximately \$43 million, \$33 million and \$32 million for 1999, 1998 and 1997, respectively. Future commitments under these leases generally decline from current levels.

Fuel Contracts | NSP has contracts providing for the purchase and delivery of a significant portion of its current coal, nuclear fuel and natural gas requirements. These contracts expire in various years between 2000 and 2013. In total, NSP is committed to the minimum purchase of approximately \$399 million of coal, \$21 million of nuclear fuel and \$235 million of natural gas and related transportation, or to make payments in lieu thereof, under these contracts. In addition, NSP is required to pay additional amounts depending on actual quantities shipped under these agreements.

NSP has developed a mix of natural gas supply, transportation and storage contracts designed to meet its needs for retail gas sales. The contracts are with several suppliers and for various periods of time. Because NSP has other sources of fuel available and suppliers are expected to continue to provide reliable fuel supplies, risk of loss from nonperformance under all fuel contracts is not considered significant. In addition, NSP's risk of loss, in the form of increased costs, from market price changes in fuel is mitigated through the cost-of-energy adjustment provision of the ratemaking process, which provides for recovery of nearly all fuel costs.

Power Agreements | NSP has several agreements to purchase electricity from the Manitoba Hydro-Electric Board (MH). A summary of the agreements is as follows:

POWER AGREEMENTS

| | <i>Years</i> | <i>Megawatts</i> |
|-------------------------------|--------------|------------------|
| Participation power purchase | 2000–2005 | 500 |
| Seasonal diversity exchanges: | | |
| Summer exchanges from MH | 2000–2014 | 150 |
| | 2000–2016 | 200 |
| Winter exchanges to MH | 2000–2014 | 150 |
| | 2000–2015 | 200 |
| | 2015–2017 | 400 |
| | 2018 | 200 |

The cost of the 500-megawatt participation power purchase commitment is based on 80 percent of the costs of owning and operating NSP's Sherco 3 generating plant, adjusted to 1993 dollars. The future annual capacity costs for the 500-megawatt MH agreement are estimated to be approximately \$58 million. There are no capacity payments for the diversity exchanges. These commitments represent about 17 percent of MH's system capacity and account for approximately 10 percent of NSP's 2000 electric system capability. The risk of loss from nonperformance by MH is not considered significant, and the risk of loss from market price changes is mitigated through cost-of-energy rate adjustments.

NSP has an agreement with Minnkota Power Cooperative for the purchase of summer season capacity and energy. NSP will buy 150 megawatts of summer season capacity for approximately \$12 million annually in 2000 and 2001. From 2002–2015, NSP will purchase 100 megawatts of capacity for \$10 million annually. NSP also has a summer purchase power agreement with Minnesota Power for the purchase of 173 megawatts, including reserves, for 2000. The annual cost of this capacity will be approximately \$2 million.

NSP has agreements with several nonregulated power producers to purchase electric capacity and associated energy. The cost of these commitments is approximately \$45 million annually for 379 megawatts of summer capacity for 2000–2003. These commitments are

expected to range between \$52 million and \$84 million annually for 2004–2024. These commitments are expected to decline to approximately \$27 million annually for 2025–2027, due to the expiration of existing agreements.

Wholesale Sales Agreement | In 1999, NRG entered into a Standard Offer Service Wholesale Sales Agreement with Connecticut Light & Power Co. (CL&P). NRG will supply CL&P with 35 percent of its standard offer service load during 2000, 40 percent during 2001 and 2002 and 45 percent during 2003. The four-year contract is valued at \$1.7 billion. NRG will serve the load with a combination of existing generation and power purchases. Also in 1999, NRG acquired generating stations with a combined capacity of 2,235 megawatts from CL&P.

Nuclear Insurance | NSP's public liability for claims resulting from any nuclear incident is limited to \$9.5 billion under the 1988 Price-Anderson amendment to the Atomic Energy Act of 1954. NSP has secured \$200 million of coverage for its public liability exposure with a pool of insurance companies. The remaining \$9.3 billion of exposure is funded by the Secondary Financial Protection Program, available from assessments by the federal government in case of a nuclear accident. NSP is subject to assessments of up to \$88 million for each of its three licensed reactors to be applied for public liability arising from a nuclear incident at any licensed nuclear facility in the United States. The maximum funding requirement is \$10 million per reactor during any one year.

NSP purchases insurance for property damage and site decontamination cleanup costs from Nuclear Electric Insurance Limited (NEIL). The coverage limits are \$1.5 billion for each of NSP's two nuclear plant sites.

NEIL also provides business interruption insurance coverage, including the cost of replacement power obtained during certain prolonged accidental outages of nuclear generating units. Premiums are expensed over the policy term. All companies insured with NEIL are subject to retroactive premium adjustments if losses exceed accumulated reserve funds. Capital has been accumulated in the reserve funds of NEIL to the extent that NSP would have no exposure for retroactive premium assessments in case of a single incident under the business interruption and the property damage insurance coverage. However, in each calendar year, NSP could be subject to maximum assessments of approximately \$4 million for business interruption insurance and \$15 million for property damage insurance if losses exceed accumulated reserve funds.

Environmental Contingencies | Other long-term liabilities include an accrual of \$35 million, and other current liabilities include an accrual of \$6 million, at Dec. 31, 1999, for estimated costs associated with environmental remediation. Approximately \$24 million of the long-term liability and \$4 million of the current liability relate to a DOE assessment for decommissioning a federal uranium enrichment facility, as discussed in Note 13. Other estimates have been recorded for expected environmental costs associated with manufactured gas plant sites formerly used by NSP, and other waste disposal sites, as discussed later. These environmental liabilities do not include accruals recorded and collected from customers in rates for future nuclear fuel disposal costs or decommissioning costs related to NSP's nuclear generating plants. See Note 13 for further discussion of nuclear items.

The Environmental Protection Agency (EPA) or state environmental agencies have designated NSP-Minnesota as a potentially responsible party (PRP) for 14 waste disposal sites to which NSP-Minnesota allegedly sent hazardous materials.

- Eleven of these 14 sites have been remediated and, consistent with settlements reached with the EPA and other PRPs, NSP-Minnesota has paid \$2.4 million for its share of the remediation costs. One site that was previously remediated was reactivated due to a change in the use of the land. While these remediated sites will continue to be monitored, NSP-Minnesota expects that future remediation costs, if any, will be immaterial. Under applicable law, NSP-Minnesota, along with each PRP, could be held jointly and severally liable for the total remediation costs of PRP sites.
- Neither the total remediation cost nor the final method of cost allocation among all PRPs of the three unremediated sites has been determined. However, NSP-Minnesota has recorded an estimate of approximately \$0.1 million for its share of future costs for these sites. NSP-Minnesota is not aware of the other parties' inability to pay, nor does it know if responsibility for any of the sites is in dispute.

While it is not feasible to determine the ultimate impact of PRP site remediation at this time, the amounts accrued represent the best current estimate of NSP-Minnesota's future liability. It is NSP-Minnesota's practice to vigorously pursue and, if necessary, litigate with insurers to recover incurred remediation costs whenever possible. Through litigation, NSP-Minnesota has recovered a portion of the remediation costs paid to date. Management believes remediation costs incurred, but not recovered, from insurance carriers or other parties should be allowed recovery in future ratemaking. Until NSP-Minnesota is identified as a PRP, it is not possible to predict the timing or amount of any costs associated with sites, other than those discussed previously.

NSP-Wisconsin may be involved in the cleanup and remediation at three sites, including one that NSP-Minnesota is also investigating. One site is a former transformer disposal facility in New Lisbon, Wis., and the remaining two are locations where fuel tanks were installed. The ultimate cleanup and remediation costs of these sites and the extent of NSP-Wisconsin's responsibility, if any, for sharing such costs are not known at this time, but are expected to be immaterial.

NSP-Minnesota is also investigating other properties that were formerly sites of gas manufacturing, gas storage plants or gas pipelines to determine if waste materials are present and if they are an environmental or health risk. NSP-Minnesota also determines if it has any responsibility for remedial action and if recovery under NSP-Minnesota's insurance policies can contribute to remediation costs.

- NSP-Minnesota has remediated four sites, which continue to be monitored. NSP-Minnesota has paid \$7.3 million to remediate these sites and expects to incur only immaterial monitoring costs related to these sites.
- Another 11 gas sites remain under investigation. NSP-Minnesota is taking remedial action at four of these sites.
- As of Dec. 31, 1999, NSP-Minnesota had paid \$4.3 million for the four active sites and had recorded an estimated liability of approximately \$2.6 million for future costs at these sites,

with payment expected over the next five years. This estimate is based on prior experience and includes investigation, remediation and litigation costs.

- No liability has been recorded for remediation or investigation of the remaining seven sites under investigation because the present land use at each of these sites does not warrant a response action.

While it is not feasible to determine at this time the ultimate cost of gas site remediation, the amounts accrued represent the best current estimate of NSP-Minnesota's future liability for any required cleanup or remedial actions at these former gas operating sites. Environmental remediation costs may be recovered from insurance carriers, third parties or in future rates. The MPUC allowed NSP-Minnesota to defer certain remediation costs of four active sites in 1994. In September 1998, the MPUC allowed the recovery of these gas site remediation costs in gas rates, with a portion assigned to NSP's electric operations for two sites formerly used by NSP generating facilities. Accordingly, NSP-Minnesota has recorded an environmental regulatory asset for these costs. NSP-Minnesota may request recovery of costs to remediate other activated sites following the completion of preliminary investigations.

NSP-Wisconsin will be involved in the cleanup and remediation at locations of former manufactured gas plants at Ashland, La Crosse, Eau Claire and Chippewa Falls, Wis. The ultimate cleanup and remediation costs of sites other than Ashland (discussed below) and the extent of NSP-Wisconsin's responsibility, if any, for sharing such costs are not known at this time, but are expected to be immaterial.

The Wisconsin Department of Natural Resources (WDNR) named NSP-Wisconsin as one of three PRPs for creosote and coal tar contamination at the Ashland site. The Ashland site includes property owned by NSP-Wisconsin and two other properties, which include an adjacent city lakeshore park area and a small area of Lake Superior's Chequamegon Bay adjoining the park.

The EPA has accepted a petition from a local environmental group to conduct a preliminary assessment of the Ashland site under the Comprehensive Environmental Response, Compensation and Liability Act (CERCLA). A preliminary assessment (PA) is a limited scope investigation to evaluate the potential for hazardous substance releases from a site and also to determine if the site is likely to score at a high enough level to be considered for inclusion on the National Priorities List (NPL). The PA was performed in the second half of 1999 and the results indicated a score sufficiently high to proceed to the next formal step of the EPA scoring under the Hazardous Ranking System (HRS) under CERCLA. The HRS scoring process being performed by the EPA is now under way. NSP-Wisconsin anticipates the WDNR will still act as lead agency on the site. The PA and HRS scoring process will result in a delay in selection of a remedial strategy for the site until later in 2000. NSP-Wisconsin has proposed and WDNR has conceptually approved an interim action (groundwater treatment system) for one operable unit at the site for which NSP-Wisconsin has accepted responsibility. This interim action is expected to be operational by the spring of 2000 and is designed to be a first step in remediating one portion of the site.

The WDNR and NSP-Wisconsin have each developed several estimates of the ultimate cost to remediate the Ashland site. The estimates vary significantly, between \$4 million and \$93 million, based on different assumptions for methods of remediation and expected results.

However, NSP-Wisconsin believes that the estimated costs of the most reasonable and effective solutions are between \$24 million and \$51 million. During 2000, the WDNR is expected to select the method of remediation for use at the site, after which a more accurate estimate of the cost can be developed. NSP-Wisconsin has already recorded a liability for remediation costs for its portion of the Ashland site, estimated using reasonably effective remedial methods. NSP-Wisconsin has deferred as a regulatory asset the remediation costs accrued for the Ashland site because management expects that the PSCW will continue to allow NSP-Wisconsin to recover payments for environmental remediation from its customers. The PSCW has consistently authorized recovery in NSP-Wisconsin rates of all remediation costs incurred at the Ashland site, and has authorized recovery of similar remediation costs for other utilities.

In 1998, the EPA published nitrogen oxide (NO_x) emission regulations affecting 22 states, including Wisconsin. The goal of the new regulations is to reduce NO_x emissions by 85 percent by May 1, 2003. Two of NSP-Wisconsin's boilers and eight of its combustion turbines may be affected by this action. If the existing boilers and combustion turbines are made compliant using retrofit technology to control NO_x emissions, it could cost NSP-Wisconsin up to \$62 million for capital improvements and add \$14 million each year for operation and maintenance expenses. This is the estimated cost of the most expensive alternative to achieve compliance, which is not necessarily the compliance alternative of choice. If the rules are finalized in their most stringent form, other alternatives for these older units may be deemed more cost effective than retrofitting. How the WDNR will implement the new EPA NO_x regulations and their applicability to NSP-Wisconsin are still uncertain.

NSP-Wisconsin has joined with two other Wisconsin-based utilities as well as the Wisconsin Paper Council and Wisconsin Manufacturers and Commerce industrial organizations to request a judicial review of the EPA's final NO_x rules. NSP-Wisconsin believes that the EPA improperly included Wisconsin in the scope of the regulatory action and it improperly calculated potential emissions of NO_x, reducing the allowable emission limits for the state.

In 1999, the EPA was ordered by a federal appeals panel to suspend implementation of the NO_x rules pending further action on a lawsuit brought by another trade group. It is possible that the state of Wisconsin will either not be required to meet the more stringent NO_x requirements or that their implementation will be delayed substantially.

The Clean Air Act calls for phased-in reductions in emissions of sulfur dioxide and nitrogen oxides from electric generating plants. NSP has invested significantly over the years to reduce sulfur dioxide emissions at its plants. No additional capital expenditures are anticipated to comply with the sulfur dioxide emission limits of the Clean Air Act. NSP-Minnesota is completing installation of over-fire air at the King plant to meet the NO_x emission limitations. NSP-Minnesota's capital expenditures include some costs for ensuring compliance with the Clean Air Act; other expenditures may be necessary upon EPA finalization of remaining rules. Because NSP is still in the process of implementing some provisions of the Clean Air Act, its total financial impact is unknown at this time. Capital expenditures for opacity compliance are included in the capital expenditure commitments disclosed previously. The depreciation of these capital costs will be subject to regulatory recovery in future rate proceedings.

In addition to NSP's utility plants, NRG has several plants throughout the United States, some of which were acquired during 1999. These plants are subject to federal and state emission standards and other environmental regulations. Although NRG continues to study and investigate the methods and costs of complying with these standards and regulations, the future financial effect is not known at this time and may be material.

Several of NSP's facilities contain asbestos, which can be a health hazard to people who come in contact with it. Under governmental requirements, asbestos not readily accessible to the environment need not be removed until the facilities containing the material are demolished. Although the ultimate cost and timing of asbestos removal is not yet known, it is estimated that removal under current regulations would cost \$45 million in 1999 dollars. Asbestos removal costs would be recorded as incurred as operating expenses for maintenance projects, capital expenditures for construction projects or removal costs for demolition projects.

Environmental liabilities are subject to considerable uncertainties that affect NSP's ability to estimate its share of the ultimate costs of remediation and pollution control efforts. Uncertainties include the nature and extent of site contamination, the extent of required cleanup efforts, varying costs of alternative cleanup methods and pollution control technologies, changes in environmental remediation and pollution control requirements, the potential effect of technological improvements, the number and financial strength of other potentially responsible parties at multi-party sites and the identification of new environmental cleanup sites. NSP has recorded and/or disclosed its best estimate of expected future environmental costs and obligations.

Legal Claims | In the normal course of business, NSP is a party to routine claims and litigation arising from prior and current operations. NSP is actively defending these matters and has recorded an estimate of the probable cost of settlement or other disposition.

On Dec. 11, 1998, a gas explosion in St. Cloud, Minn., killed four people, including two NSP employees, injured approximately 14 people and damaged several buildings. The accident occurred as a crew from Cable Constructors Inc. (CCI) was installing fiber optic cable for Seren. Seren, CCI and Sirti, an architecture/engineering firm retained by Seren, are named as defendants in 10 lawsuits relating to the explosion. NSP is a defendant in eight of the lawsuits. NSP and Seren deny any liability for this accident. NSP has a self-insured retention deductible of \$2 million with general liability coverage limits of \$185 million. Seren's primary insurance coverage is \$1 million and its secondary insurance coverage is \$185 million. The ultimate cost to NSP and Seren, if any, is presently unknown.

In April 1997, a fire damaged several buildings in downtown Grand Forks, N.D., during a flood in the city. On July 23, 1998, the St. Paul Mercury Insurance Co. commenced a lawsuit against NSP for damages in excess of \$15 million. The suit was filed in the District Court in Grand Forks County in North Dakota. The insurance company alleges the fire was electrical in origin and that NSP was legally responsible for the fire because it failed to shut off electrical power to downtown Grand Forks during the flood and prior to the fire. Seven additional lawsuits have been filed against NSP by insurance companies that insured businesses damaged by the fire. It is NSP's position that it is not legally responsible for this unforeseeable event. NSP has a self-insured retention deductible of \$2 million, with general liability insurance coverage limits of \$150 million. The ultimate cost to NSP, if any, is unknown at this time.

On or about July 12, 1999, Fortistar Capital, Inc. commenced an action against NRG in Hennepin County (Minnesota) District Court, seeking damages in excess of \$100 million and an order restraining NRG from consummating the acquisition of Niagara Mohawk Power Corp.'s Oswego generating station. Fortistar's motion for a temporary restraining order was denied and a temporary injunction hearing was held on Sept. 27, 1999. The acquisition of the Oswego generating station was closed on Oct. 22, 1999, following notification to the court of the closing date. NRG intends to continue to vigorously defend the suit and believes Fortistar's claims to be without merit. NRG has asserted numerous counterclaims against Fortistar.

15. Proposed Business Combination

As previously reported in NSP's Report on Form 8-K, dated March 24, 1999, which was filed on March 25, 1999, NSP and NCE agreed to merge and form Xcel Energy. At the time of the merger, each share of NCE common stock will be exchanged for 1.55 shares of Xcel Energy common stock. NSP shares need not be exchanged and will become Xcel Energy shares on a one-for-one basis. Cash will be paid in lieu of any fractional shares of Xcel Energy common stock.

The merger requires approval or regulatory review by certain state utilities regulators, the SEC, the FERC, the Nuclear Regulatory Commission and the Federal Communications Commission, and expiration or termination of the waiting period under the Hart-Scott-Rodino Antitrust Improvements Act. During June 1999, shareholders of both NSP and NCE approved the merger. The FERC approved the merger in January 2000. The states of Kansas and Colorado have approved the merger. Merger approval is not required in Michigan, Oklahoma, South Dakota or Wisconsin. NSP and NCE have filed merger applications with regulators in Arizona, Minnesota, New Mexico, North Dakota, Wyoming and Texas, and at the SEC. While NSP cannot guarantee the timing or receipt of the necessary regulatory approvals, NSP currently expects the merger to be completed by the middle of 2000.

The merger is expected to be a tax-free, stock-for-stock exchange for shareholders of both companies (except for fractional shares), and to be accounted for as a pooling of interests. NSP and NCE have agreed to certain undertakings and limitations regarding the conduct of their businesses prior to the closing of the transaction. At the time of the merger, Xcel Energy will register as a holding company under the Public Utility Holding Company Act of 1935.

At Dec. 31, 1999, NSP had deferred approximately \$25 million of merger costs, pending the consummation of the business combination and consistent with NSP's filed request for regulatory amortization over future periods.

Xcel Energy Summarized Pro Forma Information | The following summary of unaudited pro forma financial information for Xcel Energy gives effect to the merger using the pooling of interests method of accounting. Under this accounting method, NSP's and NCE's balance sheets and income statements are treated as if they have always been combined for financial reporting purposes. This unaudited pro forma summarized financial information should be read in conjunction with the historical financial statements and related notes of NSP and NCE, which are included in the 1999 Annual Reports on Form 10-K of the respective companies.

The unaudited pro forma balance sheet information at Dec. 31, 1999, assumes the merger had been completed on Dec. 31, 1999. The unaudited pro forma income statement information assumes the merger had been completed on Jan. 1, 1999, the beginning of the earliest period presented.

These summarized pro forma amounts do not include any of the estimated cost savings expected to result from the merger of NCE and NSP. Such cost savings, net of the costs incurred to achieve such savings and to complete the merger transaction, are subject to regulatory review and approval. However, the pro forma amounts for NSP and NCE include approximately \$25 million and \$20 million, respectively, of deferred nonrecurring merger costs as of Dec. 31, 1999, mainly those directly attributable to the merger transaction. Assuming the business combination is accounted for as a pooling of interests, these costs will be expensed upon the consummation of the NCE/NSP merger. The pro forma income statement information amounts do not reflect any of these costs. The pro forma balance sheet information has been adjusted to reflect a write-off of the deferred costs and a related reduction of retained earnings.

In addition to the pro forma balance sheet adjustment discussed above, adjustments have also been made to the historical amounts for NCE and NSP to conform their presentation for pro forma combined reporting, mainly to group nonregulated property with utility plant, and to report nonregulated revenue and operating income with utility amounts.

The unaudited summarized pro forma financial information does not necessarily indicate what the combined company's financial position or operating results would have been if the merger had been completed on the assumed completion dates and does not necessarily indicate future operating results of the combined company.

As of Dec. 31, 1999:

XCEL ENERGY

| <i>(Millions of dollars)</i> | <i>NSP</i> | <i>NCE</i> | <i>Adjustments</i> | <i>Pro Forma</i> |
|-------------------------------------|----------------|----------------|--------------------|------------------|
| Plant - Net | \$4 451 | \$6 261 | \$ 2 087 | \$12 799 |
| Current Assets | 1 034 | 1 027 | | 2 061 |
| Other Assets | 4 283 | 1 034 | (2 132) | 3 185 |
| TOTAL ASSETS | \$9 768 | \$8 322 | \$ (45) | \$18 045 |
| Common Equity | \$2 558 | \$2 733 | \$ (45) | \$ 5 246 |
| Preferred Securities | 305 | 294 | | 599 |
| Long-Term Debt | 3 454 | 2 374 | | 5 828 |
| Total Capitalization | 6 317 | 5 401 | (45) | 11 673 |
| Current Liabilities | 1 826 | 1 657 | | 3 483 |
| Other Liabilities | 1 625 | 1 264 | | 2 889 |
| TOTAL EQUITY AND LIABILITIES | \$9 768 | \$8 322 | \$ (45) | \$18 045 |

For the year ended Dec. 31, 1999:

XCEL ENERGY

| <i>(Millions of dollars, except for earnings per share)</i> | <i>NSP</i> | <i>NCE</i> | <i>Adjustments</i> | <i>Pro Forma</i> |
|---|----------------|----------------|--------------------|------------------|
| Revenue | \$2 869 | \$3 375 | \$625 | \$6 869 |
| Operating Income | 343 | 642 | 237 | 1 222 |
| Net Income | 224 | 347 | | 571 |
| Available for Common | \$ 219 | \$ 347 | | \$ 566 |
| EARNINGS PER SHARE - DILUTED | \$ 1.43 | \$ 3.01 | | \$ 1.70 |

New NSP Utility Sub Summarized Pro Forma Information | The following summary of unaudited pro forma financial information for New NSP Utility Sub adjusts the historical financial statements of NSP after the transfer of ownership. Upon completion of the merger, all NSP-Minnesota utility assets (other than investments in and assets of subsidiaries) and liabilities associated with the assets will be transferred to New NSP Utility Sub.

The unaudited pro forma balance sheet information at Dec. 31, 1999, assumes the merger had been completed on Dec. 31, 1999. The unaudited pro forma income statement information assumes the merger had been completed on Jan. 1, 1999, the beginning of the earliest period presented.

The unaudited summarized pro forma financial information does not necessarily indicate what New NSP Utility Sub's financial position or operating results would have been if the merger had been completed on the assumed completion dates and does not necessarily indicate future operating results of New NSP Utility Sub.

As of Dec. 31, 1999:

NEW NSP UTILITY SUB

| <i>(Millions of dollars)</i> | <i>NSP Adjustments</i> | | <i>Pro Forma</i> |
|---------------------------------|------------------------|------------------|------------------|
| Utility Plant – Net | \$4 451 | \$ (856) | \$3 595 |
| Current Assets | 1 034 | (434) | 600 |
| Other Assets | 4 283 | (3 416) | 867 |
| TOTAL ASSETS | <u>\$9 768</u> | <u>\$(4 706)</u> | <u>\$5 062</u> |
| Common Equity | \$2 558 | \$(1 374) | \$1 184 |
| Preferred Securities | 305 | (305) | |
| Long-Term Debt | 3 454 | (2 077) | 1 377 |
| Total Capitalization | 6 317 | (3 756) | 2 561 |
| Current Liabilities | 1 826 | (686) | 1 140 |
| Other Liabilities | 1 625 | (264) | 1 361 |
| TOTAL EQUITY AND LIABILITIES | <u>\$9 768</u> | <u>\$(4 706)</u> | <u>\$5 062</u> |

For the year ended Dec. 31, 1999:

NEW NSP UTILITY SUB

| <i>(Millions of dollars)</i> | <i>NSP Adjustments</i> | | <i>Pro Forma</i> |
|------------------------------|------------------------|----------------|------------------|
| Revenue | \$2 869 | \$ (236) | \$2 633 |
| Operating Income | 343 | (64) | 279 |
| Net Income | 224 | (74) | 150 |
| AVAILABLE FOR COMMON | <u>\$ 219</u> | <u>\$ (69)</u> | <u>\$ 150</u> |

16. Segment and Related Information

NSP has four reportable segments: Electric Utility, Gas Utility and two of its nonregulated energy businesses, its wholly owned subsidiaries NRG and EMI.

- NSP's Electric Utility generates, transmits and distributes electricity primarily in Minnesota, Wisconsin, Michigan, North Dakota and South Dakota. It also makes sales for resale and provides wholesale transmission service to various entities in the United States.
- NSP's Gas Utility transmits, transports, stores and distributes natural gas and propane primarily in Minnesota, Wisconsin, North Dakota, Michigan and Arizona.
- NRG develops, builds, acquires, owns and operates several nonregulated energy-related businesses, including independent power production, commercial and industrial heating and cooling, and energy-related refuse-derived fuel production, both domestically and outside the United States.
- EMI is an energy service company, primarily retrofitting and upgrading facilities for greater energy efficiency, in the United States.

In general, NSP has segmented its operations as either regulated or nonregulated businesses. Further, the regulated businesses are separated between electric and gas; and nonregulated businesses are separated by company (primarily based on product and services). The electric and gas businesses are part of NSP-Minnesota, NSP-Wisconsin and Viking companies and are reviewed at various jurisdiction and/or company levels. They have been aggregated as reportable segments as they are aggregated for reporting to NSP's board of directors. Assets by segment are not reported to management and are not included in the disclosures that follow.

The measure of profit or loss for electric and gas segments reported in the various management reports varies, but the largest component, NSP-Minnesota, reports net income and earnings per share on a basis consistent with consolidated net income and earnings per share, except that allocations are needed for some items, as described later. Intercompany and intersegment sales are priced at approved tariff rates and are immaterial. In addition, since NRG and EMI are separate companies, their net income and earnings per share are the measure of profit or loss for both internal management reporting and consolidated external NSP reporting.

To report net income for electric and gas utility segments, NSP-Minnesota and NSP-Wisconsin must assign or allocate all costs and certain other income. In general, costs are:

- directly assigned wherever applicable
- allocated based on cost causation allocators wherever applicable
- allocated based on a general allocator for all other costs not assigned by the above two methods

The "all other" category includes segments that measure below the quantitative threshold for separate disclosure and consists primarily of nonregulated companies, including Eloigne, an affordable housing investment company; Seren, a broadband telecommunications company; Ultra Power, a power-cable testing company; and several other small companies and businesses.

BUSINESS SEGMENTS

| 1999 (Thousands of dollars) | Electric Utility | Gas Utility | NRG | EMI | All Other | Reconciling Eliminations | Consolidated Total (a) |
|---|---------------------|----------------|------------|-------------|--------------|-----------------------------|---------------------------|
| Operating revenues | | | | | | | |
| from external customers (b) | \$ 2 396 263 | \$ 471 780 | \$ 427 567 | \$ 48 017 | \$ 37 255 | | \$ 3 380 882 |
| Intersegment revenues | 833 | 4 369 | 963 | | | \$ (5 197) | 968 |
| TOTAL REVENUES | \$ 2 397 096 | \$ 476 149 | \$ 428 530 | \$ 48 017 | \$ 37 255 | \$ (5 197) | \$ 3 381 850 |
| Depreciation and amortization | 322 858 | 34 857 | 37 026 | 2 223 | 6 098 | | 403 062 |
| Interest income | 2 189 | 658 | 10 038 | 52 | 885 | (165) | 13 657 |
| Financing costs | 121 465 | 17 055 | 92 570 | 318 | 4 966 | (165) | 236 209 |
| Income tax expense (credit) | 116 601 | 8 177 | (26 416) | (8 061) | (24 019) | | 66 282 |
| Equity in earnings (losses) of unconsolidated affiliates | | | 68 947 | | (1 088) | | 67 859 |
| Segment net income (loss) | \$ 178 908 | \$ 19 458 | \$ 57 195 | \$ (19 221) | \$ (12 004) | | \$ 224 336 |
| 1998 (Thousands of dollars) | Electric Utility | Gas Utility | NRG | EMI | All Other | Reconciling Eliminations | Consolidated Total (a) |
| Operating revenues from | | | | | | | |
| external customers (b) | \$ 2 361 536 | \$ 456 710 | \$ 98 688 | \$ 54 254 | \$ 29 288 | | \$ 3 000 476 |
| Intersegment revenues | 815 | 9 292 | 1 737 | | | \$ (10 916) | 928 |
| TOTAL REVENUES | \$ 2 362 351 | \$ 466 002 | \$ 100 425 | \$ 54 254 | \$ 29 288 | \$ (10 916) | \$ 3 001 404 |
| Depreciation and amortization | 308 415 | 31 864 | 16 320 | 2 129 | 3 779 | | 362 507 |
| Interest income | 9 103 | 1 403 | 8 052 | 184 | 776 | (608) | 18 910 |
| Financing costs | 109 192 | 15 485 | 50 313 | 108 | 3 997 | (608) | 178 487 |
| Income tax expense (credit) | 135 914 | 10 672 | (25 654) | (4 214) | (11 923) | | 104 795 |
| Equity in earnings (losses) of unconsolidated affiliates | | | 81 706 | 300 | (2 122) | | 79 884 |
| Segment net income (loss) | \$ 226 351 | \$ 17 321 | \$ 41 732 | \$ (7 659) | \$ 4 628 | | \$ 282 373 |
| 1997 (Thousands of dollars) | Electric Utility | Gas Utility | NRG | EMI | All Other | Reconciling Eliminations | Consolidated Total (a) |
| Operating revenues from | | | | | | | |
| external customers (b) | \$ 2 217 542 | \$ 515 162 | \$ 102 791 | \$ 94 375 | \$ 26 405 | | \$ 2 956 275 |
| Intersegment revenues | 1 008 | 6 113 | 926 | | | \$ (7 005) | 1 042 |
| TOTAL REVENUES | \$ 2 218 550 | \$ 521 275 | \$ 103 717 | \$ 94 375 | \$ 26 405 | \$ (7 005) | \$ 2 957 317 |
| Depreciation and amortization | 299 325 | 28 609 | 10 310 | 1 768 | 3 069 | | 343 081 |
| Interest income | 1 696 | 331 | 10 806 | 604 | 774 | (482) | 13 729 |
| Financing costs | 111 595 | 13 429 | 30 729 | 272 | 3 626 | (482) | 159 169 |
| Primermy cost write-off | 29 005 | | | | | | 29 005 |
| Income tax expense (credit) | 122 655 | 12 087 | (23 680) | (5 921) | (8 431) | | 96 710 |
| Equity in earnings (losses) of unconsolidated affiliates | | | 26 003 | (5 144) | (2 259) | | 18 600 |
| Segment net income (loss) | \$ 199 553 | \$ 22 284 | \$ 21 982 | \$ (10 841) | \$ 4 342 | | \$ 237 320 |

(a) The Consolidated Total amounts for income and expense items represent the sum of utility amounts (including some nonoperating items) from the Statements of Income and the nonregulated amounts from Note 6. The depreciation and amortization amounts in the Statements of Cash Flows are different than reported in the Consolidated Total column due to classification of certain depreciation and amortization amounts as other expense items in the Income Statement.

(b) All operating revenues are from external customers located in the United States. However, NRG has significant equity investments for nonregulated projects outside of the United States. Equity in earnings of unconsolidated affiliates, primarily independent power projects, includes \$38.6 million in 1999, \$29.3 million in 1998 and \$27.1 million in 1997 from nonregulated projects located outside of the United States. NRG's equity investments in projects outside of the United States were \$606 million in 1999, \$557 million in 1998 and \$517 million in 1997.

17. Summarized Quarterly Financial Data (Unaudited)

| <i>(Thousands of dollars, except per share amounts)</i> | Quarter Ended | | | |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| | March 31, 1999 | June 30, 1999 (a) | Sept. 30, 1999 | Dec. 31, 1999 (a) |
| Utility operating revenues | \$743 183 | \$627 157 | \$813 482 | \$685 189 |
| Utility operating income | 87 654 | 47 944 | 122 566 | 85 315 |
| Net income | 52 321 | 11 490 | 111 337 | 49 188 |
| Earnings available for common stock | 51 261 | 9 380 | 110 277 | 48 126 |
| Earnings per average common share: | | | | |
| Basic | \$0.34 | \$0.06 | \$0.72 | \$0.31 |
| Diluted | \$0.34 | \$0.06 | \$0.72 | \$0.31 |
| Dividends declared per common share | \$0.3575 | \$0.3625 | \$0.3625 | \$0.3625 |
| Stock prices – high | \$27 ¹ / ₁₆ | \$26 ³ / ₁₆ | \$24 ¹ / ₁₆ | \$22 ¹ / ₁₆ |
| – low | \$23 ¹ / ₁₆ | \$22 ¹ / ₁₆ | \$20 ¹ / ₁₆ | \$19 ³ / ₁₆ |

| <i>(Thousands of dollars, except per share amounts)</i> | Quarter Ended | | | |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| | March 31, 1998 | June 30, 1998 | Sept. 30, 1998 (b) | Dec. 31, 1998 (c) |
| Utility operating revenues | \$701 402 | \$638 601 | \$766 448 | \$712 723 |
| Utility operating income | 79 050 | 65 054 | 134 985 | 85 200 |
| Net income | 57 117 | 35 034 | 101 694 | 88 528 |
| Earnings available for common stock | 54 750 | 33 974 | 100 634 | 87 467 |
| Earnings per average common share: | | | | |
| Basic | \$0.37 | \$0.23 | \$0.67 | \$0.58 |
| Diluted | \$0.37 | \$0.23 | \$0.67 | \$0.58 |
| Dividends declared per common share | \$0.3525 | \$0.3575 | \$0.3575 | \$0.3575 |
| Stock prices – high | \$29 ² / ₃₂ | \$30 ¹ / ₃₂ | \$29 ¹ / ₁₆ | \$30 ¹ / ₁₆ |
| – low | \$26 ¹ / ₂ | \$27 ¹ / ₃₂ | \$25 ¹ / ₁₆ | \$26 ¹ / ₁₆ |

(a) 1999 results include two adjustments related to regulatory recovery of conservation program incentives. Second quarter results were reduced by \$35 million before taxes, or 14 cents per share, due to the disallowance of 1998 incentives. Fourth quarter results were reduced by \$22 million before taxes, or 8 cents per share, due to the reversal of all income recorded through the third quarter for 1999 electric conservation program incentives. In addition, 1999 fourth quarter results include a pretax charge of \$17 million, or 8 cents per share, to write off goodwill related to EMI acquisitions. Also, a pretax charge of \$11 million, or 4 cents per share, was recorded in the fourth quarter of 1999 to write down an investment in CellNet common stock. In addition, NRG recorded a gain of approximately 3 cents per share on the partial sale of its interest in Cogeneration Corp. of America during the fourth quarter of 1999.

(b) 1998 results include a \$22 million pretax charge, which reduced third quarter earnings by 10 cents per share, for the write-down of NRG projects.

(c) 1998 results include a \$26 million pretax gain, which increased fourth quarter earnings by 11 cents per share, for a partial sale of an NRG project.

REPORT OF MANAGEMENT

Management is responsible for the preparation and integrity of NSP's financial statements. The financial statements have been prepared in accordance with generally accepted accounting principles and necessarily include some amounts that are based on management's estimates and judgment.

To fulfill its responsibility, management maintains a strong internal control structure, supported by formal policies and procedures that are communicated throughout NSP. Management also maintains a staff of internal auditors who evaluate the adequacy of and investigate the adherence to these controls, policies and procedures.

Our independent public accountants have audited the financial statements and have rendered an opinion as to the statements' fairness of presentation, in all material respects, in conformity with generally accepted accounting principles. During the audit, they obtained an understanding of NSP's internal control structure, and performed tests and other procedures to the extent required by generally accepted auditing standards.

The board of directors pursues its oversight role with respect to NSP's financial statements through the Audit Committee, which is comprised solely of nonmanagement directors. The Committee meets periodically with the independent public accountants, internal auditors and management to ensure that all are properly discharging their responsibilities. The Committee approves the scope of the annual audit and reviews the recommendations the independent public accountants have for improving the internal control structure. The board of directors, on the recommendation of the Audit Committee, engages the independent public accountants, subject to shareholder approval.

Both the independent public accountants and the internal auditors have unrestricted access to the Audit Committee.



James J. Howard
Chairman of the Board, President
and Chief Executive Officer



Edward J. McIntyre
Vice President and Chief
Financial Officer

NORTHERN STATES POWER COMPANY
Minneapolis, Minnesota
January 31, 2000

REPORT OF INDEPENDENT ACCOUNTANTS

To the Shareholders of Northern States Power Company:

In our opinion, the accompanying consolidated balance sheets and statements of capitalization and the related consolidated statements of income, of common stockholders' equity and of cash flows present fairly, in all material respects, the financial position of Northern States Power Company (NSP), a Minnesota corporation, and its subsidiaries at Dec. 31, 1999 and 1998, and the results of their operations and their cash flows for each of the three years in the period ended Dec. 31, 1999, in conformity with accounting principles generally accepted in the United States. These financial statements are the responsibility of NSP's management; our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with auditing standards generally accepted in the United States, which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for the opinion expressed above.



PRICEWATERHOUSECOOPERS LLP

Minneapolis, Minnesota
January 31, 2000, except as to Note 2,
which is as of February 22, 2000

OPERATING STATISTICS

REGULATED ELECTRIC OPERATIONS

| RETAIL REVENUES (Thousands of dollars) | 1999 | 1998 | 1997 | 1996 | 1995 |
|---|-------------|-------------|-------------|-------------|-------------|
| Residential | \$ 809 528 | \$ 774 803 | \$ 739 684 | \$ 727 145 | \$ 735 743 |
| Small commercial and industrial | 405 620 | 389 744 | 379 848 | 376 797 | 362 521 |
| Medium commercial and industrial | 489 633 | 466 352 | 433 526 | 401 137 | 399 259 |
| Large commercial and industrial | 504 195 | 483 595 | 468 404 | 450 811 | 448 226 |
| Streetlighting and other | 31 668 | 31 054 | 30 826 | 30 033 | 29 162 |
| Conservation accrual adjustments (a) | (71 348) | 6 673 | 2 185 | 4 577 | (666) |
| Total retail | 2 169 296 | 2 152 221 | 2 054 473 | 1 990 500 | 1 974 245 |
| Sales for resale | 168 581 | 149 707 | 107 464 | 98 961 | 133 961 |
| Transmission and other | 59 219 | 60 423 | 56 613 | 37 952 | 34 564 |
| TOTAL | \$2 397 096 | \$2 362 351 | \$2 218 550 | \$2 127 413 | \$2 142 770 |
| RETAIL SALES (millions of kilowatt-hours) | | | | | |
| Residential | 10 373 | 10 127 | 9 791 | 9 847 | 9 956 |
| Small commercial and industrial | 6 117 | 5 999 | 5 907 | 6 091 | 5 763 |
| Medium commercial and industrial | 8 981 | 8 801 | 8 263 | 7 470 | 7 511 |
| Large commercial and industrial | 11 283 | 11 277 | 11 059 | 11 089 | 10 941 |
| Streetlighting and other | 325 | 327 | 335 | 336 | 329 |
| Total retail | 37 079 | 36 531 | 35 355 | 34 833 | 34 500 |
| Sales for resale | 6 724 | 6 304 | 4 658 | 4 929 | 6 500 |
| TOTAL | 43 803 | 42 835 | 40 013 | 39 762 | 41 000 |
| CUSTOMER ACCOUNTS (at Dec. 31) (b) | | | | | |
| Residential | 1 306 900 | 1 287 080 | 1 273 161 | 1 252 476 | 1 238 576 |
| Small commercial and industrial | 160 880 | 155 536 | 150 103 | 149 134 | 144 774 |
| Medium commercial and industrial | 9 731 | 9 510 | 9 142 | 7 962 | 7 906 |
| Large commercial and industrial | 762 | 727 | 695 | 669 | 652 |
| Streetlighting and other | 6 365 | 6 243 | 6 276 | 5 030 | 4 883 |
| Total retail | 1 484 638 | 1 459 096 | 1 439 377 | 1 415 271 | 1 396 791 |
| Sales for resale | 82 | 78 | 59 | 54 | 67 |
| TOTAL | 1 484 720 | 1 459 174 | 1 439 436 | 1 415 325 | 1 396 858 |
| AVERAGE REVENUE PER KILOWATT-HOUR | | | | | |
| Residential | 7.80¢ | 7.65¢ | 7.55¢ | 7.38¢ | 7.39¢ |
| Small commercial and industrial | 6.63 | 6.50 | 6.43 | 6.19 | 6.29 |
| Medium commercial and industrial | 5.45 | 5.30 | 5.25 | 5.37 | 5.32 |
| Large commercial and industrial | 4.47 | 4.29 | 4.24 | 4.07 | 4.10 |
| TOTAL RETAIL | 5.85¢ | 5.89¢ | 5.81¢ | 5.71¢ | 5.72¢ |
| KILOWATT-HOUR OUTPUT (millions) | | | | | |
| Thermal | 34 091 | 32 902 | 31 896 | 32 657 | 33 802 |
| Hydro | 845 | 696 | 1 015 | 1 194 | 1 049 |
| Purchased and interchange | 12 397 | 12 529 | 10 661 | 9 065 | 9 189 |
| TOTAL | 47 333 | 46 127 | 43 572 | 42 916 | 44 040 |
| CAPABILITY AT TIME OF MAXIMUM DEMAND (megawatts) | | | | | |
| Company owned | 7 176 | 7 149 | 7 117 | 7 109 | 7 100 |
| Purchased and sales – net (with reserve) | 2 024 | 1 871 | 1 706 | 1 698 | 1 910 |
| TOTAL | 9 200 | 9 020 | 8 823 | 8 807 | 9 010 |
| Maximum demand (megawatts) | 7 990 | 7 660 | 7 353 | 7 487 | 7 519 |
| Date of maximum demand | July 29 | July 14 | July 16 | Aug. 6 | July 13 |

(a) Represents excess (deficiency) of conservation incentives recognized as revenue in comparison to levels billed to retail customers under rates in effect.

(b) Customer accounts for 1996–2000 may not be fully comparable to prior years due to differences in meter accumulation in a new billing system implemented in 1996.

REGULATED GAS OPERATIONS

| RETAIL REVENUES (Thousands of dollars) | 1999 | 1998 | 1997 | 1996 | 1995 |
|---|-----------|-----------|-----------|-----------|-----------|
| Residential | \$237 976 | \$226 936 | \$253 065 | \$267 130 | \$215 543 |
| Commercial and industrial | | | | | |
| Firm | 130 066 | 124 099 | 144 539 | 146 145 | 119 863 |
| Interruptible | 63 376 | 61 050 | 79 135 | 63 585 | 48 646 |
| Other | 151 | 114 | 34 | 153 | 1 686 |
| Total retail | 431 569 | 412 199 | 476 773 | 477 013 | 385 738 |
| Interstate transmission (Viking) | 25 172 | 23 375 | 19 809 | 17 553 | 16 328 |
| Agency, transportation and off-system sales | 18 372 | 23 792 | 21 287 | 34 662 | 26 122 |
| Elimination of Viking sales to NSP | (3 198) | (2 543) | (2 673) | (2 435) | (2 374) |
| TOTAL | \$471 915 | \$456 823 | \$515 196 | \$526 793 | \$425 814 |
| RETAIL SALES (thousands of mmBtu) | | | | | |
| Residential | 40 658 | 37 522 | 42 428 | 48 149 | 42 294 |
| Commercial and industrial | | | | | |
| Firm | 26 584 | 24 410 | 28 880 | 31 748 | 28 275 |
| Interruptible | 23 732 | 23 201 | 25 898 | 23 210 | 22 408 |
| Other | 97 | 48 | 33 | 394 | 772 |
| TOTAL RETAIL | 91 071 | 85 181 | 97 239 | 103 501 | 93 749 |
| OTHER GAS DELIVERED (thousands of mmBtu) | | | | | |
| Interstate transmission (Viking) | 167 360 | 168 187 | 166 588 | 161 972 | 152 952 |
| Agency, transportation and off-system sales | 13 773 | 15 609 | 11 701 | 17 535 | 19 679 |
| Elimination of Viking sales to NSP | (15 114) | (14 563) | (17 145) | (19 311) | (20 440) |
| TOTAL OTHER GAS DELIVERED | 166 019 | 169 233 | 161 144 | 160 196 | 152 191 |
| CUSTOMER ACCOUNTS (at Dec. 31) (a) | | | | | |
| Residential | 443 692 | 430 240 | 410 773 | 398 723 | 386 007 |
| Commercial and industrial | 50 886 | 44 523 | 41 905 | 40 244 | 38 575 |
| Total retail | 494 578 | 474 763 | 452 678 | 438 967 | 424 582 |
| Other gas delivered | 63 | 58 | 36 | 30 | 62 |
| TOTAL | 494 641 | 474 821 | 452 714 | 438 997 | 424 644 |
| AVERAGE REVENUE PER MMBTU | | | | | |
| Residential | \$5.85 | \$6.05 | \$5.96 | \$5.55 | \$5.10 |
| Firm commercial and industrial | 4.89 | 5.08 | 5.00 | 4.60 | 4.24 |
| Interruptible commercial and industrial | 2.67 | 2.63 | 3.06 | 2.74 | 2.17 |
| TOTAL RETAIL | \$4.74 | \$4.84 | \$4.90 | \$4.61 | \$4.11 |
| GAS PURCHASED FOR RESALE TO UTILITY CUSTOMERS | | | | | |
| Total cost (thousands) (b) | \$267 859 | \$250 661 | \$317 646 | \$312 943 | \$236 714 |
| Cost recognized per mmBtu sold (b) | \$2.85 | \$2.78 | \$3.20 | \$3.00 | \$2.49 |
| Maximum sendout (mmBtu) | 782 702 | 710 831 | 662 025 | 737 258 | 659 800 |
| Date of maximum sendout | Jan. 4 | Jan. 10 | Jan. 27 | Feb. 1 | Jan. 3 |

(a) Customer accounts for 1996-1999 may not be fully comparable to prior years due to differences in meter accumulation in a new billing system implemented in 1996.

(b) Excludes cost and volumes for other gas delivered.

NONREGULATED BUSINESS INFORMATION

| | December 31 | |
|---|--------------------|--------------------|
| | 1999 | 1998 |
| <i>(Thousands of dollars)</i> | | |
| EQUITY INVESTMENT BY NONREGULATED BUSINESSES IN UNCONSOLIDATED PROJECTS | | |
| (Including undistributed earnings and capitalized development costs) | | |
| Australian projects | \$ 349 893 | \$ 327 841 |
| European projects | 138 760 | 134 197 |
| South American and Latin American projects | 117 106 | 95 173 |
| Affordable housing projects (U.S.) | 53 338 | 45 411 |
| U.S. power and energy projects | 386 951 | 259 974 |
| Other | 1 200 | |
| Total equity investment in unconsolidated nonregulated projects | <u>\$1 047 248</u> | <u>\$ 862 596</u> |
| Nonregulated property of consolidated subsidiaries (net of accumulated depreciation) – primarily U.S. projects | 2 086 476 | 282 524 |
| Notes receivable from unconsolidated projects, including current portion | 67 163 | 110 886 |
| Current assets | 375 275 | 107 541 |
| Other assets | 207 306 | 126 110 |
| TOTAL ASSETS OF NONREGULATED BUSINESSES | <u>\$3 783 468</u> | <u>\$1 489 657</u> |
| Long-term debt, including current maturities | \$2 048 842 | \$ 578 233 |
| Short-term debt (including intercompany) | 379 438 | 126 236 |
| Other current liabilities | 159 679 | 39 183 |
| Other liabilities | 137 150 | 69 072 |
| Total liabilities of nonregulated businesses | 2 725 109 | 812 724 |
| NSP's equity investment in nonregulated businesses | 1 133 829 | 759 530 |
| Cumulative currency translation adjustments | (75 470) | (82 597) |
| Total equity of nonregulated businesses | <u>1 058 359</u> | <u>676 933</u> |
| TOTAL LIABILITIES AND EQUITY OF NONREGULATED BUSINESSES | <u>\$3 783 468</u> | <u>\$1 489 657</u> |

SIGNIFICANT NONREGULATED GENERATION PROJECTS OPERATING AT DEC. 31, 1999

| <i>Generation Projects Operating</i> | <i>Location</i> | <i>Total Mw</i> | <i>NRG Ownership</i> | <i>Mw-Equity</i> | <i>Operator</i> |
|--|-----------------|-----------------|----------------------|------------------|---------------------------------|
| Gladstone Power Station | Australia | 1 680 | 37.50% | 630 | NRG |
| Loy Yang Power A | Australia | 2 000 | 25.37% | 507 | NRG/CMS Generation |
| Crockett Cogeneration | USA | 240 | 57.67% | 138 | NRG |
| Schkopau Power Station <i>(a)</i> | Germany | 960 | 20.95% | 200 | PreussenElektra Kraftwerke A.G. |
| Cogeneration Corp. of America <i>(b)</i> | USA | 575 | 20.00% | 99 | Calpine |
| COBEE (Bolivian Power Co. Ltd.) | Bolivia | 219 | 49.10% | 108 | COBEE |
| MIBRAG mbH | Germany | 233 | 33.33% | 78 | MIBRAG |
| Energy Developments Limited | Australia | 274 | 29.14% | 79 | Energy Developments Limited |
| Scudder Latin American Power Projects <i>(c)</i> | Latin America | 772 | 6.63% | 51 | Stewart & Stevenson/Wartsila |
| Long Beach Generating | USA | 530 | 50.00% | 265 | Southern California Edison |
| El Segundo Generating | USA | 1 020 | 50.00% | 510 | Southern California Edison |
| Enfield Energy Centre | UK | 396 | 25.00% | 99 | NRG/Indeck |
| Encina | USA | 965 | 50.00% | 483 | San Diego Gas & Electric |
| San Diego Combustion Turbines | USA | 253 | 50.00% | 127 | NRG |
| NRG Northeast Generating LLC | USA | 6 980 | 100.00% | 6 980 | NRG |

(a) Through a lease agreement, NRG has ownership of 200 megawatts.

(b) Cogeneration Corp. of America owns various percentages of projects, making NRG's share of ownership 99 megawatts.

(c) Scudder owns various percentages of projects, making NRG's share of ownership 51 megawatts.

SHAREHOLDER INFORMATION

| | 1999 | 1998 | 1997 | 1996 | 1995 |
|---------------------------------------|------------------------------------|------------------------------------|-----------------------------------|------------------------------------|-----------------------------------|
| Common stock shareholders at year-end | 81 569 | 81 990 | 83 232 | 86 337 | 83 902 |
| Book value at year-end | \$16.42 | \$16.25 | \$15.89 | \$15.47 | \$14.87 |
| Market prices | | | | | |
| High | \$27 ¹⁵ / ₁₆ | \$30 ¹⁵ / ₁₆ | \$29 ⁷ / ₁₆ | \$26 ¹¹ / ₁₆ | \$24 ³ / ₄ |
| Low | \$19 ¹ / ₁₆ | \$25 ¹ / ₁₆ | \$22 ¹ / ₄ | \$22 ¹ / ₄ | \$21 ¹ / ₄ |
| Year-end closing | \$19 ¹ / ₂ | \$27 ³ / ₄ | \$29 ⁵ / ₈ | \$22 ¹⁵ / ₁₆ | \$24 ¹ / ₁₆ |
| Dividends declared per share | \$1.445 | \$1.425 | \$1.403 | \$1.373 | \$1.343 |

Headquarters | 414 Nicollet Mall, Minneapolis, MN 55401

Internet Address | <http://www.nspco.com>

Shareholders Information | Contact the NSP Shareholders Department at NSP headquarters toll-free at (800) 527-4677, or e-mail at shareholders@nspco.com; from the Minneapolis-St. Paul area, call (612) 330-5560.

Street-Name Shareholders and Beneficial Owners | To receive NSP's quarterly report, contact the Shareholders Department at the number listed previously.

Duplicate Mailings | If there are two or more shareholders at your address, you may have received duplicate shareholder mailings. To eliminate duplicate mailings, write or call the Shareholders Department at the number listed previously.

Direct Dividend Deposit | NSP offers direct deposit of dividends to shareholders' checking or savings accounts. To sign up for this free service, contact the Shareholders Department for information and an authorization form.

Dividend Reinvestment and Stock Purchase Plan | NSP's Dividend Reinvestment and Stock Purchase Plan offered by Prospectus is a convenient way to purchase shares of NSP's common stock without payment of any brokerage commission or service charge. Contact the Shareholders Department for a Prospectus and authorization form. Those eligible to participate in the plan are:

- Shareholders of record of NSP
- Shareholders who hold stock in "street name" through investment firms, provided the firm has established procedures permitting participation
- Employees of NSP and its subsidiaries

- Non-shareholders of legal age who live in Minnesota, North Dakota, South Dakota, Wisconsin and Michigan. (Non-shareholders must make an initial investment of at least \$100.)

Once enrolled in the plan, participants may:

- Automatically reinvest all or a portion of their quarterly dividends
- Make additional cash investments. The minimum single payment is \$25 and the maximum quarterly payment is \$10,000.

Stock Exchange Listings and Ticker Symbol | Common stock is traded on the New York, Chicago and Pacific Exchanges. Ticker symbol: NSP. Newspaper stock tables list NSP as NoStPw, NoStPwr or NSPw. NYSE lists some of NSP's preferred stock and its preferred securities.

Form 10-K (The Annual Report to the Securities and Exchange Commission) | Available online at: <http://www.nspco.com/ir.htm> or contact the Shareholders Department at the number listed previously. A statistical supplement to the annual report is also available.

Investor Relations | Internet address: <http://www.nspco.com/ir.htm>; Richard J. Kolkmann, Investor Relations, at NSP headquarters (612) 330-6622.

Schedule of Anticipated Dividend Record Dates and Payment Dates for 2000:

| Preferred Stock | | Common Stock | |
|-----------------|----------------|------------------|-------------------|
| Record Dates | Payment Dates | Record Dates (a) | Payment Dates (a) |
| Dec. 31, 1999 | Jan. 15, 2000 | Jan. 4, 2000 | Jan. 20, 2000 |
| March 31, 2000 | April 15, 2000 | April 13, 2000 | April 20, 2000 |
| June 30, 2000 | July 15, 2000 | July 13, 2000 | July 20, 2000 |
| Sept. 29, 2000 | Oct. 15, 2000 | Oct. 2, 2000 | Oct. 20, 2000 |
| Dec. 29, 2000 | Jan. 15, 2001 | | |

(a) Dates for common dividends may change pending the Xcel Energy merger.

FISCAL AGENTS

NSP-MINNESOTA

Transfer Agent, Common and Preferred Stocks
Northern States Power Company

Registrar, Common and Preferred Stocks
Norwest Bank Minnesota, N.A.
Sixth St. and Marquette Ave.
Minneapolis, MN 55479-0059

Dividend Distribution
Northern States Power Company

Forwarding Agent
Norwest Bank International
3 New York Plaza, New York, NY 10004

Trustee-Bonds
Harris Trust and Savings Bank (a)
111 West Monroe St., Chicago, IL 60690

U.S. Bank Trust, N.A.
180 East 5th St., St. Paul, MN 55101

Norwest Bank Minnesota, N.A.,
Minneapolis

Firstar Trust Company
1555 North River Center Drive, Suite 301
Milwaukee, WI 53212

Coupon Paying Agents-Bonds
Harris Trust and Savings Bank, Chicago (a)

Firstar Trust Company, Milwaukee
U.S. Bank Trust, N.A., St. Paul

Norwest Bank Minnesota, N.A.,
Minneapolis

Tender, Registrar and Paying Agent
Chase Manhattan Bank
450 West 33rd St., New York, NY 10001

Trustee-Trust Originated Preferred Securities (b)
Wilmington Trust Company
1100 North Market St.
Wilmington, DE 19807

(a) Harris Corporate Trust Services is being sold to Bank of New York in March 2000

(b) Securities of NSP Financing I, a wholly owned special purpose subsidiary trust of Northern States Power Company (Minnesota)

NSP-WISCONSIN

Trustee-Bonds
U.S. Bank Trust, N.A., St. Paul
Firstar Trust Company, Milwaukee

NRG ENERGY, INC.
Trustee-Senior Notes
Norwest Bank Minnesota, N.A.,
Minneapolis

VIKING GAS
Trustee-Bonds
Norwest Bank Minnesota, N.A.,
Minneapolis

DIRECTORS OF THE MINNESOTA COMPANY

David A. Christensen (64) 2, 4
President and CEO
Raven Industries, Inc.
(elected December 1976)

W. John Driscoll (70) 2, 4
Retired Chairman and President
Rock Island Company
(elected November 1974)

Giannantonio Ferrari (60) 1, 3
Chief Operating Officer and Executive
Vice President
Honeywell International, Inc.
(elected October 1997)

James J. Howard (64) (a)
Chairman, President and CEO
Northern States Power Company
(elected January 1987)

Douglas W. Leatherdale (63) 2, 3
Chairman and CEO
The St. Paul Companies Inc.
(elected April 1991)

Dr. Margaret R. Preska (62) 2, 4
Distinguished Service Professor
Minnesota State Universities
(elected January 1980)

A. Patricia Sampson (51) 1, 4
President and CEO
The Sampson Group, Inc.
(elected January 1985)

Allan L. Schuman (65) 1, 3
Chairman, President and CEO
Ecolab Inc.
(elected January 1999)

Board Committees

1. Audit
2. Corporate Management
3. Finance
4. Power Supply

(a) *James J. Howard is an ex officio member of all committees.*

PRINCIPAL OFFICERS OF THE MINNESOTA COMPANY

Paul E. Anders Jr. (56)
Vice President and CIO

Grady P. Butts (53)
Vice President – Human Resources

James J. Howard (64)
Chairman, President and CEO

Gary R. Johnson (53)
Vice President and
General Counsel

Cynthia L. Lesher (51)
President – NSP Gas

Edward J. McIntyre (49)
Vice President and CFO

John P. Moore Jr. (53)
Vice President and
Corporate Secretary

Paul E. Pender (45)
Vice President – Finance
and Treasurer

Roger D. Sandeen (54)
Vice President and Controller

David M. Sparby (45)
Vice President –
Regulatory Services

Loren L. Taylor (53)
President – NSP Electric

Michael D. Wadley (43)
President – Nuclear Generation

DIRECTORS OF THE WISCONSIN COMPANY

Philip M. Gelatt (49) (b)
President
Northern Engraving Corporation
(elected May 1990)

Jerome L. Larsen (51)
President and CEO
NSP-Wisconsin
(elected June 1998)

Ray A. Larson Jr. (70) (b)
President
Wissota Sand and Gravel Company
(elected November 1979)

Larry G. Schnack (62) (b)
Chancellor
University of Wisconsin –
Eau Claire
(elected May 1988)

Loren L. Taylor (53)
President – NSP Electric
(elected May 1992)

(b) *Audit committee members*

PRINCIPAL OFFICERS OF THE WISCONSIN COMPANY

Michael N. Gregerson (52)
Vice President – Marketing
and Business Development

Jerome L. Larsen (51)
President and CEO

John P. Moore Jr. (53)
Vice President and
Corporate Secretary

Roger D. Sandeen (54)
Vice President, Treasurer
and Controller

Anthony G. Schuster (55)
Vice President –
Transmission Systems

John D. Wilson (40)
Vice President – Regulatory Affairs
and General Counsel



Directors of the Minnesota Company in 1999 included (front row, left to right): Douglas W. Leatherdale, James J. Howard, A. Patricia Sampson and Giannantonio Ferrari. In the back are (left to right): Dr. Margaret R. Preska, H. Lyman (Tad) Bretting, who resigned in December, Allan L. Schuman, David A. Christensen and W. John Driscoll.



Northern States Power Company
414 Nicollet Mall
Minneapolis, MN 55401
(612) 330-5500

Printed in U.S.A.

BULK RATE
U.S. POSTAGE PAID
MINNEAPOLIS, MN
PERMIT NO. 3580