

Economic Development Tariff

| State | Company | Discount | Qualifications |
|--------------|---------------------------------------|--|---|
| IA | Amana Society Service Co ³ | NA | NA |
| IA | Interstate Power and Light Co | Floor price is equal to energy and customer costs for that specific customer. Contracts negotiated on case by case basis. | May offer discounts to individuals, groups, or entire class of customers. All directly competing customers in similar situations will also be offered the same rate, cost-benefit analysis must be performed to determine if discount will be beneficial |
| IA | MidAmerica Energy Co | NA | NA |
| IL | Ameren Illinois Company | NA | NA |
| IL | Commonwealth Edison Co | NA | NA |
| IL | MidAmerican Energy Co | NA | NA |
| IL | Mt. Carmel Public Utility | NA | NA |
| IN | Duke Energy Indiana Inc | 4 year term, discount put on total bill for new load: Year 1: 20%; Year 2: 15%, Year 3: 10%, Year 4: 5% | Must meet one of the following: additional workforce of 10+ FTEs and capital investment of \$1 Mil per 1,000 kW new demand; New load results in \$8 Mil per 1,000 kW new demand; additional workforce of 25+ FTEs. If customer ceases operation in 10 years following service agreement, customer must repay between 100%-10% of discount provided. Min Load: 1,000 kW; Max Load: 25,000 kW Billing demand must increase by 1,000 kVA or more |
| IN | Indiana Michigan Power Co | Qualifying incremental demand discounted by an adjustment factor: New Dev = 30%, Urban Redev = 35% Brownfield = 40% | Only offered to certain lines of business Must result in creation of 10+ FTEs Must prove absent discount, business would be located outside of territory. First come, first serve till 250 MVA aggregated |
| IN | Indianapolis Power & Light Co | NA | NA |
| IN | Northern Indiana Public Service Co | Base Load (preceding 12 months) not discounted. Additional electricity discounted: 5 year contract either 50%, 40%, 30%, etc, or 30% flat discount. | Creation of at least 10 FTEs 100 kW in new electrical demand Documentation that without tariff, company would locate elsewhere |
| IN | Southern Indiana Gas & Electric Co | Level 1: \$2.25 per kVA/kW Level 2: \$4.50 per kVA/kW Both applicable for 2 years | Level 1: Load factor 50%+, load addition of 500 kVA/kW+, 25 FTEs, must meet all criteria Level 2: Load factor 65%+, load addition of 1,500 kVA/kW+, 100 FTEs, capital investment of \$1 Mil+, must meet 2 of 4 |
| KS | Empire District Electric Co | NA | NA |
| KS | Kansas City Power & Light Co | 5 year contract, reduction of otherwise applicable rate charges: Year 1: 30%; Year 2: 25%, Year 3: 20%; Year 4: 15%; Year 5: 10%. Discount only applied to new load | Available only in conjunction with other economic development activities, Annual load factor must equal or exceed Company's system load factor within 2 years, or Company may consider FTEs created, capital investment, interruptible load, and competition with existing industrial customers if load criteria not met. Must have peak demand of at least 200 kW |
| KS | Kansas Gas & Electric Co ⁴ | NA | NA |
| KS | Westar Energy Inc | Net monthly bill discount between 5%-25% declining by 20% over 5 year contract term. | New load requirement of 200 kW+ Company cannot sell goods directly to public |
| MI | Alpena Power Co | NA | NA |

| | | | |
|----|--------------------------------------|---|---|
| MI | Consumers Energy Co | Usage must exceed 5,850,000 kWh of base \$0.049114/kWh, 50% fixed, 50% annually adjusted by annual average variable cost % change, capped at 8% 3 year term, incremental demand discounted by adjustment factor: New Dev = 15%, Redev = 17.5% Brownfield = 20% | Rate closed for new business in 2011, but applicable for 10 years 70,200,000 kWh over 12 months Billing demand of 250 kW+ Limited principle business types Must prove without rider, business would locate elsewhere First come, first served capped at 50 MW |
| MI | Indiana Michigan Power Co | NA | NA |
| MI | Northern States Power Co | NA | NA |
| MI | The DTE Electric Company | NA | NA |
| MI | Upper Peninsula Power Co | NA | NA |
| MI | Wisconsin Electric Power Co | NA | NA |
| MI | Wisconsin Public Service Corp | NA | NA |
| MN | Interstate Power and Light Co | NA | NA |
| | | GS/LLP: minimum contract term of 5 years, discount off of full demand charge, Years 1-3: 20%; Year 4: 10%, Year 5: 0% | GS/LLP: new or expanding manufacturing/wholesale customers between 1,000 kW and 10,000 kW in an Area Dev. Zone. |
| MN | Minnesota Power Co | LPADR: minimum contract term of 10 years, discount capped at first 10,000 kW, Years 1-5: 10%; Years 6-7: 5%; Years 8-10: 0% Qualified billing demand discounted 5 years: Years 1-3: 50% Year 4: 40% Year 5: 20% | LPADR: new or expanding manufacturing/wholesale customers between 1,000 kW and 10,000 kW in an Area Dev. Zone. |
| MN | Northern States Power Co | NA | Manufacturing or Wholesale trade in an area dev. Zone Qualify for other development incentives from local governments |
| MN | Northwestern Wisconsin Electric Co | NA | NA |
| MN | Otter Tail Power Co | NA | NA |
| MO | Empire District Electric Co | NA | NA |
| MO | KCP&L Greater Missouri Operations Co | 5 year contract, reduction of otherwise applicable rate charges: Year 1: 30%; Year 2: 25%, Year 3: 20%; Year 4: 15%; Year 5: 10%. Discount only applied to new load | Limited to Industrial and Commercial customers not selling goods/services directly to the public. Annual load factor of 55% or higher, the creation of 100+ FTEs and capital investment of \$5,000,000+. Peak demand must reasonably be projected as 200 kW within 2 years of service Only available in conjunction with other economic development activities, limited to Industrial and Commercial customers not selling goods/services directly to the public. Annual load factor of 55% or higher, the creation of 100+ FTEs and capital investment of \$5,000,000+. Peak demand must reasonably be projected as 200 kW within 2 years of service |
| MO | Kansas City Power & Light Co | 5 year contract, reduction of otherwise applicable rate charges: Year 1: 30%; Year 2: 25%, Year 3: 20%; Year 4: 15%; Year 5: 10%. Discount only applied to new load | Only available in conjunction with other economic development activities, limited to Industrial and Commercial customers not selling goods/services directly to the public. Annual load factor of 55% or higher, the creation of 100+ FTEs and capital investment of \$5,000,000+. Peak demand must reasonably be projected as 200 kW within 2 years of service |

| | | | |
|----|---|--|--|
| | | Econ Dev: Individual contracts, max discount of 15%, Revenue must be greater than incremental cost of service. | Econ Dev: Only available in conjunction with other economic development activities, or if exit from service territory is imminent. Must have 55% load factor, monthly peak demand of 500+ kW, firms not selling goods directly to the public. |
| MO | Union Electric Co | Econ Re-Dev: If relocation of distribution facilities necessary, 50% discount on net customer cost. Standard Tariff Discount: Individual contracts, max discount of 15%, Revenue must be greater than incremental cost of service. | Econ Re-Dev: Only available in conjunction with other economic development activities. Estimated average monthly peak demand of 500 + kW, must fall in designated Re-Dev areas. Must have 55% load factor for standard tariff discount to apply. |
| ND | Montana-Dakota Utilities Co | NA Rate reductions will be individually negotiated, 5 year contracts: minimum charges of 1.7 cents/kWh non-Time of Day, Time of Day = 1.95 cents/kWh and 1.47 cents/kWh | NA |
| ND | Northern States Power Co | Discount decreases over contract: Years 1-3: full discount Year 4: 75% of discount Year 5: 50% of discount | Closed Rider: new demand of at least 50 kW, or additional use for existing customer of 188 MWh Must qualify for PACE loan funding Economic Dev. Cost Removal Rider: All electric service under Company's retail rate schedules |
| ND | Otter Tail Power Co | Discount of .025 cents/kWh Offers a credit per kWh that varies by customer class. For Ex) Residential customers discounted in the winter above 500 kWhs, | |
| OH | Cleveland Electric Illuminating Co ¹ | Schools pay 8.69% less, and Automakers are discounted on everything exceeding baseline usage | Must fall into rate class to qualify. Possible reaction to recession? Rider started in 2008, and included Residential, most Econ Dev. Tariffs focus on Industrials. |
| OH | Dayton Power & Light Co | Additional charge on a per kWh basis that varies by customer class | Recovery of costs incurred as a result of economic development and job retention programs, includes foregone revenue, specifically for reasonable arrangements the Company entered into with 2 large Industrial Customers. New load must be a minimum of 1,000 kW at one delivery point. Must employ workforce of 25 FTEs or larger New load results in \$1 million of customer capital investment at customer facility |
| OH | Duke Energy Ohio Inc | up to 50% of Distribution Demand Charge for 2 years Offers a credit per kWh that varies by customer class. For Ex) Residential customers discounted in the winter above 500 kWhs, | Can also be applied to existing customer's who would otherwise leave |
| OH | Ohio Edison Co ¹ | Schools pay 8.69% less, and Automakers are discounted on everything exceeding baseline usage | Must fall into rate class to qualify. Possible reaction to recession? Rider started in 2008, and included Residential, most Econ Dev. Tariffs focus on Industrials. |

| | | | |
|----|-------------------------------------|---|---|
| OH | Ohio Power Co | All customer bills subject to this rider will be charged an additional 11.44664% of the distribution charges. Offers a credit per KWh that varies by customer class. For Ex) Residential customers discounted in the winter above 500 kWhs, | No Qualifications listed outside of "all customer bills subject to the provisions of this Rider". An order from the Ohio Public Utilities Commission shows that the increased rate is used to offset cost under recoveries associated with "reasonable arrangements" for 4 Industrial customers |
| OH | The Toledo Edison Co ¹ | Schools pay 8.69% less, and Automakers are discounted on everything exceeding baseline usage | Must fall into rate class to qualify. Possible reaction to recession? Rider started in 2008, and included Residential, most Econ Dev. Tariffs focus on Industrials. |
| SD | Black Hills Power Inc | Individually negotiated contracts, 3-7 years, discount will not price electricity below marginal cost | Business Development Service Rider: Customer displays intent to acquire electric service elsewhere, minimum contract demand of 250KVA. |
| SD | MidAmerican Energy Co | NA | NA |
| SD | Montana-Dakota Utilities Co | Discount negotiated individually based on energy charge. Ceiling price: 4.797 cents/KWh; Floor price: 2.874 cents/KWh. 5 year contract length, price increases 25% of difference from ceiling in 4th year, increased 50% of remaining difference in 5th year. Normal Large General Rate ranges from 6.262 cents/KWh to 4.467 cents/KWh depending on usage Non-Demand Accounts: 20% discount excluding fuel cost for 2 years. | Must have total new expected demand of 400 Kw and usage of 1.5 million KWh/year. Business must either be new or functionally different than previous business |
| SD | NorthWestern Energy Co ² | Demand Accounts: 30% to standard demand charges for 5 years, additional discounts based on Achieved load factor and range from a 20% discount for 50% load factor to 50% discount, 80% load factor. | Minimum additional demand requirements of 5 KW+/month. 2 separate riders, a New Business Incentive Rider, and Increased Usage Incentive Rider. Only difference is Increased Usage Rider only offers discounts for Demand Accounts. Company explicitly states both Riders are being offered due to current Company Capacity. |
| SD | Northern States Power Co | NA | NA |
| SD | Otter Tail Power Co | NA | NA |
| WI | Consolidated Water Power Co | NA | NA |
| WI | Dahlberg Light & Power Co | NA | NA |
| WI | Madison Gas & Electric Co | NA | NA |
| WI | North Central Power Co Inc | NA | NA |
| WI | Northern States Power Co | NA | NA |
| WI | Northwestern Wisconsin Electric Co | NA | NA |
| WI | Pioneer Power and Light Co | NA | NA |
| WI | Superior Water and Light Co | NA | NA |
| WI | Westfield Electric Company | NA | NA |
| WI | Wisconsin Electric Power Co | NA | NA |

| | | | |
|----|-------------------------------|---|--|
| WI | Wisconsin Power & Light Co | Up to 5 year contract, first year rate of 105% marginal cost for incremental load, discount declines at prorated reduction each year until customer rate is same as tariff. | Experimental Rider open to new or incremental load customers (Industrial). Customer must have received economic development assistance of \$500,000+, not available if transferring load from another Wisconsin electric provider. Program limited to \$5 million in discounts per year. |
| WI | Wisconsin Public Service Corp | NA | NA |

- ¹ All companies owned by same parent corporation: First Energy
- ² Company operates as NorthWestern Public Service Co.
- ³ Due to customer base, Company is not regulated by Iowa Utilities Board
- ⁴ Formed Westar Energy after 1992 merger with KPL

Created by: JKM 12/15/2014