

BLACK HILLS CORP /SD/
Form 10-Q
November 09, 2007
UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Form 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 2007.

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934
For the transition period from _____ to _____.

Commission File Number 001-31303

Black Hills Corporation

Incorporated in South Dakota
625 Ninth Street
Rapid City, South Dakota 57701

IRS Identification Number 46-0458824

Registrant's telephone number (605) 721-1700

Former name, former address, and former fiscal year if changed since last report
NONE

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer or a non-accelerated filer (as defined in Rule 12b-2 of the Exchange Act).

Large accelerated filer Accelerated filer Non-accelerated filer

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

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Yes

No

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of the latest practicable date.

| Class | Outstanding at October 31, 2007 |
|--------------------------------|---------------------------------|
| Common stock, \$1.00 par value | 37,759,152 shares |

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GLOSSARY OF TERMS

The following terms and abbreviations appear in the text of this report and have the definitions described below:

| | |
|-----------------------------|--|
| AFUDC | Allowance for Funds Used During Construction |
| Aquila | Aquila, Inc. |
| Bbl | Barrel |
| Bcfe | One billion cubic feet equivalent |
| BHEP | Black Hills Exploration and Production, Inc., a direct, wholly-owned subsidiary of Black Hills Energy, Inc. |
| BHER | Black Hills Energy Resources, Inc., a direct, wholly-owned subsidiary of Black Hills Energy, Inc. |
| Black Hills Energy | Black Hills Energy, Inc., a direct, wholly-owned subsidiary of the Company |
| Black Hills Power | Black Hills Power, Inc., a direct, wholly-owned subsidiary of the Company |
| Btu | British thermal unit |
| Cheyenne Light | Cheyenne Light, Fuel & Power Company, a direct, wholly-owned subsidiary of the Company |
| Cheyenne Light Pension Plan | The Cheyenne Light, Fuel & Power Company Pension Plan |
| Dth | Dekatherm |
| Enserco | Enserco Energy Inc., a direct, wholly-owned subsidiary of Black Hills Energy, Inc. |
| FASB | Financial Accounting Standards Board |
| FERC | Federal Energy Regulatory Commission |
| FIN 48 | FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes an Interpretation of FASB Statement 109 |
| GAAP | Generally Accepted Accounting Principles |
| GE Capital | General Electric Capital Corporation |
| Great Plains | Great Plains Energy Incorporated |
| Indeck | Indeck Capital, Inc. |
| IPP | Independent power production |
| LIBOR | London Interbank Offered Rate |
| LOE | Lease Operating Expense |
| Las Vegas I | Las Vegas I gas-fired power plant |
| Las Vegas II | Las Vegas II gas-fired power plant |
| LVC | Las Vegas Cogeneration Limited Partnership, an indirect, wholly-owned subsidiary of Black Hills Energy, Inc. |
| Mcfe | One thousand cubic feet equivalent |
| MMBtu | One million British thermal units |
| Moody's | Moody's Investor Services, Inc. |
| Mw | Megawatt |
| Mwh | Megawatt-hour |
| Nevada Power | Nevada Power Company |
| PNM | PNM Resources, Inc. |
| SAB | SEC Staff Accounting Bulletin |
| SAB 108 | SAB 108, Effects of Prior Year Misstatement on Current Year Financial Statements |
| SEC | U. S. Securities and Exchange Commission |
| SFAS | Statement of Financial Accounting Standards |
| SFAS 71 | SFAS 71, Accounting for the Effects of Certain Types of Regulation |
| SFAS 109 | SFAS 109, Accounting for Income Taxes |
| SFAS 133 | SFAS 133, Accounting for Derivative Instruments and Hedging Activities |

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| | |
|----------|---|
| SFAS 144 | SFAS 144, Accounting for the Impairment of Long-lived Assets |
| SFAS 157 | SFAS 157, Fair Value Measurements |
| SFAS 159 | SFAS 159, The Fair Value Option for Financial Assets and Financial Liabilities |
| S&P | Standard & Poor's Rating Services |
| Valencia | Valencia Power, LLC, an indirect, wholly-owned subsidiary of Black Hills Energy, Inc. |
| WPSC | Wyoming Public Service Commission |
| WRDC | Wyodak Resources Development Corp., a direct, wholly-owned subsidiary of Black Hills Energy, Inc. |

BLACK HILLS CORPORATION

CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(unaudited)

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|--|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| | (in thousands, except per share amounts) | | | |
| Operating revenues | \$ 162,354 | \$ 157,608 | \$ 512,830 | \$ 483,312 |
| Operating expenses: | | | | |
| Fuel and purchased power | 42,840 | 47,740 | 130,726 | 151,150 |
| Operations and maintenance | 21,942 | 16,490 | 63,220 | 60,566 |
| Administrative and general | 27,316 | 19,721 | 79,285 | 64,776 |
| Depreciation, depletion and amortization | 26,630 | 24,141 | 74,712 | 67,407 |
| Taxes, other than income taxes | 8,347 | 8,570 | 28,337 | 26,667 |
| Impairment of long-lived assets | 2,721 | | 2,721 | |
| | 129,796 | 116,662 | 379,001 | 370,566 |
| Operating income | 32,558 | 40,946 | 133,829 | 112,746 |
| Other income (expense): | | | | |
| Interest expense | (9,634) | (12,400) | (30,720) | (37,310) |
| Interest income | 990 | 389 | 2,429 | 1,403 |
| Allowance for funds used during construction equity | 811 | | 3,851 | |
| Other income, net | 67 | 106 | 413 | 517 |
| | (7,766) | (11,905) | (24,027) | (35,390) |
| Income from continuing operations before equity in earnings of unconsolidated subsidiaries, minority interest and income taxes | 24,792 | 29,041 | 109,802 | 77,356 |
| Equity in earnings (loss) of unconsolidated subsidiaries | 574 | 615 | 2,092 | (16) |
| Minority interest | (97) | (95) | (285) | (273) |
| Income tax expense | (7,627) | (7,362) | (36,235) | (23,939) |
| Income from continuing operations | 17,642 | 22,199 | 75,374 | 53,128 |
| (Loss) income from discontinued operations, net of taxes | (178) | 81 | (358) | 7,060 |
| Net income | \$ 17,464 | \$ 22,280 | \$ 75,016 | \$ 60,188 |
| Weighted average common shares outstanding: | | | | |
| Basic | 37,643 | 33,187 | 36,810 | 33,157 |
| Diluted | 38,078 | 33,560 | 37,226 | 33,526 |
| Earnings per share: | | | | |
| Basic | | | | |
| Continuing operations | \$ 0.47 | \$ 0.67 | \$ 2.05 | \$ 1.60 |
| Discontinued operations | | | (0.01) | 0.21 |
| Total | \$ 0.47 | \$ 0.67 | \$ 2.04 | \$ 1.81 |
| Diluted | | | | |
| Continuing operations | \$ 0.46 | \$ 0.66 | \$ 2.03 | \$ 1.59 |
| Discontinued operations | | | (0.01) | 0.21 |
| Total | \$ 0.46 | \$ 0.66 | \$ 2.02 | \$ 1.80 |
| Dividends paid per share of common stock | \$ 0.34 | \$ 0.33 | \$ 1.02 | \$ 0.99 |

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The accompanying notes to condensed consolidated financial statements are an integral part of these condensed consolidated financial statements.

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BLACK HILLS CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEETS

(unaudited)

| | September 30, <u>2007</u> | December 31, <u>2006</u> | September 30, <u>2006</u> |
|--|--------------------------------------|-----------------------------|------------------------------|
| | (in thousands, except share amounts) | | |
| ASSETS | | | |
| Current assets: | | | |
| Cash and cash equivalents | \$ 81,201 | \$ 36,939 | \$ 47,716 |
| Restricted cash | 5,394 | 2,004 | |
| Receivables (net of allowance for doubtful accounts of \$5,259; \$4,202 and \$4,007, respectively) | 238,662 | 263,109 | 195,571 |
| Materials, supplies and fuel | 92,625 | 92,560 | 91,490 |
| Derivative assets | 29,385 | 69,244 | 66,990 |
| Income tax receivable | | | 11,524 |
| Other assets | 11,795 | 9,221 | 7,830 |
| Assets of discontinued operations | 3,543 | 1,424 | 1,043 |
| | 462,605 | 474,501 | 422,164 |
| | | | |
| Investments | 23,886 | 23,808 | 23,709 |
| | | | |
| Property, plant and equipment | 2,430,975 | 2,242,396 | 2,180,639 |
| Less accumulated depreciation and depletion | (652,701) | (596,029) | (574,925) |
| | 1,778,274 | 1,646,367 | 1,605,714 |
| | | | |
| Other assets: | | | |
| Derivative assets | 3,420 | 2,871 | 3,197 |
| Goodwill | 30,171 | 30,563 | 30,563 |
| Intangible assets (net of accumulated amortization of \$27,363; \$25,852 and \$25,072, respectively) | 21,777 | 24,429 | 25,209 |
| Other | 44,774 | 42,137 | 38,177 |
| | 100,142 | 100,000 | 97,146 |
| | \$ 2,364,907 | \$ 2,244,676 | \$ 2,148,733 |
| LIABILITIES AND STOCKHOLDERS EQUITY | | | |
| Current liabilities: | | | |
| Accounts payable | \$ 202,014 | \$ 224,009 | \$ 181,255 |
| Accrued liabilities | 102,019 | 95,020 | 82,098 |
| Derivative liabilities | 24,904 | 24,041 | 18,937 |
| Deferred income taxes | | 1,215 | 5,001 |
| Notes payable | 96,648 | 145,500 | 147,000 |
| Current maturities of long-term debt | 143,380 | 17,106 | 17,103 |
| Accrued income taxes | 17,620 | 19,561 | |
| Liabilities of discontinued operations | 694 | 2,526 | 4,131 |
| | 587,279 | 528,978 | 455,525 |
| | | | |
| Long-term debt, net of current maturities | 466,137 | 628,340 | 632,295 |
| | | | |
| Deferred credits and other liabilities: | | | |
| Deferred income taxes | 191,451 | 174,332 | 170,286 |
| Derivative liabilities | 3,615 | 1,530 | 2,913 |
| Other | 143,786 | 116,297 | 101,819 |
| | 338,852 | 292,159 | 275,018 |
| | | | |
| Minority interest in subsidiaries | 5,075 | 5,158 | 5,198 |
| | | | |
| Stockholders' equity: | | | |
| Common stock equity | | | |
| Common stock \$1 par value; 100,000,000 shares authorized; Issued 37,802,087; 33,404,902 and 33,330,841 shares, respectively | 37,802 | 33,405 | 33,331 |
| Additional paid-in capital | 558,935 | 409,826 | 407,488 |
| Retained earnings | 386,869 | 348,245 | 338,420 |
| Treasury stock at cost 42,935; 35,700 and 34,720 shares, respectively | (1,219) | (920) | (883) |
| Accumulated other comprehensive (loss) income | (14,823) | (515) | 2,341 |
| | 967,564 | 790,041 | 780,697 |

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\$ 2,364,907 \$ 2,244,676 \$ 2,148,733

The accompanying notes to condensed consolidated financial statements are an integral part of these condensed consolidated financial statements.

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BLACK HILLS CORPORATION

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(unaudited)

| | Nine Months Ended September 30, | |
|--|------------------------------------|--------------------------|
| | <u>2007</u> | <u>2006</u> |
| | (in thousands) | |
| Operating activities: | | |
| Net income | \$ 75,016 | \$ 60,188 |
| Loss (income) from discontinued operations, net of taxes | 358 | (7,060) |
| Income from continuing operations | 75,374 | 53,128 |
| Adjustments to reconcile income from continuing operations to net cash provided by operating activities: | | |
| Depreciation, depletion and amortization | 74,712 | 67,407 |
| Net change in derivative assets and liabilities | (4,911) | 2,136 |
| Deferred income taxes | 10,008 | 32,042 |
| Distributed earnings in associated companies | 177 | 4,304 |
| Allowance for funds used during construction equity | (3,851) | |
| Change in operating assets and liabilities: | | |
| Materials, supplies and fuel | 25,011 | (6,389) |
| Accounts receivable and other current assets | 21,099 | 59,005 |
| Accounts payable and other current liabilities | 4,662 | (61,878) |
| Other operating activities | 6,495 | 26,239 |
| Net cash provided by operating activities of continuing operations | 208,776 | 175,994 |
| Net cash used in operating activities of discontinued operations | (3,045) | (1,583) |
| Net cash provided by operating activities | 205,731 | 174,411 |
| Investing activities: | | |
| Property, plant and equipment additions | (159,788) | (153,820) |
| Proceeds from the sale of business operations | | 40,735 |
| Payment for acquisition, net of cash acquired | | (75,425) |
| Other investing activities | (3,004) | (454) |
| Net cash used in investing activities of continuing operations | (162,792) | (188,964) |
| Net cash provided by (used in) investing activities of discontinued operations | 2,479 | (575) |
| Net cash used in investing activities | (160,313) | (189,539) |
| Financing activities: | | |
| Dividends paid | (37,068) | (32,954) |
| Common stock issued | 149,860 | 3,560 |
| (Decrease) increase in short-term borrowings, net | (78,000) | 92,000 |
| Long-term debt issuances | | 90,000 |
| Long-term debt repayments | (35,929) | (122,566) |
| Other financing activities | (585) | (1,171) |
| Net cash (used in) provided by financing activities of continuing operations | (1,722) | 28,869 |
| Net cash (used in) provided by financing activities of discontinued operations | | |
| Net cash (used in) provided by financing activities | (1,722) | 28,869 |
| Increase in cash and cash equivalents | 43,696 | 13,741 |
| Cash and cash equivalents: | | |
| Beginning of period | 37,530 ^(b) | 34,198 ^(d) |
| End of period | \$ 81,226 ^(a) | \$ 47,939 ^(c) |
| Supplemental disclosure of cash flow information: | | |
| Non-cash investing and financing activities- | | |
| Property, plant and equipment acquired with accrued liabilities or short-term debt | \$ 56,274 | \$ 31,481 |
| Cash paid during the period for- | | |

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| | | |
|---|-----------|-----------|
| Interest (net of amounts capitalized) | \$ 30,160 | \$ 35,317 |
| Income taxes paid (net of amounts refunded) | \$ 7,627 | \$ 12,806 |

- (a) Includes insignificant September 30, 2007 cash balances included in assets of discontinued operations.
- (b) Includes approximately \$0.6 million at December 31, 2006 of cash included in the assets of discontinued operations.
- (c) Includes approximately \$0.2 million at September 30, 2006 of cash included in the assets of discontinued operations.
- (d) Includes approximately \$2.4 million at December 31, 2005 of cash included in the assets of discontinued operations.

The accompanying notes to condensed consolidated financial statements are an integral part of these condensed consolidated financial statements.

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BLACK HILLS CORPORATION

Notes to Condensed Consolidated Financial Statements

(unaudited)

(Reference is made to Notes to Consolidated Financial Statements

included in the Company's 2006 Annual Report on Form 10-K)

(1) MANAGEMENT'S STATEMENT

The financial statements included herein have been prepared by Black Hills Corporation (the Company) without audit, pursuant to the rules and regulations of the SEC. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted pursuant to such rules and regulations; however, the Company believes that the footnotes adequately disclose the information presented. These financial statements should be read in conjunction with the financial statements and the notes thereto, included in the Company's 2006 Annual Report on Form 10-K filed with the SEC.

Accounting methods historically employed require certain estimates as of interim dates. The information furnished in the accompanying financial statements reflects all adjustments which are, in the opinion of management, necessary for a fair presentation of the September 30, 2007, December 31, 2006 and September 30, 2006 financial information and are of a normal recurring nature. Some of the Company's operations are highly seasonal and revenues from, and certain expenses for, such operations may fluctuate significantly among quarterly periods. Demand for electricity and natural gas is sensitive to seasonal cooling, heating and industrial load requirements, as well as changes in market price. The results of operations for the three and nine months ended September 30, 2007, are not necessarily indicative of the results to be expected for the full year. All earnings per share amounts discussed refer to diluted earnings per share unless otherwise noted.

(2) RECENTLY ADOPTED ACCOUNTING PRONOUNCEMENTS

FIN 48

The Company adopted FIN 48 on January 1, 2007 (see Note 8). FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with SFAS 109 and prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return.

SAB 108

During September 2006, the staff of the SEC released SAB 108. SAB 108 provides guidance on how the effects of the carryover or reversal of prior year financial statement misstatements should be considered in quantifying a current year misstatement. Prior practice allowed the evaluation of materiality on the basis of (1) the error quantified as the amount by which the current year income statement was misstated (rollover method) or (2) the cumulative error quantified as the cumulative amount by which the current year balance sheet was misstated (iron curtain method). Reliance on either method in prior years could have resulted in misstatement of the financial statements. The guidance provided in SAB 108 requires both methods to be used in evaluating materiality. Immaterial prior year errors may be corrected with the first filing of prior year financial statements after adoption. The cumulative effect of the correction can either be reported in the carrying amounts of assets and liabilities as of the beginning of that fiscal year, and the offsetting adjustment made to the opening balance of retained earnings for that year, or by restating prior periods. Disclosure requirements include the nature and amount of each individual error being corrected in the cumulative adjustment, as well as a disclosure of when and how each error being corrected arose and the fact that the errors had previously been considered immaterial. SAB 108 was effective January 1, 2007. SAB 108 did not have a material effect on the Company's consolidated financial position, results of operations or cash flows.

(3) RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS

SFAS 157

During September 2006, the FASB issued SFAS 157, which applies to other accounting pronouncements that require or permit fair value measurements. This Statement defines fair value, establishes a framework for measuring fair value in GAAP and expands disclosures about fair value measurements. SFAS 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007 and interim periods within those fiscal years. Management is currently evaluating the impact SFAS 157 will have on the Company's consolidated financial statements.

SFAS 159

During February 2007, the FASB issued SFAS 159, which establishes a fair value option under which entities can elect to report certain financial assets and liabilities at fair value, with changes in fair value recognized in earnings. SFAS 159 is effective for fiscal years beginning after November 15, 2007. Management is currently evaluating the impact SFAS 159 will have on the Company's consolidated financial statements.

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(4) MATERIALS, SUPPLIES AND FUEL

The amounts of materials, supplies and fuel included on the accompanying Condensed Consolidated Balance Sheets, by major classification, are provided as follows (in thousands):

| <u>Major Classification</u> | September 30, <u>2007</u> | December 31, <u>2006</u> | September 30, <u>2006</u> |
|---------------------------------------|------------------------------|-----------------------------|------------------------------|
| Materials and supplies | \$ 35,562 | \$ 31,946 | \$ 30,160 |
| Fuel | 7,401 | 9,663 | 9,387 |
| Gas and oil held by Energy marketing* | 49,662 | 50,951 | 51,943 |
| Total materials, supplies and fuel | \$ 92,625 | \$ 92,560 | \$ 91,490 |

* As of September 30, 2007, December 31, 2006 and September 30, 2006, market adjustments related to natural gas held by Energy marketing and recorded in inventory were \$(6.5) million, \$(31.5) million and \$(29.8) million, respectively (see Note 13 for further discussion of Energy marketing trading activities).

The inventory held by the Company's Energy marketing subsidiary primarily consists of gas held in storage and gas imbalances held on account with pipelines. Such gas is being held in inventory to capture the price differential between the time at which it was purchased and a sales date in the future. A substantial majority of the gas was economically hedged at the time of purchase either through a fixed price physical or financial forward sale.

(5) LONG-TERM DEBT, NOTES PAYABLE AND GUARANTEES

Note Payable

During June 2007, the Company entered into a short-term, non-interest bearing, secured promissory note payable to Public Service Company of New Mexico in connection with the purchase of certain equipment and related assets for the Company's Valencia project in New Mexico. The secured promissory note payable is due December 2007, and is secured by the purchased equipment and related assets. The Company recorded the promissory note payable at the stated amount of the debt of \$30.0 million, less interest imputed at a rate of 6 percent totaling \$0.9 million, for a net amount of \$29.1 million.

Long-term Debt

On April 30, 2007, the Company called its outstanding debt with GE Capital in the amount of \$23.5 million. In conjunction with this, the Company expensed \$0.1 million in unamortized deferred financing costs. The associated payment guarantees provided by the Company were also terminated.

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The Company has classified the \$128.3 million Wygen I project debt to current maturities as the debt has a maturity date of June 2008. The Company intends to refinance this debt with other long-term financing prior to its maturity.

Amendments to Revolver

On March 13, 2007, the Company entered into a second amendment to its revolving credit facility. The second amendment (i) increased the limit for borrowings or other credit accommodations for the separate credit facility for the Company's energy marketing subsidiary from \$260 million to \$300 million, (ii) increased the allowed total commitments under the revolving credit facility without requiring amendment of the facility from \$500 million to \$600 million, (iii) effective with the acquisition of certain electric and gas utility assets from Aquila, will increase the recourse leverage ratio limit from 0.65 to 1.00 to 0.70 to 1.00 for the first year after completion of the Aquila asset acquisition, reverting to 0.65 to 1.00 thereafter, and (iv) allowed for other modifications to enable the Company to complete the Aquila asset acquisition.

Guarantees

During the nine months ended September 30, 2007, the Company had the following changes to its guarantees:

Extinguished two guarantees totaling \$24.2 million at December 31, 2006 related to the payment and performance under the Company's GE Capital debt obligations. The Company's outstanding debt obligations with GE Capital were paid on April 30, 2007;

The \$0.3 million guarantee for the payments of Black Hills Power under various transactions with Idaho Power Company expired on March 1, 2007;

The \$3.0 million guarantee for the payments of Cheyenne Light under various transactions with Questar Energy Trading Company expired on March 31, 2007;

Issued a guarantee for obligations and damages, if any, due by Valencia under a power purchase agreement with Public Service Company of New Mexico for up to \$12.0 million and expiring in 2028;

Issued a guarantee for up to \$7.0 million related to the obligations of Enserco under an agency agreement whereby Enserco provides services to structure up to \$100.0 million of certain transactions involving the buying, selling, transportation and storage of natural gas on behalf of another energy company and which expires in 2008; and

Extinguished a \$10.0 million guarantee under the Las Vegas I Power Purchase and Sales Agreement on September 25, 2007.

(6) EARNINGS PER SHARE

Basic earnings per share from continuing operations is computed by dividing income from continuing operations by the weighted-average number of common shares outstanding during the period. Diluted earnings per share from continuing operations gives effect to all dilutive common shares potentially outstanding during a period. A reconciliation of Income from continuing operations and basic and diluted share amounts is as follows (in thousands):

| <u>Period ended September 30, 2007</u> | <u>Three Months</u> | | <u>Nine Months</u> | |
|--|---------------------|-----------------------|--------------------|-----------------------|
| | <u>Income</u> | <u>Average Shares</u> | <u>Income</u> | <u>Average Shares</u> |
| Income from continuing operations | \$ 17,642 | | \$ 75,374 | |
| Basic earnings | 17,642 | 37,643 | 75,374 | 36,810 |
| Dilutive effect of: | | | | |
| Stock options | | 111 | | 108 |
| Estimated contingent shares issuable for prior acquisition | | 159 | | 159 |
| Others | | 165 | | 149 |
| Diluted earnings | \$ 17,642 | 38,078 | \$ 75,374 | 37,226 |

| <u>Period ended September 30, 2006</u> | <u>Three Months</u> | | <u>Nine Months</u> | |
|--|---------------------|-----------------------|--------------------|-----------------------|
| | <u>Income</u> | <u>Average Shares</u> | <u>Income</u> | <u>Average Shares</u> |
| Income from continuing operations | \$ 22,199 | | \$ 53,128 | |
| Basic earnings | 22,199 | 33,187 | 53,128 | 33,157 |
| Dilutive effect of: | | | | |
| Stock options | | 91 | | 85 |
| Estimated contingent shares issuable for prior acquisition | | 158 | | 158 |
| Others | | 124 | | 126 |
| Diluted earnings | \$ 22,199 | 33,560 | \$ 53,128 | 33,526 |

(7) COMPREHENSIVE INCOME

The following table presents the components of the Company's comprehensive income

(in thousands):

| | Three Months Ended September 30, | |
|--|-------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> |
| Net income | \$ 17,464 | \$ 22,280 |
| Other comprehensive income (loss), net of tax: | | |
| Fair value adjustment on derivatives designated as cash flow hedges (net of tax of \$3,558 and \$(3,998), respectively) | (6,749) | 7,425 |
| Reclassification adjustments on cash flow hedges settled and included in net income (net of tax of \$1,296 and \$132, respectively) | (2,406) | (246) |
| Comprehensive income | \$ 8,309 | \$ 29,459 |

| | Nine Months Ended September 30, | |
|--|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> |
| Net income | \$ 75,016 | \$ 60,188 |
| Other comprehensive income (loss), net of tax: | | |
| Fair value adjustment on derivatives designated as cash flow hedges (net of tax of \$3,419 and \$(7,318), respectively) | (6,521) | 12,587 |
| Reclassification adjustments on cash flow hedges settled and included in net income (net of tax of \$4,012 and \$242, respectively) | (7,787) | (416) |
| Comprehensive income | \$ 60,708 | \$ 72,359 |

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Balances by classification included within Accumulated other comprehensive (loss) income on the accompanying Condensed Consolidated Balance Sheets are as follows (in thousands):

| | Derivatives Designated as <u>Cash Flow Hedges</u> | Employee Benefit <u>Plans</u> | Amount from Equity-method <u>Investees</u> | <u>Total</u> |
|--------------------------|---|-------------------------------------|--|--------------|
| As of September 30, 2007 | \$ (6,248) | \$ (8,404) | \$ (171) | \$ (14,823) |
| As of December 31, 2006 | \$ 8,119 | \$ (8,404) | \$ (230) | \$ (515) |
| As of September 30, 2006 | \$ 5,495 | \$ (2,936) | \$ (218) | \$ 2,341 |

(8) INCOME TAXES

The Company adopted the provisions of FIN 48 on January 1, 2007. As a result of the implementation of FIN 48, the Company recognized an approximate \$0.7 million benefit from a decrease in the liability for unrecognized tax benefits. This benefit was accounted for as an adjustment to the January 1, 2007 balance of retained earnings.

The total gross amount of unrecognized tax benefits at January 1, 2007 was approximately \$72.6 million. The total amount of unrecognized tax benefits that, if recognized, would impact the effective tax rate is approximately \$2.0 million (net of the federal benefit on state tax items and interest) at the date of adoption.

It is the Company's continuing practice to recognize penalties and/or interest related to income tax matters in income tax expense. The Company had no penalties accrued and approximately \$0.4 million for the accrual of interest income at the date of adoption of FIN 48.

The Company files income tax returns in the U.S. federal jurisdiction, various state jurisdictions and Canada. The Company recently received notification from the Internal Revenue Service that the 2004 and 2005 tax years will be examined. The Company continues to be under examination by a state taxing authority for tax years 2001 through 2003 and remains subject to examination by Canadian income tax authorities for tax years as early as 1999.

The Company does not anticipate that total unrecognized tax benefits will significantly change due to the settlement of any audits or the expiration of statute of limitations prior to September 30, 2008.

Effective Tax Rate

The Company's effective tax rate differs from the federal statutory rate as follows:

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| State income tax | 35.0% | 35.0% | 35.0% | 35.0% |
| Percentage depletion in excess of cost | (0.1) | 0.3 | 0.2 | 0.5 |
| IRS exam tax adjustment* | (1.3) | (1.5) | (0.9) | (1.3) |
| Tax return true-up | (3.8) | (1.3) | (0.4) | (0.5) |
| Other | | (0.3) | (1.9) | 0.2 |
| | 30.0% | 24.9% | 32.0% | 31.1% |

* As a result of the settlement of an Internal Revenue Service (IRS) exam of the tax years 2001-2003 with respect to certain tax positions taken by the Company, a reduction to income tax expense of approximately \$2.2 million was recorded in the third quarter of 2006.

(9) PROCEEDS RECEIVED ON INSURANCE CLAIMS

In late 2005 and the first half of 2006, the Company's Las Vegas II power plant experienced unplanned outages due to damage to three of its gas turbines and two of its steam turbines. The outages lasted approximately six months as repairs were made to the turbines. The Company has filed insurance claims for reimbursement of repair expenditures and business interruption losses in the amount of approximately \$11.1 million. At September 30, 2006, the Company had provided for the receipt of insurance proceeds of approximately \$4.3 million. Approximately \$0.4 million was applied to reduce capitalized repair costs included in Property, plant and equipment on the accompanying Condensed Consolidated Balance Sheet and \$2.2 million for repair costs and \$1.7 million for business interruption were applied as a reduction to Operations and maintenance expense on the accompanying Condensed Consolidated Statement of Income. As of September 30, 2007, the Company continues to pursue additional reimbursement from the insurance carrier. The carrier asserts that certain deductibles, exclusions and limitations apply preventing any future claims reimbursements. There can be no assurance that the Company will obtain any additional recovery from the insurance carrier.

(10) COMMON STOCK

Other than the following transactions, the Company had no other material changes in its common stock, as reported in Note 9 of the Notes to Consolidated Financial Statements in the Company's 2006 Annual Report on Form 10-K.

Private Placement of Common Stock

On February 22, 2007, the Company completed the issuance and sale of approximately 4.17 million shares of common stock at a price of \$36.00 per share in a private placement offering. The Company used the approximate \$145.6 million of net proceeds from this offering for debt reduction.

These shares were not initially registered under the Securities Act of 1933, therefore restricting the purchasers' ability to offer or sell the shares. The offering agreements required the Company to register the related securities with the SEC within a specified period of time, and the Company has performed this obligation. In addition, the Company must maintain an effective shelf registration statement with the SEC, allowing resale of the restricted shares, until all related shares have been resold or cease to be restricted. If the Company fails to maintain an effective shelf registration statement in accordance with the terms of the offering agreements, it may be required to pay damages to the purchasers at a per thirty-day rate of 1.0 percent of the related share purchase price until the default is cured. The total damage payments under the agreements are limited to 10.0 percent of the related share purchase price. The Company believes the likelihood of making any payments under the damage provisions is remote and accordingly has not recognized any liability within its consolidated financial statements.

Equity Compensation Plans

Effective January 1, 2007, the Company granted 35,026 target performance shares to certain officers and business unit leaders of the Company for the January 1, 2007 through December 31, 2009 performance period. Performance shares are awarded based on the Company's total shareholder return over the designated performance period as measured against a selected peer group. In addition, the Company's stock price must also increase during the performance period.

Participants may earn additional performance shares if the Company's total shareholder return exceeds the 50th percentile of the selected peer group. The final value of the performance shares will vary according to the number of shares of common stock that are ultimately granted based upon the actual level of attainment of the performance criteria. The performance awards are paid 50 percent in the form of cash and 50 percent in the form of common stock. The grant date fair value was \$34.17 per share.

The Company issued 33,143 shares of common stock under the short-term incentive compensation plan during the nine months ended September 30, 2007. Pre-tax compensation cost related to the award was approximately \$1.2 million, which was accrued for in 2006.

The Company granted 43,556 restricted common shares during the nine months ended September 30, 2007. The pre-tax compensation cost related to the awards of restricted stock and restricted stock units of approximately \$1.6 million will be recognized over the three-year vesting period.

156,250 stock options were exercised during the nine months ended September 30, 2007, at a weighted-average exercise price of \$29.76 per share providing \$4.6 million of proceeds to the Company.

Total compensation expense recognized for all equity compensation plans for the three months ended September 30, 2007 and 2006 was \$1.4 million and \$0.1 million, respectively, and for the nine month periods ended September 30, 2007 and 2006 was \$4.4 million and \$1.8 million, respectively.

(11) EMPLOYEE BENEFIT PLANS

Defined Benefit Pension Plan

The Company has two non-contributory defined benefit pension plans (Plans). One Plan covers employees of the Company and the following subsidiaries who meet certain eligibility requirements: Black Hills Service Company, Black Hills Power, WRDC and BHEP. The other Plan covers employees of the Company's subsidiary, Cheyenne Light, who meet certain eligibility requirements.

The components of net periodic benefit cost for the two Plans are as follows (in thousands):

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--------------------------------|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| Service cost | \$ 687 | \$ 649 | \$ 2,061 | \$ 1,947 |
| Interest cost | 1,129 | 1,041 | 3,387 | 3,123 |
| Expected return on plan assets | (1,374) | (1,247) | (4,122) | (3,741) |
| Prior service cost | 38 | 38 | 114 | 114 |
| Net loss | 127 | 227 | 381 | 681 |
| Net periodic benefit cost | \$ 607 | \$ 708 | \$ 1,821 | \$ 2,124 |

The Company made a \$0.5 million contribution to the Cheyenne Light Pension Plan in the first quarter of 2007; no additional contributions are anticipated to be made to the Plans during the 2007 fiscal year.

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Supplemental Non-qualified Defined Benefit Plans

The Company has various supplemental retirement plans for key executives of the Company (Supplemental Plans). The Supplemental Plans are non-qualified defined benefit plans.

The components of net periodic benefit cost for the Supplemental Plans are as follows (in thousands):

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---------------------------|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| Service cost | \$ 103 | \$ 87 | \$ 309 | \$ 261 |
| Interest cost | 289 | 270 | 867 | 810 |
| Prior service cost | 3 | 3 | 9 | 9 |
| Net loss | 178 | 199 | 534 | 597 |
| Net periodic benefit cost | \$ 573 | \$ 559 | \$ 1,719 | \$ 1,677 |

The Company anticipates that it will need to make contributions to the Supplemental Plans for the 2007 fiscal year of approximately \$0.7 million. The contributions are expected to be made in the form of benefit payments.

Non-pension Defined Benefit Postretirement Healthcare Plans

Employees who are participants in the Company's Postretirement Healthcare Plans (Healthcare Plans) and who meet certain eligibility requirements are entitled to postretirement healthcare benefits.

The components of net periodic benefit cost for the Healthcare Plans are as follows (in thousands):

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---------------------------|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| Service cost | \$ 135 | \$ 164 | \$ 405 | \$ 492 |
| Interest cost | 207 | 203 | 621 | 609 |
| Net transition obligation | 15 | 38 | 45 | 114 |
| Prior service cost | | (6) | | (18) |
| Net gain/loss | (4) | | (12) | |
| Net periodic benefit cost | \$ 353 | \$ 399 | \$ 1,059 | \$ 1,197 |

The Company anticipates that it will make contributions to the Healthcare Plans for the 2007 fiscal year of approximately \$0.3 million. The contributions are expected to be made in the form of benefits payments.

It has been determined that the Company's post-65 retiree prescription drug plans are actuarially equivalent and qualify for the Medicare Part D subsidy. The decrease in net periodic postretirement benefit cost due to the subsidy was approximately \$0.1 million for the three month periods ended September 30, 2007 and 2006 and \$0.2 million for the nine month periods ended September 30, 2007 and 2006.

(12) SUMMARY OF INFORMATION RELATING TO SEGMENTS OF THE COMPANY'S BUSINESS

The Company's reportable segments are those that are based on the Company's method of internal reporting, which generally segregates the strategic business groups due to differences in products, services and regulation. As of September 30, 2007, substantially all of the Company's operations and assets are located within the United States.

The Company conducts its operations through the following six reporting segments:

Retail Services group

Electric utility, which supplies electric utility service to western South Dakota, northeastern Wyoming and southeastern Montana; and

Electric and gas utility, which supplies electric and gas utility service to Cheyenne, Wyoming and vicinity.

Wholesale Energy group

Oil and gas, which produces, explores and operates oil and natural gas interests located in the Rocky Mountain region, Texas, California and other states;

Power generation, which produces and sells power and capacity to wholesale customers with power plants concentrated in Colorado, Nevada, Wyoming and California;

Coal mining, which engages in the mining and sale of coal from its mine near Gillette, Wyoming; and

Energy marketing, which markets natural gas, crude oil and related services primarily in the western and central regions of the United States and Canada.

Segment information follows the same accounting policies as described in Note 20 of the Notes to Consolidated Financial Statements in the Company's 2006 Annual Report on Form 10-K. In accordance with the provisions of SFAS 71, intercompany fuel sales to the electric utility are not eliminated.

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Segment information included in the accompanying Condensed Consolidated Statements of Income is as follows (in thousands):

| Three Month Period Ended <u>September 30, 2007</u> | <u>External Operating Revenues</u> | <u>Inter-segment Operating Revenues</u> | <u>Income (Loss) from Continuing Operations</u> |
|---|--|---|---|
| Retail services: | | | |
| Electric utility | \$ 51,129 | \$ 645 | \$ 5,781 |
| Electric and gas utility | 21,146 | | 1,408 |
| Wholesale energy: | | | |
| Oil and gas | 24,291 | | 1,979 |
| Power generation | 42,235 | | 5,642 |
| Coal mining | 6,818 | 3,628 | 1,358 |
| Energy marketing | 13,873 | | 2,290 |
| Corporate | | | (816) |
| Inter-segment eliminations | | (1,411) | |
| Total | \$ 159,492 | \$ 2,862 | \$ 17,642 |

| Three Month Period Ended <u>September 30, 2006</u> | <u>External Operating Revenues</u> | <u>Inter-segment Operating Revenues</u> | <u>Income (Loss) from Continuing Operations</u> |
|---|--|---|---|
| Retail services: | | | |
| Electric utility | \$ 52,467 | \$ 723 | \$ 5,764 |
| Electric and gas utility | 24,479 | | 953 |
| Wholesale energy: | | | |
| Oil and gas | 22,969 | | 3,006 |
| Power generation | 42,700 | | 9,839 |
| Coal mining | 6,055 | 3,391 | 1,908 |
| Energy marketing | 6,327 | | 2,091 |
| Corporate | 11 | | (1,362) |
| Inter-segment eliminations | | (1,514) | |
| Total | \$ 155,008 | \$ 2,600 | \$ 22,199 |

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| | External Operating <u>Revenues</u> | Inter-segment Operating <u>Revenues</u> | Income (Loss) from Continuing <u>Operations</u> |
|--|--|---|---|
| Nine Month Period Ended <u>September 30, 2007</u> | | | |
| Retail services: | | | |
| Electric utility | \$ 142,872 | \$ 1,641 | \$ 17,361 |
| Electric and gas utility | 79,161 | | 5,523 |
| Wholesale energy: | | | |
| Oil and gas | 75,948 | | 9,945 |
| Power generation | 121,763 | | 16,055 |
| Coal mining | 19,458 | 10,734 | 4,353 |
| Energy marketing | 65,220 | | 23,886 |
| Corporate | | | (1,749) |
| Inter-segment eliminations | | (3,967) | |
| Total | \$ 504,422 | \$ 8,408 | \$ 75,374 |

| | External Operating <u>Revenues</u> | Inter-segment Operating <u>Revenues</u> | Income (Loss) from Continuing <u>Operations</u> |
|--|--|---|---|
| Nine Month Period Ended <u>September 30, 2006</u> | | | |
| Retail services: | | | |
| Electric utility | \$ 142,676 | \$ 1,518 | \$ 13,099 |
| Electric and gas utility | 97,907 | | 3,214 |
| Wholesale energy: | | | |
| Oil and gas | 69,519 | | 10,439 |
| Power generation | 114,991 | | 14,310 |
| Coal mining | 15,905 | 9,579 | 4,091 |
| Energy marketing | 34,907 | | 12,602 |
| Corporate | 43 | | (4,627) |
| Inter-segment eliminations | | (3,733) | |
| Total | \$ 475,948 | \$ 7,364 | \$ 53,128 |

During 2007, the Company added assets of approximately \$43.7 million on the ongoing construction of the Wygen II power plant within the Electric and gas utility segment; approximately \$51.8 million on maintenance capital and development drilling within the Oil and gas segment; approximately \$9.6 million for development costs related to the Aquila asset acquisition; and approximately \$48.6 million on assets related to the Valencia project in the Power generation segment. Other than these significant additions and changes beyond normal operating activities, the Company had no additional material changes in the assets of its reporting segments, as reported in Note 20 of the Notes to Consolidated Financial Statements in the Company's 2006 Annual Report on Form 10-K.

(13) RISK MANAGEMENT ACTIVITIES

The Company actively manages its exposure to certain market risks as described in Note 2 of the Notes to Consolidated Financial Statements in the Company's 2006 Annual Report on Form

10-K. Details of derivative and hedging activities included in the accompanying Condensed Consolidated Balance Sheets and Condensed Consolidated Statements of Income are as follows:

Trading ActivitiesNatural Gas and Crude Oil Marketing

The contract or notional amounts and terms of the Company's natural gas and crude oil marketing activities and derivative commodity instruments are as follows:

| | <u>Outstanding at</u> <u>September 30, 2007</u> | | <u>Outstanding at</u> <u>December 31, 2006</u> | | <u>Outstanding at</u> <u>September 30, 2006</u> | |
|---|--|---|---|---|--|---|
| | <u>Notional</u> <u>Amounts</u> | <u>Latest</u> <u>Expiration</u> <u>(months)</u> | <u>Notional</u> <u>Amounts</u> | <u>Latest</u> <u>Expiration</u> <u>(months)</u> | <u>Notional</u> <u>Amounts</u> | <u>Latest</u> <u>Expiration</u> <u>(months)</u> |
| (in thousands of MMBtus) | | | | | | |
| Natural gas basis swaps purchased | 150,499 | 27 | 138,111 | 22 | 146,331 | 16 |
| Natural gas basis swaps sold | 158,349 | 27 | 148,720 | 22 | 153,530 | 18 |
| Natural gas fixed for float swaps purchased | 51,958 | 25 | 38,239 | 16 | 44,600 | 18 |
| Natural gas fixed for float swaps sold | 70,379 | 25 | 59,061 | 15 | 58,248 | 6 |
| Natural gas physical purchases | 95,028 | 18 | 87,782 | 22 | 66,972 | 27 |
| Natural gas physical sales | 93,008 | 30 | 106,500 | 34 | 117,135 | 39 |
| Natural gas options purchased | 31,973 | 6 | 22,373 | 15 | 18,447 | 15 |
| Natural gas options sold | 31,539 | 6 | 22,373 | 15 | 18,447 | 15 |

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| | Outstanding at <u>September 30, 2007</u> | | Outstanding at <u>December 31, 2006</u> | | Outstanding at <u>September 30, 2006</u> | |
|------------------------------|---|---|--|---|---|---|
| | Notional <u>Amounts</u> | Latest Expiration <u>(months)</u> | Notional <u>Amounts</u> | Latest Expiration <u>(months)</u> | Notional <u>Amounts</u> | Latest Expiration <u>(months)</u> |
| (in thousands of Bbls) | | | | | | |
| Crude oil physical purchases | 1,619 | 7 | 1,600 | 4 | 404 ^(a) | 1 |
| Crude oil physical sales | 1,370 | 5 | 1,367 | 7 | 404 ^(a) | 1 |
| Crude oil swaps purchased | 465 | 12 | 240 | 12 | 300 | 12 |
| Crude oil swaps sold | 465 | 12 | 240 | 12 | 300 | 12 |
| (Dollars, in thousands) | | | | | | |
| Canadian dollars purchased | \$ 29,000 | 1 | \$ 44,000 | 1 | \$ 23,000 | 1 |
| Canadian dollars sold | \$ | | \$ | | \$ 1,000 | 2 |

(a) The Company began marketing crude oil in the Rocky Mountain region during May 2006.

Derivatives and certain natural gas and crude oil marketing activities were marked to fair value on September 30, 2007, December 31, 2006 and September 30, 2006, and the related gains and/or losses recognized in earnings. The amounts included in the accompanying Condensed Consolidated Balance Sheets and Statements of Income are as follows (in thousands):

| | Current Derivative <u>Assets</u> | Non-current Derivative <u>Assets</u> | Current Derivative <u>Liabilities</u> | Non-current Derivative <u>Liabilities</u> | Unrealized <u>Gain</u> |
|--------------------|--|--|---|---|---------------------------|
| September 30, 2007 | \$ 22,183 | \$ 1,196 | \$ 12,154 | \$ 1,293 | \$ 9,932 |
| December 31, 2006 | \$ 53,728 | \$ 4 | \$ 23,296 | \$ 377 | \$ 30,059 |
| September 30, 2006 | \$ 51,528 | \$ 1,629 | \$ 17,546 | \$ 1,873 | \$ 33,738 |

In addition, certain volumes of natural gas inventory have been designated as the underlying hedged item in a fair value hedge transaction. These volumes are stated at market value using published spot industry quotations. Market adjustments are recorded in inventory on the Condensed Consolidated Balance Sheets and the related unrealized gain/loss on the Condensed Consolidated Statements of Income, effectively offsetting the earnings impact of the unrealized gain/loss recognized on the associated derivative asset or liability described above. As of September 30, 2007, December 31, 2006 and September 30, 2006, the market adjustments recorded in inventory were \$(6.5) million, \$(31.5) million and \$(29.8) million, respectively.

Activities Other Than TradingOil and Gas Exploration and Production

On September 30, 2007, December 31, 2006 and September 30, 2006, the Company had the following derivatives and related balances (in thousands):

| | <u>Notional*</u> | <u>Maximum Terms in Years</u> | <u>Current Derivative Assets</u> | <u>Non- current Derivative Assets</u> | <u>Current Derivative Liabilities</u> | <u>Non- current Derivative Liabilities</u> | <u>Pre-tax Accumulated Other Comprehensive Income (Loss)</u> | <u>Pre-tax Income (Loss)</u> |
|----------------------------|------------------|---|--|---|---|--|--|--------------------------------------|
| September 30, 2007 | | | | | | | | |
| Crude oil swaps/options | 465,000 | 1.00 | \$ 490 | \$ | \$ 1,995 | \$ 688 | \$ (2,683) | \$ 490 |
| Natural gas swaps | 11,180,500 | 1.60 | 6,712 | 872 | 494 | 1,035 | 6,403 | (348) |
| | | | \$ 7,202 | \$ 872 | \$ 2,489 | \$ 1,723 | \$ 3,720 | \$ 142 |
| December 31, 2006 | | | | | | | | |
| Crude oil swaps/options | 240,000 | 1.00 | \$ 524 | \$ | \$ 362 | \$ | \$ 36 | \$ 126 |
| Natural gas swaps | 10,588,000 | 1.25 | 13,485 | 2,000 | 309 | 175 | 15,339 | (338) |
| | | | \$ 14,009 | \$ 2,000 | \$ 671 | \$ 175 | \$ 15,375 | \$ (212) |
| September 30, 2006 | | | | | | | | |
| Crude oil swaps | 300,000 | 1.00 | \$ 456 | \$ | \$ 1,308 | \$ 282 | \$ (1,441) | \$ 307 |
| Natural gas swaps | 6,765,000 | 1.50 | 13,231 | 1,116 | | | 14,347 | |
| | | | \$ 13,687 | \$ 1,116 | \$ 1,308 | \$ 282 | \$ 12,906 | \$ 307 |

*crude in Bbls, gas in MMBtus

Based on September 30, 2007 market prices, a \$4.1 million gain would be realized and reported in pre-tax earnings during the next twelve months related to hedges of production. Estimated and actual realized gains will likely change during the next twelve months as market prices change.

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Fuel in Storage

On September 30, 2007, December 31, 2006 and September 30, 2006, the Company had the following swaps and related balances (in thousands):

| | <u>Notional*</u> | <u>Maximum Terms in Years</u> | <u>Current Derivative Assets</u> | <u>Non-current Derivative Assets</u> | <u>Current Derivative Liabilities</u> | <u>Non-current Derivative Liabilities</u> | <u>Pre-tax Accumulated Other Comprehensive Income (Loss)</u> | <u>Unrealized Gain</u> |
|--------------------|------------------|-------------------------------|----------------------------------|--------------------------------------|---------------------------------------|---|--|------------------------|
| September 30, 2007 | | | | | | | | |
| Natural gas swaps | 610,000 | 0.60 | \$ | \$ | \$ 172 | \$ | \$ (172) | \$ |
| December 31, 2006 | | | | | | | | |
| Natural gas swaps | 380,000 | 0.25 | \$ 1,220 | \$ | \$ | \$ | \$ 878 | \$ 342 |
| September 30, 2006 | | | | | | | | |
| Natural gas swaps | 525,000 | 0.50 | \$ 1,634 | \$ | \$ | \$ | \$ 410 | \$ 1,224 |

*gas in MMBtus

Based on September 30, 2007 market prices, a loss of \$0.2 million would be realized and reported in pre-tax earnings during the next twelve months related to the cash flow hedge. Estimated and actual realized losses will likely change during the next twelve months as market prices change.

Financing Activities

On September 30, 2007, December 31, 2006 and September 30, 2006, the Company's interest rate swaps and related balances were as follows (in thousands):

| | <u>Current Notional Amount</u> | <u>Weighted Average Fixed Interest Rate</u> | <u>Maximum Terms in Years</u> | <u>Current Derivative Assets</u> | <u>Non- current Derivative Assets</u> | <u>Current Derivative Liabilities</u> | <u>Non- current Derivative Liabilities</u> | <u>Pre-tax Accumulated Other Comprehensive (Loss)/Income</u> |
|------------------------|--|---|---------------------------------------|--|---|---|--|--|
| September 30, 2007 | | | | | | | | |
| Interest rate swaps | \$ 150,000 | 5.04% | 9.00 | \$ | \$ 1,352 | \$ 666 | \$ 599 | \$ 87 |
| December 31, 2006 | | | | | | | | |
| Interest rate swaps | \$ 150,000 | 5.04% | 9.75 | \$ 287 | \$ 867 | \$ 74 | \$ 978 | \$ 102 |
| September 30, 2006 | | | | | | | | |
| Interest rate swaps | \$ 100,000 | 5.09% | 10.00 | \$ 141 | \$ 452 | \$ 83 | \$ 758 | \$ (248) |

Based on September 30, 2007 market interest rates and balances, a loss of approximately \$0.7 million would be realized and reported in pre-tax earnings during the next twelve months. Estimated and realized losses will likely change during the next twelve months as market interest rates change.

In addition to the interest rate swaps above, during the third quarter of 2007, the Company entered into forward starting interest rate swaps with a total notional amount of \$250.0 million to hedge the risk of interest rate movement between the hedge dates and the expected pricing date for a portion of the Company's anticipated 2008 long-term debt financings. The swaps have a mandatory early termination date of June 30, 2008. As of September 30, 2007, the mark-to-market value was \$(3.8) million. These swaps are designated as cash flow hedges and accordingly, any resulting gain or loss will be recorded in Accumulated other comprehensive loss on the Condensed Consolidated Balance Sheet and amortized into earnings as additional interest income or expense over the life of the related long-term financing.

On July 3, 2007, Cheyenne Light entered into a \$110.0 million treasury lock to hedge a \$110.0 million First Mortgage Bond offering expected to be completed in November 2007. As of September 30, 2007, the mark-to-market value was \$(5.6) million. The treasury lock cash settled on October 15, 2007, the pricing date of the expected offering, and resulted in a \$4.3 million payment to the counterparty. The treasury lock was treated as a cash flow hedge and accordingly, the resulting loss is carried in Accumulated other comprehensive loss on the Condensed Consolidated Balance Sheet and will be amortized over the life of the related bonds as additional interest expense.

(14) POWER PLANT PROJECT AND POWER PURCHASE AGREEMENT

In April 2007, the Company entered into a power purchase agreement to provide electric power to Public Service Company of New Mexico, a regulated electric and natural gas utility subsidiary of PNM.

Under the terms of the agreement, the Company will provide the capacity and energy of a 149 Mw, simple-cycle gas turbine generation facility to be located near Albuquerque, New Mexico. The project is expected to cost approximately \$101 million, and has a commercial operation in-service date in June 2008. If the Company would fail to meet the June 2008 in-service date, significant penalties could be incurred under the delay damage provisions that are customary within agreements of this nature. The agreement is a customary tolling agreement, where the Company receives variable and fixed fees for the plant's availability and operation, and Public Service Company of New Mexico will be responsible for providing fuel for the operation. In addition, the agreement affords the Company favorable change of law and government impositions pass-throughs to Public Service Company of New Mexico. The duration of the power purchase agreement is 20 years. During the term of the agreement, Public Service Company of New Mexico is also provided an option to acquire a 50 percent equity interest in this project for a price equal to the fair market value at the time of the option exercise, with a minimum price equal to book value.

On June 20, 2007, the Company purchased certain equipment and assets related to the Valencia project from Public Service Company of New Mexico. The assets included the power plant turbine, permits, land and other auxiliary equipment. The purchase price was approximately \$40.6 million, paid through entering into a \$30.0 million short-term promissory note, payable to Public Service Company of New Mexico in December 2007, and \$10.6 million in cash.

(15) LEGAL PROCEEDINGS

The Company is subject to various legal proceedings, claims and litigation as described in Note 18 of the Notes to Consolidated Financial Statements in the Company's 2006 Annual Report on Form 10-K.

Earn-Out Litigation

As disclosed in previous filings with the SEC, the Company has ongoing litigation with the former Indeck stockholders. On March 12, 2007, the Court granted, in part, the Company's Motion to Dismiss the Amended Complaint. The Court dismissed Counts 1 and 5 of the Amended Complaint. Count 1 included all claims of fraud against individual defendants. Those individuals were not named in other counts of the Amended Complaint, so they were dismissed as parties to the lawsuit. Count 5 asserted a claim for breach of the covenant of good faith and fair dealing relating to the alleged destruction of evidence. The Court approved the amendment of the complaint on other theories. The Company expects to file pre-trial motions to dismiss some or all of these claims. To the extent motions to dismiss are denied, a trial of this matter is set to commence on March 31, 2008.

The parties retained an arbitrator who will direct the process and decide the Earn-Out issues presently in arbitration, according to the procedure stated in the Merger Agreement. No date for a final decision has been set by the arbitrator.

The outcome of this matter is uncertain, as is the amount of contingent merger consideration that could be awarded following arbitration and/or litigation. If any additional merger consideration is awarded, it would be recorded as additional goodwill, which would be subject to a recoverability analysis under GAAP.

Las Vegas Cogeneration/Nevada Power Company Arbitration

On March 16, 2007, Nevada Power filed a Demand for Arbitration pursuant to a Power Purchase Agreement dated May 27, 1992, (the Agreement) between Nevada Power and LVC. Nevada Power asserts that LVC is in breach of its obligation under the Agreement to maintain a reliable fuel supply throughout the term of the Power Contract. On July 5, 2007, Nevada Power served an Amended Demand for Arbitration. The relief Nevada Power requests include: (1) A determination that the Agreement requires LVC to obtain and maintain firm, long-term fuel supply and transportation agreements for the full term of the Agreement; (2) A determination that LVC failed to honor this obligation; (3) A determination that LVC's failure to obtain and maintain firm fuel supply and transportation agreements constitutes a material breach of the Agreement; and (4) An order of specific performance requiring LVC to enter into long-term fuel supply and transportation agreements to cure the alleged breach.

LVC denies all these claims and filed its response to the Demand for Arbitration, asserting the following defenses: (1) That Nevada Power failed to honor its contractual obligation to properly negotiate in good faith before filing the Demand for Arbitration; (2) That LVC has complied with its obligations relating to fuel supply and transportation; and (3) That numerous other affirmative defenses preclude Nevada Power from receiving the relief requested.

The arbitration demand was filed with the American Arbitration Association, pursuant to its Commercial Arbitration Rules. The parties selected an arbitrator and expect resolution to the matter by the end of 2007. During October 2007, the parties initiated negotiations for the resolution of this dispute and formally agreed to suspend the arbitration proceeding pending the completion of negotiations. While the Company cannot predict the final outcome of this action, it is not expected to have a material impact on the Company's consolidated financial position or results of operations.

California Price Reporting and Anti-Trust Litigation

As disclosed in previous filings with the SEC, the Company's subsidiary, Enserco, has ongoing litigation in the San Diego Superior Court, in the State of California, under the heading In re Natural Gas Anti-Trust Cases I, II, III, IV and V. The lawsuits have been pending against other marketers, traders, transporters and sellers of natural gas since as early as 2004. The plaintiffs allege the defendants, including Enserco, used various practices to manipulate natural gas prices in California in violation of the Cartwright Act and other California state laws. Enserco had filed motions to dismiss, which were pending before the court. On June 2, 2007, Enserco reached a settlement agreement set forth in a Letter of Intent. Final documentation is expected to be completed by the end of 2007. The Company has previously made accruals sufficient to cover the agreed upon settlement payment, the amount of which is not material to the Company's consolidated financial position, results of operations or cash flows.

FERC Compliance Investigation

Following an internal investigation of natural gas marketing activities conducted within the Wholesale energy group, the Company identified possible instances of noncompliance with regulatory requirements applicable to those activities. The Company has notified the staff of FERC of its findings. The Company has also evaluated recent public announcements of civil penalties ranging from \$0.3 million to \$7.0 million that have been levied against other companies for violations of FERC regulatory requirements. We believe we have adequately reserved for the estimated potential penalty that could be levied on the Company. Although the outcome of any legal or regulatory proceedings resulting from these matters cannot be predicted with any certainty, the final resolution of these matters could have a material impact on the consolidated net income of any particular period, but is not expected to have a material impact upon the Company's overall consolidated financial position.

Except as described above, there have been no material developments in any previously reported proceedings or any new material proceedings that have developed or material proceedings that have terminated during the first nine months of 2007.

(16) ACQUISITIONS

Aquila

On February 7, 2007, the Company entered into a definitive agreement with Aquila for the asset acquisition of Aquila's regulated electric utility in Colorado and its regulated gas utilities in Colorado, Kansas, Nebraska and Iowa. The purchase price of the assets is \$940 million, subject to closing adjustments.

The purchase is conditioned on the completion of the acquisition of the outstanding shares of Aquila by Great Plains immediately following the sale of the regulated utilities to the Company. During October 2007, shareholder approvals of the merger were completed. The purchase is also subject to regulatory approvals from the Missouri Public Service Commission, the Kansas Corporation Commission, the Colorado Public Utilities Commission, the Nebraska Public Service Commission, the Iowa Utilities Board and FERC; Hart-Scott-Rodino antitrust review; as well as other customary conditions. Thus far, the Company has obtained state regulatory approval for the transfer of ownership in Iowa and Nebraska. At the federal level, the FERC has approved the acquisition of the Colorado Electric operation, and antitrust clearance has been obtained from the Federal Trade Commission.

In conjunction with the asset acquisition, on May 7, 2007, the Company entered into a senior unsecured \$1.0 billion Acquisition Facility to provide for funding for the Company's pending acquisition of Aquila assets. The Acquisition Facility is a committed facility to fund an acquisition term loan in a single draw in an amount of up to \$1.0 billion. The commitment to fund the acquisition term loan expires on August 5, 2008. Upon funding of the loan, the loan termination date is the earlier of the date which is 364 days from the loan funding date or February 5, 2009.

This transaction would add approximately 93,000 electric utility customers and 523,000 gas utility customers to the Company's utility operations.

The Company is capitalizing certain incremental acquisition costs incurred related to this pending acquisition. Amounts capitalized at September 30, 2007 were approximately \$9.6 million. In addition, the Company has expensed certain integration related costs of approximately \$1.4 million and \$3.1 million for the three and nine months ended September 30, 2007, respectively.

(17) IMPAIRMENT OF LONG-LIVED ASSETS

During September 2007, the Company assessed the recoverability of the carrying value of the Ontario power plant due to the pending thermal host contract expiration without a long-term extension. The carrying amount of the assets tested for impairment was \$1.3 million. The assessment resulted in an impairment charge of \$1.3 million, primarily for net property, plant and equipment and intangible assets. This charge reflects the amount by which the carrying value of the facility exceeded its estimated fair value determined by its estimated future discounted cash flows. In addition, \$1.4 million has been accrued for contract termination and decommissioning costs. These charges are included as a component of Operating expenses on the accompanying Condensed Consolidated Statement of Income. Operating results from the Ontario plant are included in the Power generation segment.

(18) DISCONTINUED OPERATIONS

The Company accounts for its discontinued operations under the provisions of SFAS 144. Accordingly, results of operations and the related charges for discontinued operations have been classified as (Loss) income from discontinued operations, net of taxes in the accompanying Condensed Consolidated Statements of Income. Assets and liabilities of the discontinued operations have been reclassified and reflected on the accompanying Condensed Consolidated Balance Sheets as Assets of discontinued operations and Liabilities of discontinued operations. For comparative purposes, all prior periods presented have been restated to reflect the reclassifications on a consistent basis.

Sale of Crude Oil Marketing and Transportation Assets

On March 1, 2006, the Company sold the operating assets of BHER and related subsidiaries, its crude oil marketing and transportation business, for approximately \$41 million. Assets sold include the 200-mile Millennium and the 190-mile Kilgore Pipelines, oil marketing contracts and certain other ancillary assets. Following the sale, the Company closed the operations of the Houston, Texas based business. For business segment reporting purposes, BHER was included in the Energy marketing and transportation segment.

Revenues and net (loss) income from the discontinued operations were as follows (in thousands):

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| Operating revenues | \$ 67 | \$ 6 | \$ 67 | \$ 171,911 |
| Pre-tax loss from discontinued operations (including severance payments) | \$ (23) | \$ (164) | \$ (304) | \$ (2,930) |
| Pre-tax gain on sale of assets | | 7 | | 13,659 |
| Income tax (expense) benefit | (75) | 74 | 25 | (3,833) |
| Net (loss) income from discontinued operations | \$ (98) | \$ (83) | \$ (279) | \$ 6,896 |

Losses incurred subsequent to the asset sale resulted from the settlement of certain contract disputes with the purchaser and other costs incurred in closing down the business operations. Assets and liabilities of the crude oil marketing and transportation business subsequent to the sale were not significant.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

We are a diversified energy company operating principally in the United States with two major business groups – retail services and wholesale energy. We report our business groups in the following segments:

| <u>Business Group</u> | <u>Financial Segment</u> |
|-------------------------------|--|
| <i>Retail services group</i> | Electric utility Electric and gas utility |
| <i>Wholesale energy group</i> | Oil and gas Power generation Coal mining Energy marketing |

Our retail services group consists of our electric and gas utility segments. Our electric utility, Black Hills Power, generates, transmits and distributes electricity to an average of approximately 64,200 customers in South Dakota, Wyoming and Montana. Our electric and gas utility, Cheyenne Light, serves approximately 38,900 electric and 32,600 natural gas customers in Cheyenne, Wyoming and vicinity. Our wholesale energy group engages in the production of coal, natural gas and crude oil primarily in the Rocky Mountain region; the production of electric power through ownership of a diversified portfolio of generating plants and the sale of electric power and capacity primarily under long-term contracts; and the marketing of fuel products.

Pending Power Plant Project and Power Purchase Agreement

In April 2007, we entered into a power purchase agreement to provide electric power to Public Service Company of New Mexico, a regulated electric and natural gas utility subsidiary of PNM.

Under the terms of the agreement, we will provide the capacity and energy of a 149 Mw, simple-cycle gas turbine generation facility to be located near Albuquerque, New Mexico and known as the Valencia Project. The project is expected to cost approximately \$101 million, and has a commercial operation in-service date of June 2008. If we fail to meet the June 2008 in-service date, significant penalties could be incurred under the delay damage provisions that are customary within agreements of this nature. The agreement is a customary tolling agreement, where we receive variable and fixed fees for the plant's availability and operation, and Public Service Company of New Mexico will be responsible for providing fuel for the operation. In addition, the agreement affords us favorable change of law and government impositions pass-throughs to Public Service Company of New Mexico. The duration of the power purchase agreement is 20 years. During the term of the agreement, Public Service Company of New Mexico is also provided an option to acquire a 50 percent equity interest in this project for a price equal to the fair market value at the time of the option exercise with a minimum price equal to book value.

On June 20, 2007, we purchased certain equipment and assets related to the Valencia project from Public Service Company of New Mexico. The assets included the power plant turbine, permits, land and other auxiliary equipment. The purchase price was approximately \$40.6 million, paid through entering into a \$30.0 million short-term promissory note, payable to Public Service Company of New Mexico and maturing in December 2007, and \$10.6 million in cash.

Pending Acquisition of Assets from Aquila

On February 7, 2007, we entered into a definitive agreement with Aquila for the asset acquisition of Aquila's regulated electric utility in Colorado and its regulated gas utilities in Colorado, Kansas, Nebraska and Iowa. The purchase price of the assets is \$940 million, subject to closing adjustments.

The purchase is conditioned on the completion of the acquisition of the outstanding shares of Aquila by Great Plains immediately following the sale of the regulated utilities to us. During October 2007, shareholder approvals of the merger were completed. The purchase is also subject to regulatory approvals from the Missouri Public Service Commission, the Kansas Corporation Commission, the Colorado Public Utilities Commission, the Nebraska Public Service Commission, the Iowa Utilities Board and FERC; Hart-Scott-Rodino antitrust review; as well as other customary conditions. We have filed all necessary applications for the state and federal regulatory reviews and approvals required for the proposed transaction. Thus far, we have obtained state regulatory approval for the transfer of ownership in Iowa and Nebraska. At the federal level, the FERC has approved our acquisition of the Colorado Electric operation, and antitrust clearance has been obtained from the Federal Trade Commission.

This transaction would add approximately 93,000 electric utility customers and 523,000 gas utility customers to our utility operations.

We are capitalizing certain incremental acquisition costs incurred related to this pending acquisition. Amounts capitalized at September 30, 2007 were approximately \$9.6 million. In addition, we expensed certain integration related costs of approximately \$1.4 million and \$3.1 million for the three and nine month periods ended September 30, 2007, respectively.

Strategic Review of Business Assets

As part of an ongoing evaluation of strategic alternatives to our current business mix, we recently announced that we have retained a financial advisor to assist us in evaluating strategic options for certain of our IPP facilities. This economic evaluation could result in potential divestiture of certain of our IPP plants located throughout the western United States, subject to approval by our Board of Directors.

Disposition of Crude Oil Marketing and Transportation Business

In March 2006, we sold the operating assets of BHER and related subsidiaries, our crude oil marketing and pipeline transportation business headquartered in Houston, Texas. These activities were previously reported in our Energy marketing and transportation segment.

Results of Operations

Executive Summary

Results for the three months ended September 30, 2007 were lower than the same period of the prior year primarily due to lower earnings from the Wholesale energy business group. Results for the nine month period ended September 30, 2007 reflect increased earnings from both the Retail services and Wholesale energy business groups. For the three month period ended September 30, 2007, net income was \$17.5 million or \$0.46 per share, compared to \$22.3 million, or \$0.66 per share, for the same period in 2006. Income from continuing operations for the three month period ended September 30, 2007 was \$17.6 million, or \$0.46 per share, compared to \$22.2 million, or \$0.66 per share, reported for the same period in 2006. For the nine months ended September 30, 2007, net income was \$75.0 million, or \$2.02 per share, compared to \$60.2 million, or \$1.80 per share, reported for the same period in 2006. For the nine months ended September 30, 2007, income from continuing operations was \$75.4 million, or \$2.03 per share, compared to \$53.1 million, or \$1.59 per share, reported for the same period in 2006.

On February 22, 2007, we completed the issuance and sale of approximately 4.17 million shares of common stock at a price of \$36.00 per share in a private placement to institutional investors pursuant to a Securities Purchase Agreement dated as of February 14, 2007. We used the net offering proceeds of \$145.6 million for debt reduction. As a result of the use of a weighted average methodology to calculate the number of shares outstanding, the dilutive effect of the stock issuance will increase as the year progresses.

Retail services earnings were affected by Black Hills Power benefiting from a 2007 South Dakota rate increase, lower margins from off-system sales and increased plant maintenance cost and corporate allocations. Cheyenne Light exhibited steady operations and benefited from the increased earnings impact of AFUDC related to the ongoing construction of Wygen II.

Earnings from the oil and gas operations decreased for the quarter driven by higher depletion expense partially offset by increased revenues. Third quarter 2007 production was 13 percent over third quarter 2006 volumes and average hedged oil prices increased 13 percent, offset by a 14 percent decrease in average hedged gas prices. Production year-to-date on a Mcfe basis is 4 percent above the prior year-to-date period despite beginning 2007 with a 9 percent shortfall in the first quarter due to difficult winter conditions and production declines in the Denver-Julesburg Basin.

Decreased earnings from power generation reflect an impairment and other related charges on the Ontario plant and the receipt in 2006 of insurance proceeds related to the Las Vegas II outages and a 2006 beneficial tax adjustment. Year-to-date results also reflect the return to service of the Las Vegas facilities after the scheduled and unscheduled maintenance in the first and second quarters of 2006 and lower interest expense associated with recent debt reductions.

Earnings from energy marketing reflect higher realized margins received and increased volumes partially offset by higher mark-to-market losses and increased administrative charges. Through our transportation and other marketing strategies, we were able to take advantage of continued basis differential volatility prevailing in the natural gas markets.

Consolidated Results

Revenues and Income (Loss) from Continuing Operations provided by each business group were as follows (in thousands):

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| <u>Revenues</u> | | | | |
| Retail services | \$ 72,275 | \$ 76,946 | \$ 222,033 | \$ 240,583 |
| Wholesale energy | 90,079 | 80,651 | 290,797 | 242,686 |
| Corporate | | 11 | | 43 |
| | \$ 162,354 | \$ 157,608 | \$ 512,830 | \$ 483,312 |
| <u>Income/(Loss) from Continuing Operations</u> | | | | |
| Retail services | \$ 7,189 | \$ 6,717 | \$ 22,884 | \$ 16,313 |
| Wholesale energy | 11,269 | 16,844 | 54,239 | 41,442 |
| Corporate | (816) | (1,362) | (1,749) | (4,627) |
| | \$ 17,642 | \$ 22,199 | \$ 75,374 | \$ 53,128 |

Discontinued operations in 2007 and 2006 represent the operations of our crude oil marketing and transportation business. The assets of this business were sold in March 2006.

Three Months Ended September 30, 2007 Compared to Three Months Ended September 30, 2006. Revenues for the three months ended September 30, 2007 increased 3 percent, or \$4.7 million, compared to the same period in 2006. Increased revenues were primarily driven by higher margins from our energy marketing activities, higher prices from oil sales and increased gas production from the Oil and gas segment and higher average price received and higher tons sold from our coal mining operations. These factors were partially offset by lower revenues at our retail services group due to lower off-system sales at Black Hills Power and the impact of cost recovery rate adjustments at Cheyenne Light.

Operating expenses increased 11 percent, or \$13.1 million, due to higher operations and maintenance cost as a result of higher mining costs related to increased coal production, impairment charges at our Ontario plant, increased compensation expense primarily due to higher realized marketing margins and higher depletion expense at our Oil and gas segment. Operating expenses for 2006 included receipt of an insurance settlement for reimbursement of repair costs for the Las Vegas II plant, which were presented as a reduction to operating expenses. These increased costs were partially offset by lower fuel and purchased power costs at the electric utility due to lower off-system sales and also the electric and gas utility, primarily reflecting cost recovery rate adjustments.

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Income from continuing operations decreased \$4.6 million due primarily to the following:

- a \$1.0 million decrease in Oil and gas earnings;
- a \$4.2 million decrease in Power generation earnings; and
- a \$0.6 million decrease in Coal mining earnings,

partially offset by:

- a \$0.5 million increase in Electric and gas utility earnings;
- a \$0.2 million increase in Energy marketing earnings; and
- a \$0.5 million decrease in unallocated corporate costs.

Nine Months Ended September 30, 2007 Compared to Nine Months Ended September 30, 2006. Revenues for the nine months ended September 30, 2007 increased 6 percent, or \$29.5 million, compared to the same period in 2006. Increased revenues were primarily driven by higher margins from our energy marketing activities, higher average price received and higher tons sold from our coal mining operations and higher oil production and average price and increased gas production from the Oil and gas segment. These factors were partially offset by lower revenues at our Retail services group due to the impact of cost recovery rate adjustments at Cheyenne Light.

Operating expenses increased 2 percent, or \$8.4 million, primarily due to higher operating and maintenance cost at Power generation as a result of higher variable costs at the Las Vegas facility from a full year of operations, the 2006 receipt of insurance proceeds for the Las Vegas facility, increased compensation expense and depreciation and depletion expense, partially offset by lower fuel and purchased power costs at the electric utility due to lower off-system sales and also the electric and gas utility primarily reflecting lower cost recovery rate adjustments.

Income from continuing operations increased \$22.2 million due primarily to the following:

- a \$4.3 million increase in Electric utility earnings;
- a \$2.3 million increase in Electric and gas utility earnings;
- an \$11.3 million increase in Energy marketing earnings;
- a \$1.7 million increase in Power generation earnings;
- a \$0.3 million increase in Coal mining earnings; and
- a \$2.9 million decrease in unallocated corporate costs;

partially offset by:

- a \$0.5 million decrease in Oil and gas earnings.

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See the following discussion of our business segments under the captions Retail Services Group and Wholesale Energy Group for more detail on our results of operations.

The following business group and segment information does not include intercompany eliminations or discontinued operations.

Retail Services Group

Electric Utility

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| | (in thousands) | | | |
| Revenue | \$ 51,774 | \$ 53,190 | \$ 144,513 | \$ 144,194 |
| Operating expenses | 40,626 | 40,423 | 110,760 | 114,839 |
| Operating income | \$ 11,148 | \$ 12,767 | \$ 33,753 | \$ 29,355 |
| Income from continuing operations and net income | \$ 5,781 | \$ 5,764 | \$ 17,361 | \$ 13,099 |

The following tables provide certain operating statistics for the Electric utility segment:

| Customer Base | Electric Revenue (in thousands) | | | | | |
|----------------------|------------------------------------|----------------------|-----------|---------------------------------|----------------------|------------|
| | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
| | 2007 | Percentage Change | 2006 | 2007 | Percentage Change | 2006 |
| Commercial | \$ 16,328 | 13% | \$ 14,499 | \$ 42,502 | 13% | \$ 37,766 |
| Residential | 12,564 | 15 | 10,886 | 34,662 | 14 | 30,465 |
| Industrial | 5,558 | 6 | 5,249 | 16,137 | 4 | 15,448 |
| Municipal sales | 808 | 11 | 731 | 2,033 | 10 | 1,842 |
| Total retail sales | 35,258 | 12 | 31,365 | 95,334 | 11 | 85,521 |
| Contract wholesale | 6,566 | 2 | 6,423 | 18,855 | 2 | 18,451 |
| Wholesale off system | 7,157 | (43) | 12,607 | 21,155 | (33) | 31,416 |
| Total electric sales | 48,981 | (3) | 50,395 | 135,344 | | 135,388 |
| Other revenue | 2,793 | | 2,795 | 9,169 | 4 | 8,806 |
| Total revenue | \$ 51,774 | (3)% | \$ 53,190 | \$ 144,513 | % | \$ 144,194 |

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Megawatt Hours Sold

| Customer Base | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|----------------------|----------------------------------|-------------------|---------|---------------------------------|-------------------|-----------|
| | 2007 | Percentage Change | 2006 | 2007 | Percentage Change | 2006 |
| Commercial | 199,239 | 4% | 191,460 | 525,815 | 3% | 508,099 |
| Residential | 136,297 | 7 | 127,100 | 395,820 | 6 | 374,378 |
| Industrial | 112,541 | 2 | 110,873 | 321,798 | | 322,233 |
| Municipal sales | 10,681 | 3 | 10,365 | 25,890 | 3 | 25,076 |
| Total retail sales | 458,758 | 4 | 439,798 | 1,269,323 | 3 | 1,229,786 |
| Contract wholesale | 169,211 | 3 | 165,024 | 486,149 | 1 | 481,969 |
| Wholesale off system | 141,930 | (48) | 271,445 | 426,143 | (41) | 719,782 |
| Total electric sales | 769,899 | (12)% | 876,267 | 2,181,615 | (10)% | 2,431,537 |

Regulated Power Plant Fleet Availability

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--------------------|----------------------------------|-------|---------------------------------|-------|
| | 2007 | 2006 | 2007 | 2006 |
| Coal-fired plants | 95.0% | 97.5% | 94.7% | 91.8% |
| Other plants | 99.8% | 99.8% | 99.6% | 99.6% |
| Total availability | 97.2% | 98.5% | 96.9% | 95.2% |

Megawatt Hours Generated

| Resources | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|-----------------|----------------------------------|-------------------|---------|---------------------------------|-------------------|-----------|
| | 2007 | Percentage Change | 2006 | 2007 | Percentage Change | 2006 |
| Coal | 441,626 | (1)% | 445,984 | 1,316,851 | 4% | 1,266,938 |
| Gas | 34,117 | 28 | 26,756 | 68,458 | 69 | 40,449 |
| | 475,743 | 1% | 472,740 | 1,385,309 | 6% | 1,307,387 |
| Mwhs purchased | 321,396 | (24)% | 424,209 | 870,447 | (28)% | 1,200,715 |
| Total resources | 797,139 | (11)% | 896,949 | 2,255,756 | (10)% | 2,508,102 |

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Heating and Cooling Degree Days

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---------------------|-------------------------------------|-------------|------------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| Actual | | | | |
| Heating degree days | 171 | 250 | 4,083 | 3,906 |
| Cooling degree days | 830 | 714 | 1,033 | 925 |
| Percent of normal | | | | |
| Heating degree days | 81% | 110% | 91% | 86% |
| Cooling degree days | 168% | 145% | 174% | 155% |

Three Months Ended September 30, 2007 Compared to Three Months Ended September 30, 2006. Income from continuing operations was flat with the prior period. Increased retail sales were offset by lower wholesale off-system sales. Increased plant maintenance costs, higher allocated corporate costs and lower gross margin from off-system sales due to limitations on arbitrated sales opportunities within the market also impacted current period results. In addition, 2006 results were negatively impacted by a \$0.9 million income tax settlement expense.

Total revenues decreased 3 percent for the three month period ended September 30, 2007, compared to the same period in the prior year. Wholesale off-system sales decreased 43 percent due to a 48 percent decrease in Mwths sold partially offset by a 9 percent increase in average price received. Lower revenues from wholesale off-system sales were partially offset by a 12 percent increase in retail sales, due to rate increases that went into effect January 1, 2007 and a 4 percent increase in Mwths sold.

Operating expenses increased 1 percent for the three month period ended September 30, 2007, compared to the same period in the prior year. Fuel and purchased power costs decreased 7 percent primarily due to an 11 percent decrease in Mwh resource requirements resulting from the significant decrease in off-system sales volumes partially offset by a 14 percent increase in fuel costs for power generation. The decrease in fuel and purchased power costs was offset by increased operating expense primarily due to unscheduled plant maintenance costs and increased corporate allocations.

Nine Months Ended September 30, 2007 Compared to Nine Months Ended September 30, 2006. Income from continuing operations increased \$4.3 million. Increased revenue due to increased retail sales and higher retail rates was offset by decreased off-system sales. Lower gross margins from off-system sales were due to limitations on arbitrage sales opportunities within the market. Lower expense was primarily attributable to lower purchase power expense, partially offset by higher operating expense. In addition, earnings were positively impacted by increased interest income and AFUDC.

Revenues increased \$0.3 million for the nine month period ended September 30, 2007, compared to the same period in the prior year. Higher retail revenues resulted from rate increases that went into effect January 1, 2007 and a 3 percent increase in Mwths sold, partially offset by wholesale off-system sales decreasing 33 percent reflecting a 41 percent decrease in Mwths sold partially offset by a 14 percent increase in average price received. Mwths available for wholesale off-system sales decreased from the prior period due to storm damage related transmission constraints to the east of our AC-DC transmission tie and increased native load. Following transmission repairs, we were able to resume full utilization of the AC-DC tie in June 2007.

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Operating expenses decreased 4 percent for the nine month period ended September 30, 2007, compared to the same period in the prior year. Fuel and purchased power costs decreased 7 percent, primarily due to a 10 percent decrease in Mwh resource requirements resulting from a significant decrease in Mwths sold off-system partially offset by higher Mwths generated from our low-cost coal resources as a result of increased availability. Operating expense for the nine months ended September 30, 2007 was also affected by increased corporate allocations and depreciation expense partially offset by lower employee benefit costs and property taxes.

Electric and Gas Utility

| | Three Months Ended September 30, <u>2007</u> | | Nine Months Ended September 30, <u>2007</u> | |
|--|--|-----------|---|-----------|
| | <u>2006</u> | | <u>2006</u> | |
| | (in thousands) | | | |
| Revenue | \$ 21,146 | \$ 24,479 | \$ 79,161 | \$ 97,907 |
| Purchased gas and electricity | 15,037 | 18,409 | 59,105 | 78,011 |
| Gross margin | 6,109 | 6,070 | 20,056 | 19,896 |
| Operating expenses | 4,692 | 5,047 | 15,132 | 15,967 |
| Operating income | \$ 1,417 | \$ 1,023 | \$ 4,924 | \$ 3,929 |
| Income from continuing operations and net income | \$ 1,408 | \$ 953 | \$ 5,523 | \$ 3,214 |

The following tables provide certain operating statistics for the Electric and gas utility segment:

| Customer Base | Electric Margins (in thousands) | | | | | |
|------------------------|------------------------------------|----------------------|----------|---------------------------------|----------------------|-----------|
| | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
| | 2007 | Percentage Change | 2006 | 2007 | Percentage Change | 2006 |
| Commercial | \$ 1,989 | 3% | \$ 1,926 | \$ 5,643 | 7% | \$ 5,250 |
| Residential | 2,244 | 4 | 2,150 | 6,521 | | 6,518 |
| Industrial | 84 | (2) | 86 | 252 | (3) | 260 |
| Municipal | 144 | | 144 | 432 | 4 | 417 |
| Total electric | 4,461 | 4 | 4,306 | 12,848 | 3 | 12,445 |
| Other | 71 | (32) | 105 | 150 | (55) | 330 |
| Total electric margins | \$ 4,532 | 3% | \$ 4,411 | \$ 12,998 | 2% | \$ 12,775 |

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Gas Margins
(in thousands)

| Customer Base | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|-------------------|----------------------------------|-------------------|----------|---------------------------------|-------------------|----------|
| | 2007 | Percentage Change | 2006 | 2007 | Percentage Change | 2006 |
| Commercial | \$ 266 | (3)% | \$ 275 | \$ 1,664 | 4% | \$ 1,601 |
| Residential | 1,116 | (2) | 1,134 | 4,544 | 1 | 4,516 |
| Industrial | 42 | (35) | 65 | 292 | (14) | 341 |
| Total gas | 1,424 | (3) | 1,474 | 6,500 | 1 | 6,458 |
| Other | 153 | (17) | 185 | 558 | (16) | 663 |
| Total gas margins | \$ 1,577 | (5)% | \$ 1,659 | \$ 7,058 | (1)% | \$ 7,121 |

| | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|----------------------|----------------------------------|-------------------|---------|---------------------------------|-------------------|-----------|
| | 2007 | Percentage Change | 2006 | 2007 | Percentage Change | 2006 |
| Electric sales - Mwh | 253,546 | 8% | 234,104 | 717,835 | 5% | 685,726 |
| Gas sales - Dth | 324,970 | (13)% | 374,994 | 3,176,538 | 3% | 3,069,315 |

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|----------------------------------|-------------|---------------------------------|-------------|
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| Heating and cooling degree days: Actual | | | | |
| Heating degree days | 205 | 369 | 4,367 | 4,237 |
| Cooling degree days | 446 | 362 | 536 | 486 |
| Percent of normal | | | | |
| Heating degree days | 63% | 113% | 93% | 90% |
| Cooling degree days | 193% | 157% | 196% | 178% |

Three Months Ended September 30, 2007 Compared to Three Months Ended September 30, 2006. Income from continuing operations increased \$0.5 million for the three months ended September 30, 2007 compared to the three months ended September 30, 2006. The increase in income from continuing operations was impacted by income related to AFUDC attributable to the ongoing construction of the Wygen II power plant and a 7 percent decrease in operating expense compared to the same period in 2006.

Gross margin increased 1 percent for the three months ended September 30, 2007 compared to the three months ended September 30, 2006. We consider gross margin to be the most useful performance measure as fluctuations in cost of gas and electricity flow through to revenues through cost recovery rate adjustments.

Operating expenses decreased 7 percent primarily due to lower depreciation expense and bad debt provisions.

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Nine Months Ended September 30, 2007 Compared to Nine Months Ended September 30, 2006. Income from continuing operations increased \$2.3 million for the nine months ended September 30, 2007 compared to the nine months ended September 30, 2006. The increase in income from continuing operations reflects income related to AFUDC attributable to the ongoing construction of the Wygen II power plant, and a 5 percent decrease in operating expenses compared to the same period in 2006.

Gross margin increased 1 percent for the nine months ended September 30, 2007, compared to the same period in 2006. We consider gross margin to be the most useful performance measure as fluctuations in cost of gas and electricity flow through to revenues through cost recovery rate adjustments.

Operating expenses decreased 5 percent primarily due to lower depreciation expense and bad debt provisions.

Rate Increase Requested. During March 2007, Cheyenne Light filed a rate request with the WPSC. The filing requests general rate increases of \$8.4 million for electric rates and \$4.6 million for gas rates, based upon rates in place at December 31, 2006. The requested increases also include rate base additions for Wygen II and other capital investments necessary for the expansion and maintenance of both electric and gas distribution systems to accommodate population and energy growth. The WPSC held hearings in late October and we expect an order before the end of the year.

Wholesale Energy Group

An analysis of results from our Wholesale Energy group's operating segments follows:

Oil and Gas

| | Three Months Ended September 30, <u>2007</u> | | Nine Months Ended September 30, <u>2007</u> | |
|---|--|-------------|---|-------------|
| | | <u>2006</u> | | <u>2006</u> |
| | (in thousands) | | | |
| Revenue | \$ 24,291 | \$ 22,969 | \$ 75,948 | \$ 69,519 |
| Operating expenses | 19,813 | 16,524 | 56,799 | 48,748 |
| Operating income | \$ 4,478 | \$ 6,445 | \$ 19,149 | \$ 20,771 |
| Income from continuing operations and net income | \$ 1,979 | \$ 3,006 | \$ 9,945 | \$ 10,439 |

The following tables provide certain operating statistics for our Oil and gas segment:

| | Three Months Ended September 30, <u>2007</u> | | Nine Months Ended September 30, <u>2007</u> | |
|------------------|--|-------------|---|-------------|
| | | <u>2006</u> | | <u>2006</u> |
| Fuel production: | | | | |

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| | | | | |
|-------------------------|-----------|-----------|------------|------------|
| Bbls of oil sold | 100,923 | 109,146 | 307,816 | 295,942 |
| Mcf of natural gas sold | 3,285,222 | 2,784,080 | 9,147,245 | 8,831,697 |
| Mcf equivalent sales | 3,890,760 | 3,438,956 | 10,994,141 | 10,607,349 |

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Year-to-date production is approximately 4 percent above 2006 despite beginning 2007 with a 9 percent shortfall in the first quarter due to difficult winter weather conditions and production declines in the Denver-Julesburg Basin. Third quarter 2007 production on an equivalent basis was 13 percent higher than the same period in 2006 due to higher production from our San Juan and Arkoma Basin properties. We have lowered our long-term production targets to a range of 2 to 4 percent annually, down from our December 31, 2006 annual growth estimate of 10 percent. We expect 2007 annual production growth over 2006 actual production of 14.4 Bcfe to also be within this range.

| | Average Price Received* | | | |
|------------------------|-------------------------------------|-------------|------------------------------------|-------------|
| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
| | <u>2007</u> | <u>2006</u> | <u>2007</u> | <u>2006</u> |
| Gas/Mcf** | \$ 4.98 | \$ 5.82 | \$ 5.82 | \$ 5.99 |
| Oil/Bbl | \$ 62.51 | \$ 55.16 | \$ 58.82 | \$ 52.00 |
| Depletion expense/Mcfe | \$ 2.41 | \$ 1.95 | \$ 2.17 | \$ 1.78 |

* Net of hedge settlement gains/loss

** Exclusive of gas liquids

The following are summaries of LOE/Mcfe:

| <u>Location</u> | Three Months Ended September 30, 2007 | | | Three Months Ended September 30, 2006 | | |
|----------------------|--|---|--------------|--|---|--------------|
| | <u>LOE</u> | Gathering, Compression and <u>Processing</u> | <u>Total</u> | <u>LOE</u> | Gathering, Compression and <u>Processing</u> | <u>Total</u> |
| New Mexico | \$ 0.99 | \$ 0.25 | \$ 1.24 | \$ 0.92 | \$ 0.31 | \$ 1.23 |
| Colorado | 0.40 | 0.48 ^(a) | 0.88 | 0.60 | 0.60 | 1.20 |
| Wyoming | 1.04 | | 1.04 | 1.08 | | 1.08 |
| All other properties | 1.09 | 0.40 | 1.49 | 0.79 | 0.19 | 0.98 |
| All locations | \$ 0.99 | \$ 0.23 | \$ 1.22 | \$ 0.92 | \$ 0.21 | \$ 1.13 |

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Nine Months Ended
September 30, 2007
Gathering,
Compression
and

Nine Months Ended
September 30, 2006
Gathering,
Compression