

Electric Utilities

Ranked by 2003 Revenues.

Utility/ chief executive	2003 Revenues (\$millions)/ No. Customers	Profile/Market area
1. Minnesota Power , Duluth 218-722-2641/fax: 723-3989 www.mnpower.com Don Shippar , pres.	\$659.6* 136,000 customers Founded: ca.1920 FTEs: 1,400	Wholly-owned subsidiary of ALLETE. Provides electricity in a 26,000 sq. mile service area in Northeastern MN and Douglas County, WI. *energy services division
2. Xcel Energy Wisconsin Operations 800-895-4999 www.xcelenergy.com Michael Swenson , CEO	\$512.0 89,640* Founded: 1924 FTEs: 875	Provides electric service to 21 counties in northern WI and Michigan's Upper Peninsula. Headquarters in Eau Claire, WI. * Including gas accounts, utility has 275,000 Wisconsin customers.
3. East Central Energy , Braham, MN 800-254-7944/fax: 320-396-4114 www.eastcentralenergy.com comments@ecemn.com Garry Bye , pres. & CEO	\$60.3 52,796 customers Founded: 1936 FTEs: 170	Provides electric and long distance services in Douglas, Burnett and Washburn counties in WI; Carlton, Pine, Kanabec, Mille Lacs, Chisago, Isanti, Morrison, Benton, Sherburne, Washington counties in MN.
4. Superior Water, Light & Power 715-394-2200/fax: 395-6300 www.allete.com/business/electric Roger Engle , pres.	\$51.2 14,000 customers Founded: 1889 FTEs: 90	Wholly-owned subsidiary of ALLETE. Sells electricity, water and natural gas in Superior and adjacent areas.
5. Lake Country Power , Grand Rapids 1-800-421-9959/ fax: 326-8136 www.lakecountrypower.com Richard Lemonds , gen. mgr.	\$45.3 43,400 customers Founded: 1997 FTEs: 121	Retail electric cooperative with service centers in Virginia and Kettle River. Markets heating and cooling systems, and resells Internet service. Great River Energy affiliate.
6. Polk-Burnett Electric , Centuria 800-421-0283/fax: WD www.polk-burnett.org Steve Glaim , gen. mgr.	\$20.2 19,000 customers Founded: 1938 FTEs: 80	Retail electric cooperative serving Polk, Burnett counties with service center in Siren. Resells long distance, security, propane services. Dairyland Power affiliate.
7. Barron Electric Co-op , Barron 800-322-1008/715-637-4267 www.barronelectric.com Kenneth Petersen , gen. mgr.	\$19.0 16,425 customers Founded: 1936 FTEs: 46	Electric cooperative servicing 2,800 square miles mainly in Barron and Washburn counties. Affiliate of Dairyland Power. Sells products through County Comfort LLC.
8. Mille Lacs Energy Co-op , Aitkin 218-927-2191/fax: 927-6822 www.mlecmn.net mlec@mlecmn.net Ralph Mykkanen , gen. mgr.	\$13.0 12,500 customers Founded: 1939 FTEs: 53	Electric service provider in Aitkin, Crow Wing and Mille Lacs counties. Has 1,788 miles of distribution line. Internet and long distance.
9. Jump River Electric , Ladysmith 715-532-5524/fax: 532-3065 www.jrec.com jrec@jrec.com Lori Mikunda , gen. mgr.	\$8.6 7,813 customers Founded: 1938 FTEs: 26	Retail electric cooperative serving members in Rusk, Sawyer, Barron, Price, Taylor and Chippewa counties. Provides Internet dial-up service, appliance sales. Dairyland Power affiliate.
10. Bayfield Electric Co-op , Iron River 715-372-4287/fax: 372-4318 www.bayfieldelectric.com Carl Melchiors , gen. mgr.	\$7.2 8,000 customers Founded: 1941 FTEs: 22	Electric cooperative serving Bayfield, Ashland, Douglas, Iron, Sawyer, and two other counties. Has 1,838 miles of distribution lines.
11. Price Electric Cooperative , Phillips 800-884-0881/715-339-2155 fax: 715-339-2921 www.price-electric.com Marilee Opresik , gen. mgr.	\$6.8 8,500 customers Founded: 1940 FTEs: 25	Electric cooperative serving Price County and 8 surrounding counties with 1,775 miles of distribution line. Also sells DirecTV.
12. Cooperative Light & Power Two Harbors 218-834-2226/fax: 834-2227 www.clpower.com office@lakenet.com Steve Wattnem , gen. mgr.	\$5.9 5,334 customers Founded: 1936 FTEs: 21	Electric cooperative serving Lake County. LakeNet division sells Internet and long distance services. Co-op also sells DirecTV, appliances, custom heat systems. Great River Energy affiliate.
13. North Itasca Electric Co-op , Bigfork 218-743-3131/fax: 743-3644 www.northitascaelectric.com Jeffrey Ortman , CEO	\$4.9 4,998 customers Founded: 1940 FTEs: 18	Provides electric service in Itasca, Koochiching and Beltrami counties. Has 1,198 miles of distribution line.
14. Arrowhead Electric Co-op , Lutsen 218-663-7239/ fax: 663-7850 www.aecimn.com office@aecimn.com David Reschke , gen. mgr.	\$4.7 3,614 customers Founded: 1953 FTEs: 14	Electric service provider in rural Cook County. Sells DirecTV.

Source: Individual utilities.