

Otter Tail Power Company
South Dakota Retail Jurisdiction

II. OPERATING INCOME

Line	<u>2012 Total OTP</u>	<u>2012 SD Juris</u>	<u>2011 SD Juris</u>	<u>Annual Change</u>
<u>Operating Revenues</u>				
1 Residential	\$104,144,744	\$9,383,930	\$9,501,838	-1.24%
2 Commercial	164,356,313	17,838,711	16,965,214	5.15%
3 Industrial	30,911,460	0	0	
4 Streetlighting	3,452,048	368,332	361,773	1.81%
5 OPA	<u>2,635,752</u>	<u>239,831</u>	<u>243,759</u>	<u>-1.61%</u>
6 Total Retail	\$305,500,317	\$27,830,804	\$27,072,584	2.80%
7 Other Operating Revenue	24,470,467	2,310,813	1,790,540	29.06%
8 Total Revenue	<u>\$329,970,784</u>	<u>\$30,141,617</u>	<u>\$28,863,124</u>	<u>4.43%</u>
<u>Operating Expenses</u>				
9 Production	\$134,506,415	\$12,968,007	\$12,813,055	1.21%
10 Transmission	17,270,977	1,595,454	1,328,773	20.07%
11 Distribution	15,868,156	1,520,469	1,516,626	0.25%
12 Customer Accounting	12,501,993	1,126,042	1,079,636	4.30%
13 Customer Service and Information	7,508,383	238,868	222,649	7.28%
14 Sales	525,209	31,864	36,601	-12.94%
15 Admin & General	32,313,169	3,128,313	3,143,172	-0.47%
16 Charitable Contributions	82,572	0	0	0.00%
17 Depreciation & Amortization	42,036,336	4,029,562	4,013,135	0.41%
18 Amortization of Big Stone Plant Capitalized Costs			0	
23 Spiritwood Amortization			0	
24 Other General Taxes	10,714,162	1,022,525	1,013,664	0.87%
25 Income Tax	<u>48,654</u>	<u>(638,636)</u>	<u>(789,419)</u>	<u>-19.10%</u>
25 Total Expenses	<u>\$273,376,026</u>	<u>25,022,468</u>	<u>\$24,377,892</u>	<u>2.64%</u>
26 Allowance for Funds Used During Construction	\$1,823,891	0	0	0
27 Regulated Operating Income	<u>\$58,418,649</u>	<u>\$5,119,149</u>	<u>\$4,485,232</u>	<u>14.13%</u>