OTTER TAIL POWER COMPANY Electric Utility - State of South Dakota JURISDICTIONAL FINANCIAL SUMMARY SCHEDULES SUMMARY OF REVENUE REQUIREMENTS - JURISDICTIONAL

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Line No.	Description	(A) 2017 Actual Year	(B) 2017 Test Year	(C) 2017 Test Year Step
1	Average Rate Base	\$83,294,793	\$84,904,901	\$107,706,522
2	Operating Income (Before AFUDC)	\$4,814,182	\$2,042,808	\$8,077,190
3	Allowance for Funds Used During Construction (AFUDC)	\$0	\$0	\$0
4	Total Available for Return (Line 2 + Line 3 + Rounding)	\$4,814,182	\$2,042,808	\$8,077,190
5	Overall Rate of Return (Line 4 / Line 1)	5.78%	2.41%	7.50%
6	Required Rate of Return	7.74%	7.96%	7.96%
7	Operating Income Requirement (Line 1 x Line 6)	\$6,447,017	\$6,758,430	\$8,573,439
8	Income Deficiency (Line 7 - Line 4)	\$1,632,835	\$4,715,622	\$496,249
9	Gross Revenue Conversion Factor	1.5407727	1.2677244	1.267724
10	Revenue Deficiency (Line 8 x Line 9)	\$2,515,827	\$5,978,109	\$629,106
11	Retail Related Revenues Under Present Rates	\$32,929,872	\$30,650,015	\$36,628,125
12	Percent Increase Needed in Overall Revenue (Line 10 / Line 11)	7.64%	19.50%	1.72%