

**Otter Tail Power Company
South Dakota Retail Jurisdiction**

II. OPERATING INCOME

| Line | <u>2018 Total OTP</u> | <u>2018 SD Juris</u> | <u>2017 SD Juris</u> | <u>Annual Change</u> |
|--|---------------------------|--------------------------|--------------------------|--------------------------|
| <u>Operating Revenues</u> | | | | |
| 1 Residential | \$124,492,102 | \$11,447,179 | \$10,686,835 | 7.11% |
| 2 Commercial | 62,217,210 | 22,360,504 | 21,562,432 | 3.70% |
| 3 Industrial | 192,590,925 | | | |
| 4 Streetlighting | 3,800,265 | 400,546 | 392,555 | 2.04% |
| 5 OPA | 3,200,208 | 288,086 | 288,050 | 0.01% |
| 6 Total Retail | <u>\$386,300,708</u> | <u>\$34,496,315</u> | <u>\$32,929,872</u> | 4.76% |
| 7 Other Operating Revenue | 60,820,435 | 2,077,428 | 1,729,993 | 20.08% |
| 8 Total Revenue | <u>\$447,121,144</u> | <u>\$36,573,743</u> | <u>\$34,659,865</u> | 5.52% |
| <u>Operating Expenses</u> | | | | |
| 9 Production | \$171,850,895 | \$15,859,710 | \$14,201,172 | 11.68% |
| 10 Transmission | 30,508,613 | 2,796,864 | 2,936,416 | -4.75% |
| 11 Distribution | 18,267,829 | 1,739,741 | 1,686,406 | 3.16% |
| 12 Customer Accounting | 13,135,058 | 1,169,840 | 1,144,837 | 2.18% |
| 13 Customer Service and Information | 11,489,127 | 665,325 | 663,245 | 0.31% |
| 14 Sales | 329,850 | 17,955 | 20,751 | -13.47% |
| 15 Admin & General | 43,844,130 | 4,057,012 | 3,743,775 | 8.37% |
| 16 Charitable Contributions | 0 | 0 | 0 | 0.00% |
| 17 Depreciation & Amortization | 52,541,097 | 4,921,348 | 4,720,403 | 4.26% |
| 18 Amortization of Big Stone Plant Capitalized Costs | 0 | 0 | 0 | 0.00% |
| 23 Spiritwood Amortization | 0 | 0 | 0 | 0.00% |
| 24 Other General Taxes | 15,577,084 | 950,152 | 972,750 | -2.32% |
| 25 Income Tax | 5,764,127 | (479,328) | (242,943) | 97.30% |
| 25 Total Expenses | <u>\$363,307,810</u> | <u>31,698,618</u> | <u>29,846,813</u> | 6.20% |
| 26 Allowance for Funds Used During Construction | \$3,399,634 | 0 | 0 | 0 |
| 27 Regulated Operating Income | <u>\$87,212,968</u> | <u>\$4,875,125</u> | <u>\$4,813,053</u> | 1.29% |