

Otter Tail Power Company  
**OPERATING AND MAINTENANCE EXPENSES**  
For the Test Year Ended December 31, 2009

**Schedule H**  
**Page 1 of 2**

Line No.	(A) FERC Account	(B) Description	(C) Per Books	(D) (1) Actual Year JCOSS Adjustments	(E) Actual Year Per JCOSS	(F) (1) Test Year Adjustments	(G) Test Year Adjusted Total
1		<b>Steam Production Operation:</b>					
2	500	Supervision & Engineering	\$1,563,188		\$1,563,188		\$1,563,188
3	501	Fuel (Handling and Ash Removal)	384,515		384,515		384,515
4	501.1	Steam Power Fuel - Gas	57,417,550		57,417,550		57,417,550
5	501.2	Steam Power Fuel - Oil	0		0		0
6	501.3	Steam Power Fuel - Coal	0		0		0
7	501.4	Steam Power Fuel - Transportation	0		0		0
8	502	Steam Expense	2,742,854		2,742,854		2,742,854
9	505	Electric Expense	2,450,072		2,450,072		2,450,072
10	506	Miscellaneous	5,010,782		5,010,782		5,010,782
11	507	Rent	1,273		1,273		1,273
12		<b>Total Steam Production Operation</b>	<b>\$69,570,234</b>	<b>\$0</b>	<b>\$69,570,234</b>	<b>\$0</b>	<b>\$69,570,234</b>
13							
14		<b>Steam Production Maintenance</b>					
15	510	Supervision & Engineering	\$728,814		\$728,814		\$728,814
16	511	Structures	563,648		563,648		563,648
17	512	Boilers	6,254,624		6,254,624		6,254,624
18	513	Electric Plant	3,066,190		3,066,190		3,066,190
19	514	Miscellaneous Plant	1,187,668		1,187,668		1,187,668
20		<b>Total Steam Production Maintenance</b>	<b>\$11,800,943</b>	<b>\$0</b>	<b>\$11,800,943</b>	<b>\$0</b>	<b>\$11,800,943</b>
21							
22		<b>Total Steam Production Expense</b>	<b>\$81,371,177</b>		<b>\$81,371,177</b>	<b>\$0</b>	<b>\$81,371,177</b>
23							
24		<b>Hydro Production Operation</b>					
25	535	Supervision and Engineering	\$30,609		\$30,609		\$30,609
26	538	Electric Expense	94,986		94,986		94,986
27	539	Miscellaneous Expense	972		972		972
28	540	Rents	1,188		1,188		1,188
29		<b>Total Steam Production Operation</b>	<b>\$127,756</b>	<b>\$0</b>	<b>\$127,756</b>	<b>\$0</b>	<b>\$127,756</b>
30							
31		<b>Hydro Production Maintenance</b>					
32	541	Supervision and Engineering	\$4,861		\$4,861		\$4,861
33	542	Structures	7,836		7,836		7,836
34	543	Reservoirs - Dams	382,892		382,892		382,892
35	544	Electric	94,427		94,427		94,427
36	545	Miscellaneous Expense	6,407		6,407		6,407
37		<b>Total Hydro Production Maintenance</b>	<b>\$496,423</b>		<b>\$496,423</b>	<b>\$0</b>	<b>\$496,423</b>
38							
39		<b>Total Hydro Production</b>	<b>\$624,179</b>		<b>\$624,179</b>	<b>\$0</b>	<b>\$624,179</b>
40							
41		<b>Other Production Operation:</b>					
42	546	Supervision & Engineering	\$69,865		\$69,865		\$69,865
43	547	Fuel	1,969,522		1,969,522		1,969,522
44	548	Generation Expense	1,316,537		1,316,537		1,316,537
45	549	Miscellaneous	126,949		126,949		126,949
46	550	Rents	316,004		316,004		316,004
47		<b>Total Other Production Operation</b>	<b>\$3,798,877</b>		<b>\$3,798,877</b>	<b>\$0</b>	<b>\$3,798,877</b>
48							
49		<b>Other Production Maintenance</b>					
50	551	Supervision & Engineering	\$22,841		\$22,841		\$22,841
51	552	Structures	18,170		18,170		18,170
52	553	Electric Plant	564,174		564,174		564,174
53	554	Miscellaneous Plant	9,366		9,366		9,366
54	556	System Control and Dispatch	375,883		375,883		375,883
55	557	Other Expenses	683,621		683,621		683,621
56		<b>Total Other Production Maintenance</b>	<b>\$1,674,056</b>	<b>\$0</b>	<b>\$1,674,056</b>	<b>\$0</b>	<b>\$1,674,056</b>
57							
58		<b>Total Other Production Expense</b>	<b>\$5,472,933</b>	<b>\$0</b>	<b>\$5,472,933</b>	<b>\$0</b>	<b>\$5,472,933</b>
59							
60		<b>Other Power Supply</b>					
61	555.1	Purchased Power - Capacity	\$0		\$0		\$0
62	555.2	Purchased Power - Energy	52,943,739		52,943,739		52,943,739
63		<b>Total Other Power Supply</b>	<b>\$52,943,739</b>	<b>\$0</b>	<b>\$52,943,739</b>	<b>\$0</b>	<b>\$52,943,739</b>
64							
65		<b>Total Production Expense</b>	<b>\$140,412,027</b>	<b>(\$1,465,209)</b>	<b>\$138,946,818</b>	<b>\$2,245,242</b>	<b>\$141,192,060</b>
66							
67		<b>Transmission Operations:</b>					
68	560	Supervision & Engineering	\$460,657		\$460,657		\$460,657
69	561	Load Dispatch	3,112,775		3,112,775		3,112,775
70	562	Station Equipment	205,452		205,452		205,452
71	563	Overhead Lines	339,387		339,387		339,387
72	565	Transmission of Electricity by Others	138,817		138,817		138,817
73	566	Miscellaneous	1,071,888		1,071,888		1,071,888
74	567	Rents	14,082		14,082		14,082
75		<b>Total Transmission Operations</b>	<b>\$5,343,058</b>	<b>\$0</b>	<b>\$5,343,058</b>	<b>\$0</b>	<b>\$5,343,058</b>
76							
77		<b>Transmission Maintenance</b>					
78	568	Supervision & Engineering	\$448,117		\$448,117		\$448,117
79	569	Structures	826,293		826,293		826,293
80	570	Station Equipment	1,170,884		1,170,884		1,170,884
81	571	Overhead Lines	1,183,741		1,183,741		1,183,741
82	572	Underground Lines	220		220		220
83	573	Miscellaneous	0		0		0
84	575	Day-Ahead & Real-Time and Transmission Market Expense	1,429,347		1,429,347		1,429,347
85	576	Computer Software	285,036		285,036		285,036
86		<b>Total Transmission Maintenance</b>	<b>\$5,343,638</b>	<b>\$0</b>	<b>\$5,343,638</b>	<b>\$0</b>	<b>\$5,343,638</b>
87							
88		<b>Total Transmission Expense</b>	<b>\$10,686,696</b>	<b>\$0</b>	<b>\$10,686,696</b>	<b>\$1,001,548</b>	<b>\$11,688,244</b>

**Sources:**

Col (C) : Per Functionalization Run, Pages 2 & 3 of 6; Located in Volume 4A, Tab - 2009 Actual Year  
Col (E) and (F), Line 65; Per Input Summary, Section "B-Summary", Page 2 of 7; Located in Volume 4A, Tab - 2009 Test Year Work Papers  
Col (G), Lines 65 & 88; Per Input Summary, Section "B-Summary", Page 2 of 7; Located in Volume 4A, Tab - 2009 Test Year Work Papers

(1) Adjustments are made at the Functional level and not at the FERC Account level therefore adjustment amounts are shown in total by function.

**Otter Tail Power Company**  
**OPERATING AND MAINTENANCE EXPENSES**  
**For the Test Year Ended December 31, 2009**

**Schedule H**  
**Page 2 of 2**

Line No.	FERC Account	(A) Description	(C) Per Books	(D) (1) Actual Year JCOSS Adjustments	(E) Actual Year Per JCOSS	(F) (1) Test Year Adjustments	(G) Test Year Adjusted Total
89							
90		<b>Distribution Operations:</b>					
91	580	Supervision	\$424,186		\$424,186		\$424,186
92	581	Load Dispatch	297,804		297,804		297,804
93	582	Station Equipment	184,208		184,208		184,208
94	583	Overhead Lines	479,539		479,539		479,539
95	584	Underground Lines	1,194,797		1,194,797		1,194,797
96	585	Street Lighting	0		0		0
97	586	Metering	939,070		939,070		939,070
98	587	Customer Installations	424,428		424,428		424,428
99	588	Miscellaneous	2,295,846		2,295,846		2,295,846
100	589	Rents	257,463		257,463		257,463
101		<b>Total Distribution Operations</b>	<b>\$6,497,341</b>	<b>\$0</b>	<b>\$6,497,341</b>	<b>\$0</b>	<b>\$6,497,341</b>
102							
103		<b>Distribution Maintenances:</b>					
104	590	Supervision	\$884,229		\$884,229		\$884,229
105	591	Structures	0		0		0
106	592	Station Equipment	760,920		760,920		760,920
107	593	Overhead Lines	3,703,900		3,703,900		3,703,900
108	594	Underground Lines	864,050		864,050		864,050
109	595	Transformers	8,816		8,816		8,816
110	596	Street Lighting	997,606		997,606		997,606
111	597	Metering	481,294		481,294		481,294
112	598	Miscellaneous	135,862		135,862		135,862
113		<b>Total Distribution Maintenance</b>	<b>\$7,836,678</b>	<b>\$0</b>	<b>\$7,836,678</b>	<b>\$0</b>	<b>\$15,673,355</b>
114							
115		<b>Total Distribution Expenses</b>	<b>\$14,334,019</b>	<b>\$0</b>	<b>\$14,334,019</b>	<b>\$1,355,613</b>	<b>\$15,689,632</b>
116							
117		<b>Customer Accounting Expense:</b>					
118	901	Supervision	\$102,637		\$102,637		\$102,637
119	902	Meter Reading	4,835,907		4,835,907		4,835,907
120	903	Customer Records and Collection Expense	5,020,253		5,020,253		5,020,253
121	904	Uncollectible Accounts	865,500		865,500		865,500
122	905	Miscellaneous	325,296		325,296		325,296
123		<b>Total Customer Accounting Expense</b>	<b>\$11,149,593</b>	<b>\$0</b>	<b>\$11,149,593</b>	<b>\$908,979</b>	<b>\$12,058,572</b>
124							
125		<b>Customer Service Expense:</b>					
126	907	Supervision	\$574,681		\$574,681		\$574,681
127	908	Customer Assistance	4,265,848		4,265,848		4,265,848
128	909	Advertisement	313,265		313,265		313,265
129	910	Miscellaneous	45,021		45,021		45,021
130		<b>Total Customer Service Expense</b>	<b>\$5,198,814</b>	<b>(\$258,864)</b>	<b>\$4,939,950</b>	<b>\$286,001</b>	<b>\$5,225,951</b>
131							
132		<b>Total Customer Expenses</b>	<b>\$16,348,406</b>	<b>(\$258,864)</b>	<b>\$16,089,542</b>	<b>\$1,194,980</b>	<b>\$17,284,522</b>
133							
134		<b>Sales Expenses</b>					
135	911	Supervisory Labor & Expenses	\$0		\$0		\$0
136	912	North Dakota Economic Development	523,683		523,683		523,683
137	912	Expenses - Sales & Demonstrations	47,304		47,304		47,304
138	913	Advertising	46,811		46,811		46,811
139	916	Miscellaneous Sales Expense	307,239		307,239		307,239
140							
141		<b>Total Sales Expense</b>	<b>\$925,038</b>	<b>(\$46,811)</b>	<b>\$878,227</b>	<b>\$0</b>	<b>\$878,227</b>
142							
143		<b>Administrative &amp; General Expense:</b>					
144	920	Administrative Salaries	\$16,708,167		\$16,708,167		\$16,708,167
145	921	Office Supplies & Expense	4,331,435		4,331,435		4,331,435
146	922	A&G Expense Transferred	0		0		0
147	923	Outside Services	1,350,187		1,350,187		1,350,187
148	924	Property Insurance	1,508,889		1,508,889		1,508,889
149	925	Injuries and Damages	1,416,527		1,416,527		1,416,527
150	926	Pensions & Benefits	3,070,046		3,070,046		3,070,046
151	928	Regulatory Commission	2,009,549		2,009,549		2,009,549
152	930.1	General Advertising	732,698		732,698		732,698
153	930.2	Miscellaneous General	738,532		738,532		738,532
154	931	Rents	191,688		191,688		191,688
155	935	Maintenance of General Plant	1,282,403		1,282,403		1,282,403
156							
157		<b>Total Administrative &amp; General Expense</b>	<b>\$33,340,120</b>	<b>(\$871,390)</b>	<b>\$32,468,730</b>	<b>\$2,997,949</b>	<b>\$35,466,679</b>
158							
159		<b>Charitable Contributions</b>	<b>\$93,665</b>	<b>\$0</b>	<b>\$93,665</b>	<b>\$0</b>	<b>\$93,665</b>
160							
161		<b>Total Operating &amp; Maintenance Expense</b>	<b>\$216,139,971</b>	<b>(\$2,642,274)</b>	<b>\$213,497,697</b>	<b>\$8,795,332</b>	<b>\$222,293,029</b>

**Sources:**

Col (C) ; Per Functionalization Run, Pages 2 & 3 of 6; Located in Volume 4A, Tab - 2009 Actual Year  
Col's (D), (E), and (F); Lines 115, 123, 130, 141, 157, 159 & 161; Per Input Summary, Section "B-Summary", Pages 2-3 of 7; Located in Volume 4A, Tab - 2009 Test Year Work Papers  
Col (G), Lines 115, 123, 130, 141, 157, 159 & 161; Per Input Summary, Section "B-Summary", Pages 2-3 of 7; Located in Volume 4A, Tab - 2009 Test Year Work Papers

(1) Adjustments are made at the Functional level and not at the FERC Account level therefore adjustment amounts are shown in total by function.



	(A)	(B)	(C) Production			(D)	(E) Purchased Power & Misc Generation Expenses	(F)			(G)	(H)	(I) Customer Service & Informational Services		(J) Sales	(K) Administrative & General	(L) Total
			Steam	Hydro	Other Production			Transmission	Distribution	Customer Accounts			Customer Service & Informational Services				
1																	
2	Jan-09	Labor	977,384	19,253	101,214		7,097,455	650,840	941,620	708,447	136,237	62,116	1,658,957	5,256,069			
3		Other	7,417,481	8,645	654,842			134,238	296,679	359,533	320,429	19,139	1,119,533	17,427,974			
4																	
5	Feb-09	Labor	952,507	23,642	69,480			589,389	938,447	719,100	142,432	59,755	1,830,128	5,324,880			
6		Other	6,613,256	28,918	254,806		5,962,710	381,480	268,037	340,184	279,002	11,544	1,140,220	15,280,157			
7																	
8	Mar-09	Labor	990,136	33,714	101,020			608,578	963,521	665,743	146,141	61,396	1,639,790	5,210,038			
9		Other	5,912,069	10,000	413,491		4,312,743	283,076	491,800	343,440	345,160	18,895	1,511,993	13,642,665			
10																	
11	Apr-09	Labor	1,025,736	34,696	93,412			644,094	1,080,044	628,124	120,988	68,955	1,936,270	5,632,317			
12		Other	4,773,718	23,919	220,025		3,739,194	253,920	648,540	319,027	279,118	6,090	958,118	11,221,668			
13																	
14	May-09	Labor	985,119	23,279	80,945			648,772	868,473	560,292	101,600	63,073	1,455,148	4,786,700			
15		Other	5,945,629	32,957	310,326		3,515,095	254,361	195,558	328,221	259,196	11,120	1,147,561	12,000,023			
16																	
17	Jun-09	Labor	957,870	21,547	87,110			621,276	852,773	559,227	112,201	63,802	1,717,674	4,993,479			
18		Other	5,370,127	609	317,388		4,623,044	166,628	244,065	314,336	313,279	9,877	1,303,999	12,663,350			
19																	
20	Jul-09	Labor	875,077	28,908	240,893			616,693	786,893	523,518	109,839	59,936	1,531,660	4,773,418			
21		Other	4,516,610	29,733	267,750		3,655,977	165,119	382,969	332,272	239,433	11,182	842,619	10,443,665			
22																	
23	Aug-09	Labor	934,891	36,970	87,591			585,845	800,416	569,299	122,970	60,937	1,570,731	4,769,650			
24		Other	5,534,050	14,744	560,447		3,354,678	135,647	297,219	310,151	236,254	26,772	695,886	11,165,848			
25																	
26	Sep-09	Labor	927,596	20,767	76,582			578,515	839,177	552,932	123,518	59,932	1,723,218	4,902,237			
27		Other	4,617,207	138,741	256,905		4,102,636	295,792	139,181	316,619	288,726	13,423	1,054,069	11,223,300			
28																	
29	Oct-09	Labor	967,930	11,940	115,650			739,744	893,404	585,631	128,225	57,526	1,642,166	5,142,214			
30		Other	5,873,791	15,304	77,594		3,670,189	447,594	279,911	320,692	243,262	41,758	989,024	11,959,118			
31																	
32	Nov-09	Labor	869,633	14,461	104,607			607,448	738,189	518,872	111,531	50,104	1,583,145	4,597,991			
33		Other	5,877,895	4,941	233,827		3,283,258	320,129	329,685	312,236	415,138	5,829	1,203,752	11,986,690			
34																	
35	Dec-09	Labor	923,315	9,761	135,631			551,473	748,451	588,699	133,689	49,529	1,851,186	4,991,735			
36		Other	7,532,153	36,730	611,397		5,626,760	406,045	308,967	372,998	490,446	32,351	1,233,274	16,651,121			
37																	
38	Sub total	Labor	11,387,192	278,938	1,294,135		0	7,442,667	10,451,408	7,179,884	1,489,371	717,059	20,140,073	60,380,728			
39		Other	69,983,985	345,241	4,178,798		52,943,739	3,244,029	3,882,610	3,969,709	3,709,442	207,979	13,200,047	155,665,579			
40			81,371,177	624,179	5,472,933		52,943,739	10,686,696	14,334,019	11,149,593	5,198,814	925,038	33,340,120	216,046,307			
41	Adjustments (1)	Labor	1,611,886	39,484	183,188		(260,591)	747,988	1,312,910	908,979	27,137		2,363,165	7,194,738			
42		Other	(745,730)	(3,679)	(44,528)			253,560	42,703			(46,811)	(236,606)	(1,041,682)			
43	Total Labor		12,999,078	318,423	1,477,323		0	8,190,655	11,764,318	8,088,863	1,516,508	717,059	22,503,238	67,575,466			
44	Total Other		69,238,256	341,562	4,134,270		52,683,148	3,497,589	3,925,313	3,969,709	3,709,442	161,168	12,963,441	154,623,897			
45	Add: Contributions													93,665			
46	Grand Total													222,293,029			

(1) Adjustments are explained in more detail in the testimony and supporting work papers included in the initial filing documents.

**Otter Tail Power Company**  
**Purchased Power**  
**For the Test Year Ended December 31, 2009**

**Schedule H-2**  
**Page 1 of 2**

Line No.	(A) Purchased From	(B) Mwh	(C) Demand Charges	(D) Energy Charges	(E) Other Charges	(F) Total Costs
1	AmerenUE	10,400		(\$1,882)		(\$1,882)
2	American Electric Power Service	5,728		\$176,170		\$176,170
3	BP Corporation North America Inc	800		\$2,046		\$2,046
4	Black Hills Power and Light	400		\$18,000		\$18,000
5	Cargill Power Markets, LLC	11,216		\$380,024		\$380,024
6	Constellation Energy Commodities Group, Inc.	800		\$95		\$95
7	DTE Energy Trading, Inc.	57,200	* \$30,000	\$4,411		\$34,411
8	Fortis Energy Marketing and Trading	28,000		(\$445)		(\$445)
9	Great River Energy	88,200	* \$276,000	\$233,638		\$509,638
10	Integrus Energy Services, Inc.	43,200		\$770,903		\$770,903
11	Manitoba Hydro Electric Board	225,512	* \$1,635,000	\$15,266,132	** (\$846,252)	\$16,054,880
12	Mid-American Energy Company	73,917		\$2,320,816		\$2,320,816
13	Minnesota Municipal Power Agency	1,600		\$52,220		\$52,220
14	Minnesota Power	259,650		\$10,629,664		\$10,629,664
15	Minnkota Power Cooperative	240		\$4,692		\$4,692
16	Missouri River Energy Services	2,586		\$41,973		\$41,973
17	Northern States Power Company	133,615	* \$323,250	\$1,953,218		\$2,276,468
18	NorthPoint Energy Solutions Inc.	220		\$5,640		\$5,640
19	Omaha Public Power District	71,581		\$1,865,716	** \$308	\$1,866,024
20	Powerex	49,600		\$1,464,000		\$1,464,000
21	Rainbow Energy Marketing Corp.	39,179		\$856,220		\$856,220
22	Sempra Energy Trading Corporation	5,600		\$208,000		\$208,000
23	Tenaska Power	800		(\$2,043)		(\$2,043)
24	The Energy Authority	8,623		\$184,610		\$184,610
25	Transalta Energy Marketing	1,600		\$2,755		\$2,755
26	WE Energies	0	* \$369,200			\$369,200
27	Western Area Power Administration	10,489		\$241,416	*** \$48,149	\$289,565
28	Western Area Power Administration - WEC	29,870		\$862,080		\$862,080
29	Western Resources	3,600		\$23,506		\$23,506
30	Wisconsin Public Power Inc.	0	* \$488,250			\$488,250
31	Beltrami Electric Cooperative	70,723	\$429,923	\$2,931,891	**** \$75,393	\$3,437,207
32	Nodak Rural Electric Cooperative	1,343	\$29,153	\$49,822	***** \$50	\$79,025
33	P K M Electric Cooperative	3,490	\$29,628	\$148,267		\$177,895
34	NorthWestern Energy - NLE	19,797	\$150,770	\$935,152		\$1,085,922
35	Red Lake Rural Electric Cooperative	2,977	\$32,926	\$125,086		\$158,012
36	Lake Region Rural Electric Cooperative	11		\$1,488		\$1,488
37	Cass County Electric Cooperative	0	\$262			\$262
38	Sioux Valley Energy	52		\$2,815		\$2,815
39	City of Perham	0	\$24,388			\$24,388
40	Montana Dakota Utility - Mountrail	8		\$217		\$217
41	Dakota Magic Casino	0	\$39,195			\$39,195
42	State Auto Insurance	0	\$36,000			\$36,000
43	Kindred School	0	\$35,460			\$35,460
44	Fleet Farm	0	\$17,460			\$17,460
45	Valley Queen Cheese	0	\$111,460			\$111,460
46	Stevens Community Medical	0	\$22,800			\$22,800

**Otter Tail Power Company**  
**Purchased Power**  
**For the Test Year Ended December 31, 2009**

**Schedule H-2**  
**Page 2 of 2**

Line No.	(A) Purchased From	(B) Mwh	(C) Demand Charges	(D) Energy Charges	(E) Other Charges	(F) Total Costs
47	City of Detroit Lakes	989	\$1,200	\$1,484		\$2,684
48	American Crystal Sugar	154		\$1,536		\$1,536
49	Energy Maintenance Service	145		\$4,633		\$4,633
50	Hendricks Wind I	2,186		\$98,366		\$98,366
51	Borderline Wind	2,099		\$62,977		\$62,977
52	Univ. of MN - Morris	766		\$32,168		\$32,168
53	FPL Energy ND II, LLC	63,544		\$1,899,979		\$1,899,979
54	Langdon Wind, LLC	75,338		\$2,954,767		\$2,954,767
55	MN Co Generation	114		\$6,984		\$6,984
56	ND Co Generation	515		\$0		\$0
57	SD Co Generation	2		\$25		\$25
58	Xcel Energy Meter Error	(3,525)		(\$39,028)		(\$39,028)
59	RBC Capital Markets Corporation	727,500		\$4,052,908		\$4,052,908
60	MISO Transmission Service Charge				\$54,302	\$54,302
61	MAPP Transmission Service Charge				\$65,870	\$65,870
62	WAPA Schedule and Dispatch				\$19,747	\$19,747
63	Midwest ISO Energy Market	988,525		\$30,694,088		\$30,694,088
64	Control Area Exchange - Net			(\$362,659)		(\$362,659)
65	Non-Asset Based Cost of Sales	(357,132)		(\$31,722,694)		(\$31,722,694)
66	Total	2,763,847	\$4,082,325	\$49,443,847	(\$582,433)	\$52,943,739

- \* DTE Energy Trading, Inc. - Demand Charges are short-term service for winter season through April 30, 2009
- \* Great River Energy - Demand Charges are short-term service for winter season through February 2009 and summer season of July and August 2009
- \* Manitoba Hydro Electric Board - Demand Charges are short-term service for winter and summer season of 2009
- \* Northern States Power Company - Demand Charges are short-term service for winter season through May 2009
- \* WE Energies - Demand Charges are short-term service for summer season June through August 2009
- \* Wisconsin Public Power Inc. - Demand Charges are short-term service for winter and summer season 2009

- \*\* MHEB PAC Loss Credit and Omaha Public Power District Transmission
- \*\*\* Load Following charge
- \*\*\*\* Nomination charge
- \*\*\*\*\* Interconnection Charge

Non-Asset Based Cost of Sales represents the forward energy sales

**Otter Tail Power Company**  
**Listed Expense Accounts**  
**For the Year Ended December 31, 2009**

**Schedule H-3**

Line No.	(A) Description of Accounts for Listed Expenses	(B) Total System Amount	(C) Allocation to South Dakota		
			Allocators	Allocator %	SD
1	<u>Federal Energy Regulatory Commission Account No. 909</u>				
2					
3	<u>Description</u>		<u>Allocators</u>	<u>Allocator %</u>	<u>SD</u>
4	Conservation	\$216,014	C1	8.454538%	\$18,263
5	Financial Services	573	C1	8.454538%	48
6	Information & Instructional	36,405	C1	8.454538%	3,078
7	Safety	60,274	C1	8.454538%	5,096
8	Total Account No. 909	\$313,265			\$26,485
9					
10	<u>Federal Energy Regulatory Commission Account No. 913</u>				
11	None				
12					
13	<u>Federal Energy Regulatory Commission Account No. 930.1 - Advertising Expenses</u>				
14					
15	<u>Description</u>		<u>Allocators</u>	<u>Allocator %</u>	<u>SD</u>
16	Financial and Informational	\$131,526	C1	8.454538%	\$11,120
17	Total Account No. 930 Advertising Expenses	\$131,526			\$11,120
18					
19	<u>Federal Energy Regulatory Commission Account No. 909, 913, &amp; 930 Advertising Expenses (1)</u>	<u>\$444,791</u>			<u>\$37,605</u>
20					
21					
22	<u>Federal Energy Regulatory Commission Account No. 922</u>				
23	None				
24					
25	<u>Federal Energy Regulatory Commission Account No. 926 (2)</u>				
26					
27	<u>Description</u>		<u>Allocators</u>	<u>Allocator %</u>	<u>SD</u>
28	Community & Public Relations	\$217			
29	Design & Administer Hiring Policies & Procedures	72,727			
30	Develop & Administer Employee Benefits	2,599,041			
31	Employee Recognition Programs	158,886			
32	Employee Relations	224,989			
33	Human Resources Development	14,187			
34	Total Account No. 926	\$3,070,046			
35					
36	Admin & General - Production;	35.85% Allocation	OXPD	9.957460%	\$109,593
37	Admin & General - Transmission;	14.84% Allocation	D2	9.815717%	44,720
38	Admin & General - Distribution;	25.98% Allocation	OXD	9.751435%	77,777
39	Admin & General - Customer Accounting;	17.85% Allocation	OXC	8.699288%	47,672
40	Admin & General - Customer Service;	5.48% Allocator	C1	8.454538%	14,224
41		\$3,070,046			\$293,986
42					
43					
44	<u>Federal Energy Regulatory Commission Account No. 928</u>				
45					
46	<u>Description</u>		<u>Allocators</u>	<u>Allocator %</u>	<u>SD</u>
47	Minnesota	\$698,360		0%	\$0
48	North Dakota	332,033	Directly	0%	0
49	South Dakota	249,998	Assigned	100%	249,998
50	FERC	744,453		0%	0
51	Federal Assessment	0		0%	0
52	Total Account No. 928	\$2,024,845			\$249,998
53					
54	<u>Federal Energy Regulatory Commission Account No. 929</u>				
55	None				
56					
57	<u>Federal Energy Regulatory Commission Account No. 930 Misc. General Expenses</u>				
58					
59	<u>Description</u>		<u>Allocators</u>	<u>Allocator %</u>	<u>SD</u>
60	Provide Public Information & Instruction	\$28,894	P90	9.810446%	\$2,835
61	Provide Public Information & Instruction-Labor	18,134	P90	9.810446%	1,779
62	Community & Public Relations	15,906	P90	9.810446%	1,560
63	Community & Public Relations - Labor	27,754	P91	9.810446%	2,723
64	Research & Development	47,669	P90	9.810446%	4,677
65	Research & Development-Labor	10,031	P90	9.810446%	984
66	Investor Relations	63,390	P90	9.810446%	6,219
67	Investor Relations - Labor	110,495	P91	9.810446%	10,840
68	Shareholder Services	44,276	P90	9.810446%	4,344
69	Shareholder Services-Labor	32	P90	9.810446%	3
70	Director Fees & Expenses	198,727	P90	9.810446%	19,496
71	Design Marketing Programs for more Efficient Electricity Use	(1,291)	P90	9.810446%	(127)
72	Industry Association Dues	173,643	P90	9.810446%	17,035
73	Industry Association Dues - Labor	988	P90	9.810446%	97
74	Total Account No. 930	\$738,649			\$72,465

(1) Above-the-line amounts only.

(2) FERC Account No.926 is allocated to Admin & General; Salaries, Supplies, Pensions & Benefits by function based on current year labor ratios. The five functional categories include Production, Transmission, Distribution, Customer Accounts, and Customer Service & Information as shown above. Once the costs have been functionalized they are allocated to South Dakota based on their respective allocators.

## **CONSERVATION ADVERTISING**





*Air-source heat pump*  
Year-round comfort for your home





An air-source heat pump draws free heat from outside air into your home in the winter. And it moves heat out of your home in the summer. So, you stay comfortable all year!

The latest air-source heat pump models:

- Can deliver 1½ to 3 units of heat for each unit of energy they use.
- Provide efficient heating at lower temperatures than older models.
- Work well on off-peak rates and with summer cycling.
- Will save you at least 30 percent on your heating costs.

Financing is available to qualified customers.

To learn more call our  
**Idea Center at 800-493-3299**  
or visit [www.otpc.com](http://www.otpc.com).



2/09



**Geothermal heat pump**  
Get more mileage from your energy dollar

**With one system, you get high efficiency heating and cooling, and the option of water heating.**

- Financing available to qualified customers.
- Rebates available to Minnesota customers through the Conservation Improvement Program.
- Federal tax credit of up to \$2000 available to qualified customers.
- State tax incentives available in North Dakota and South Dakota.

**Earth friendly.  
Budget smart.**

Geothermal heat pumps pull *free energy* from the earth making it the most efficient, environmentally friendly way to heat and cool your home.

Geothermal heat pumps are more than 300 percent efficient and will save you up to 70 percent on your heating and cooling costs.





To learn more about  
geothermal heat pumps call our  
**Idea Center** at **800-493-3299**  
or visit us at **[www.otpc.com](http://www.otpc.com)**.

4/09



**Geothermal heat pump**  
Get more mileage from your energy dollar

### Major incentives make this the time to install a geothermal heat pump.

- **NEW IN 2009**—Federal tax credits are available for 30 percent of your total project cost.
- State tax incentives are available in North Dakota and South Dakota.
- Rebates are available to Minnesota customers through our Conservation Improvement Program. Ask about program availability in North Dakota and South Dakota.
- **DollarSmart** financing is available to qualified customers.

## Earth friendly. Budget smart.

A geothermal heat pump pulls *free energy* from the earth making it the most efficient, environmentally friendly way to heat and cool your home.

Geothermal heat pumps are more than 300 percent efficient and will save you up to 70 percent on your heating and cooling costs.





Call our **Idea Center** at **800-493-3299** or visit us at [www.otpc.com](http://www.otpc.com) to learn more about unprecedented incentives that make installing a geothermal heat pump more affordable than ever.

4/09



A black and white photograph of a baseball player in a white uniform with the number 28 on the back, wearing a helmet and a catcher's mask. The player is in a crouched position, ready to catch a ball. The background is dark and out of focus.

***On***  
***for conservation***

Great athletes use their energy the same way they use electricity—wisely. Visit **ConservingElectricity.com** for ways to save.

The logo for Otter Tail Power Company, featuring a stylized 'O' with a horizontal line through it, and the words 'OTTER TAIL' in a bold, sans-serif font, with 'POWER COMPANY' in a smaller font below it.

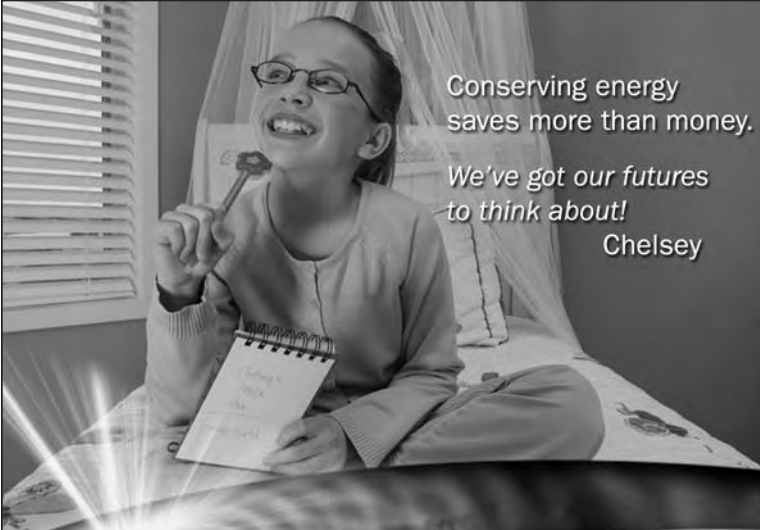
**OTTER TAIL**  
POWER COMPANY



***On***  
***for conservation***

Great athletes use their energy the same way they use electricity—wisely. Visit **ConservingElectricity.com** for ways to save.






Conserving energy  
saves more than money.  
*We've got our futures  
to think about!*  
Chelsey

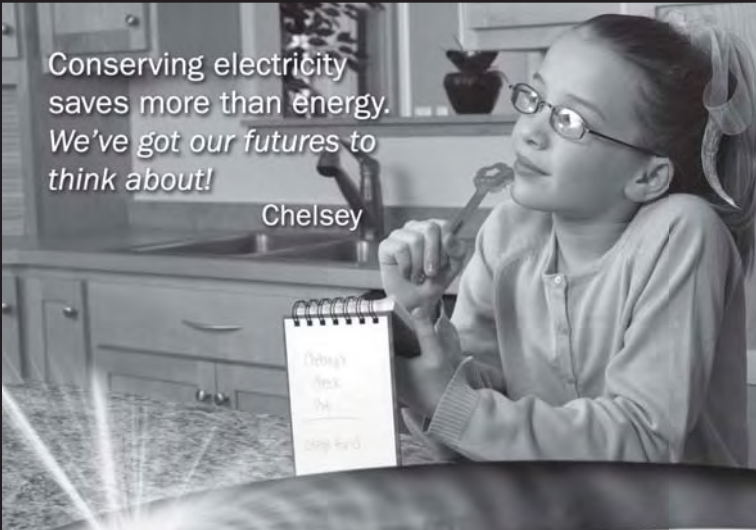
***On***  
***for conservation***

**Chelsey's checklist for conservation**  
Items to turn off when they're not being used:

<input checked="" type="checkbox"/> Lights	<input checked="" type="checkbox"/> Computer	<input checked="" type="checkbox"/> TV
<input checked="" type="checkbox"/> CD player	<input checked="" type="checkbox"/> Video games	

**[www.ConservingElectricity.com](http://www.ConservingElectricity.com)**

  
**OTTER TAIL**  
POWER COMPANY




Conserving electricity  
saves more than energy.  
*We've got our futures to  
think about!*


Chelsey

**On**  
**for conservation**

**Increase your energy efficiency.  
Decrease your energy costs.**

Visit us online at  
**[www.ConservingElectricity.com](http://www.ConservingElectricity.com)**  
to learn how you can save.

  
**OTTER TAIL**  
POWER COMPANY



**Conserving electricity**  
"We've got our futures to think about."

**On**

**for conservation**


**Conserve electricity to save more than energy**

Conserving electricity not only saves natural resources but is one of the easiest ways to save money. In our house we shut off the lights, turn down the heat, and wash a full load of clothes every time. These are just a few of the simple things we do every day that really can make a difference.

[www.ConservingElectricity.com](http://www.ConservingElectricity.com)

**OTTER TAIL**  
POWER COMPANY






**On**  
**for conservation**

**A recipe for savings**

A pinch of this. A dash of that. Cooking with these tips will add up to energy savings:

- Use the smallest pot or pan needed and cover it to keep heat from escaping.
- Use the appropriately sized element on your range and turn it down once it reaches the boiling point.
- Use your microwave or toaster oven whenever practical.




***On***  
***for conservation***

**Be an energy star**

When it's time to buy a new fridge, stove, or even a new computer, look for the ENERGY STAR label. When you invest in ENERGY STAR-qualified appliances you can save energy costs while helping to save natural resources.

Learn more about ENERGY STAR at **ConservingElectricity.com** or call Otter Tail Power Company's **Idea Center** at **800-493-3299**.

  
**OTTER TAIL**  
POWER COMPANY





***On***  
***for conservation***

**Decorate with sparkly lights—  
use a timer to do it right**

Chelsey knows that conserving electricity saves more than energy. It's also one of the easiest ways to save money. Put holiday lights on timers. Install motion-sensor light fixtures and use compact fluorescent bulbs all year. With these simple energy-saving ideas, you'll make your holiday season even brighter.

For other energy-saving ideas visit  
**ConservingElectricity.com** or call our  
**Idea Center** at **800-493-3299**.





**On**  
***for conservation***


**Save some green by planting  
some green**

Trees and shrubs not only beautify your property, they also can help reduce your annual energy costs by up to 25 percent. To save some green, follow these tips:

- Create a windbreak by planting dense evergreens to the north, west, and east of your home.
- Plant trees close to your house on the east and west sides to keep out the hot summer sun and let the sun shine in during the winter.

For more energy-saving tips, call  
our **Idea Center** at  
**800-493-3299.**






**On**  
*for conservation*

**On means leading the way for energy conservation.** Offering online home energy audits, conservation information, and an energy conservation web site is helping customers save energy—and money! We've offered conservation-related programs for decades because we know our customers have their futures to think about.

Otter Tail Power Company is **On**—in more ways than one.

[www.otpc.com](http://www.otpc.com)





**On**  
*for conservation*

**The savings pile up when you power down**

Using a big screen TV, video games, DVRs, and TVs in multiple rooms can add up to 10% of your electric bill. That's as much as running 2 refrigerators, 13 lamps, or 12 laptop computers for a year. Get in the habit of powering down when you leave the room to conserve energy and save money.

[www.ConservingElectricity.com](http://www.ConservingElectricity.com)

**OTTER TAIL**  
POWER COMPANY



***On***  
***for conservation***

## **Compute your savings when you power down**

Using a big screen TV, video games, DVRs, and TVs in multiple rooms can add up to 10% of your electric bill. That's as much as running 12 laptop computers for a year. Get in the habit of powering down when you leave the room to conserve energy and save money.

**[www.ConservingElectricity.com](http://www.ConservingElectricity.com)**





***On***  
***for conservation***

## **Get in the groove of saving**

Using a big screen TV, video games, DVRs, and TVs in multiple rooms can add up to 10% of your electric bill. That's as much as running 13 lamps for a year. Get in the groove of powering down when you leave the room to conserve energy and save money.

**[www.ConservingElectricity.com](http://www.ConservingElectricity.com)**





**On**  
*for conservation*

**The savings pile up when  
you power down**

Using a big screen TV, video games, DVRs, and TVs in multiple rooms can add up to 10% of your electric bill. That's as much as running 2 refrigerators, 13 lamps, or 12 laptop computers for a year. Get in the habit of powering down when you leave the room to conserve energy and save money.

**[www.ConservingElectricity.com](http://www.ConservingElectricity.com)**

**OTTER TAIL**  
POWER COMPANY



**ON**  
*for conservation*

**Program savings into your day**


With a programmable thermostat you simply enter the times you're away from home or asleep and the thermostat automatically adjusts the temperature so you save energy and money!

For information about how you can save, visit **ConservingElectricity.com**.



**OTTER TAIL**  
POWER COMPANY





**On**

***for conservation***

**Keep your refrigerator from stealing your cold cash**

Conserve energy by following these simple tips:

- Keep your refrigerator  $\frac{3}{4}$  full.
- Set your thermostat between 38 and 40 degrees.
- Make sure your door seals are tight.
- Purchase a high-efficiency model when it's time for a new one. Retire your old inefficient unit rather than moving and reusing it.

[www.ConservingElectricity.com](http://www.ConservingElectricity.com)

**OTTER TAIL**  
POWER COMPANY




***On***

***for conservation***

Great athletes use their energy the same way they use electricity—wisely.

Visit **ConservingElectricity.com** for ways to save.






***On***  
***for conservation***

Great athletes use their energy the same way they use electricity—wisely.

Visit [ConservingElectricity.com](http://ConservingElectricity.com) for ways to save.



A black and white photograph of a baseball in mid-air above a baseball net. The net is in the foreground, and the baseball is in the upper right. A bright light flare is visible behind the net.

***On***  
***for conservation***

Great athletes use their energy the same way they use electricity—wisely. Visit **ConservingElectricity.com** for ways to save.

The logo for Otter Tail Power Company, featuring a stylized 'O' with a tail-like shape, and the text 'OTTER TAIL' in a bold, sans-serif font, with 'POWER COMPANY' in a smaller font below it.

**OTTER TAIL**  
POWER COMPANY



***On***  
***for conservation***

Great athletes use their energy the same way they use electricity—wisely. Visit **ConservingElectricity.com** for ways to save.

**OTTER TAIL**  
POWER COMPANY



**ON**  
**for conservation**


**Escape the heat**  
**Retreat to the cool comfort of your home**

Follow these tips to keep hot summer air where it belongs and minimize your cooling costs:

- Seal leaks around windows and doors with caulking or weather stripping.
- Close curtains and shades during the day to help block the sun's heat.
- Caulk or seal entry points where ductwork, wiring, plumbing, or vents are installed.

[www.ConservingElectricity.com](http://www.ConservingElectricity.com)





***On***  
***for conservation***

**Winter winds eat up cold cash**

Before the mercury dips, follow these tips to minimize your heating costs:

- Seal air leaks around windows and doors.
- Caulk or seal entry points where ductwork, wiring, and plumbing are installed.
- Add insulation to the foundation and attic.

[www.ConservingElectricity.com](http://www.ConservingElectricity.com)

**OTTER TAIL**  
POWER COMPANY





***On***  
***for conservation***

Great athletes use their energy the same way they use electricity—wisely.

Visit [ConservingElectricity.com](http://ConservingElectricity.com) for ways to save.

**OTTER TAIL**  
POWER COMPANY



Otter Tail Power Company  
CIP – Conserve A Lifestyle  
Radio - "Little Miss Saving"  
: 30

---

Hi. I'm Chelsey, and I always say – when you conserve electricity you save more than energy. Besides saving resources, it's one of the easiest ways to save money. In my house I shut off the lights, turn down the heat, and generally keep everyone else in line. Like reminding Dad he's been in the shower long enough, or making sure Mom washes a full load of clothes every time. After all, I have my future to think about.

**Narrator: For more energy and money-saving ideas visit [conservingelectricity.com](http://conservingelectricity.com) brought to you by Otter Tail Power Company.**

**Tag: Helping you conserve energy. Another advantage from Otter Tail Power Company.**

Otter Tail Power Company  
Radio – [ConservingElectricity.com](http://ConservingElectricity.com)  
:30

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Imagine curling up with a good book—and a hot cup of coffee, a blanket, two sweaters, and an extra pair of socks. Is this how you conserve energy? If so, Otter Tail Power Company encourages you to visit [www.ConservingElectricity.com](http://www.ConservingElectricity.com) for comfortable, no-cost and low-cost ways to save.

Otter Tail Power Company...**On** for conservation.

Otter Tail Power Company  
Radio - Efficient energy plan  
:30

---

Building, remodeling, or adding on to your home this year? During the planning and design phase, you'll make decisions that will affect your energy costs for years to come. Make sure your energy plan is sound before you break ground. Learn about the most energy-efficient options for heating and cooling, lighting, water heating, and more. One call to Otter Tail Power Company's Idea Center will help ensure an efficient energy plan for your home.

Otter Tail Power Company...**On** for you.

Otter Tail Power Company  
Radio - Energy Star  
:60

---

Hi. I'm Chelsey, and I love saving energy and money. After all, I have my future to think about. When it's time for my family to buy a new fridge or a stove or even a new computer, one of the most important things I do is to make sure we look for the Energy Star label. That label means it's super efficient and meets strict government guidelines for using less energy. Learn more about Energy Star at [conservingelectricity.com](http://conservingelectricity.com) or call Otter Tail Power Company's Idea Center at 800-493-3299. You know, I have a good idea right now – look for the Energy Star label on the things that use electricity in your home and be an energy star like me. You'll save every year. Remember, you have your future to think about too.

Narrator: For more energy and money-saving ideas visit [conservingelectricity.com](http://conservingelectricity.com) brought to you by Otter Tail Power Company.

Tag: Helping you conserve energy. Another advantage from Otter Tail Power Company.

OTTER TAIL POWER COMPANY  
Wise holiday energy use  
30-second radio

### **Hol 1 use energy wisely**

You'll use a lot of your energy getting ready for the holidays. Otter Tail Power Company reminds you that you'll use a lot of our energy too and encourages you to use it the same way you use yours—wisely. Best wishes for the warmest, brightest holiday season ever from your friends at Otter Tail Power Company.

Otter Tail Power Company  
CIP - LTG  
:30 Radio – “One small habit”

---

*SFX: Music under...*

**ANNC: Today, as our need for electricity grows, one small habit can save more than money: Unplug it. Turn it down. Turn it off.**

**Electronic devices and chargers draw small amounts of power even when they're off so unplug them when not in use. Turn down the heat when you're not home – and always turn off lights when leaving a room.**

**Because one small habit can make a real difference in saving money and energy.**

**Otter Tail Power Company, on for conservation.**

Otter Tail Power Company  
On for conservation  
Radio :30

Today's big screen TV's use more electricity. Add video games, a DVR, and other electronics - another TV in the bedroom, and in the kid's room – it can all add up to 10% of your electric bill.

That's as much as running two refrigerators...  
12 laptop computers...  
or 13 of your favorite lamps non-stop for a year.

Luckily, there's an easy way to save energy and money.

Power down when you leave the room.

Otter Tail Power Company – On for conservation.

Otter Tail Power Company  
Radio - "Programmable thermostat"  
:60

---

Hi. I'm Chelsey. Last winter, every time we left the house, Mom would say, "Did someone turn down the heat?"

Well not any more. Now we use a programmable thermostat. We just enter the times we're away at school and work or when we're asleep and it adjusts the temperature to save money, all by itself! In fact, I have a neighbor who lives in a great big house who uses five of these things. Find out about his house at [conservingelectricity.com](http://conservingelectricity.com). With colder weather and higher energy costs, a programmable thermostat makes even more sense. After all, we all have our future to think about.

**Tag:** For information on programmable thermostats or other energy and money-saving ideas visit [conservingelectricity.com](http://conservingelectricity.com) or call Otter Tail Power Company's Idea Center at 800- 493- 3299. Helping you conserve energy. Another advantage from Otter Tail Power Company.



Otter Tail Power Company  
Ad name: Savings by design  
:30 Radio

Conservation

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Narrator:

If you're building or remodeling, make smart energy use part of the plan.  
Choosing an efficient electric heating and cooling system is a great way to start.  
And heat pumps offer savings of 30 -70 percent. Many available options provide efficiency,  
manageably priced electricity, and year-round comfort.

For information about energy-efficient options, as well as financing, rebates, and tax incentives,  
call Otter Tail Power Company's Idea Center.

Announcer:

Otter Tail Power Company – On for you.

OTPC-1205\_Time for savings\_RADIO  
:30 seconds

Chelsey: “Hi, I’m Chelsey. And I want to help you conserve electricity during the holidays. Just go to conserving electricity dot com for all kinds of energy-saving ideas from Otter Tail Power Company. Like using timers, motion sensors and other efficient lighting options. At our house, I make sure every holiday light turns on and off right on time. It’s an easy way to save energy and money. After all, I have my future to think about.”

ANNC: “Happy Holidays from Otter Tail Power Company.”

Otter Tail Power Company  
CIP - LTG  
:30 TV – “One small habit”

---

Camera shot opens with a shot of two kids playing Wii – pulls back to reveal Mom working on laptop computer – then continues to pull back revealing Dad preparing dinner in kitchen.

Shot moves to outside shot of home with lights – pulls back quickly to show street of homes with lights on – pulls back to show community with all kinds of lights on.....

(subtle sound effects growing under shots with more and more activity)

**ANNC: Today, as our need for electricity grows, one small habit can save more than money.**

Series of our family shots in home.

Mom closing computer and unplugging power source.

Dad saving energy in some way.

Kids powering down all components of TV, games.

Shutting off lights leaving room.

**ANNC: Unplug it. Turn it down. Turn it off.**

Shot again moves outside – house lights turning off – pulls back to street shot with lights turning off – then to community shot with lights going off. (Won't look like a blackout!)

(sound effects...sound fades leaving quiet, natural sounds)

**ANNC: Because in the big picture - one small habit can make a real difference in saving energy.**

Otter Tail Power Company logo.

**ANNC: Otter Tail Power Company. On for conservation.**

Otter Tail Power Company  
On for conservation  
TV :30

*Scene: white background with plasma TV. In the TV screen, we see the following items piling up: video games, DVR, DVD player, cable box, speakers, additional TVs.*

**ANNC:**

**Today's big screen TV's use more electricity. Add video games, a DVR, and other electronics - another TV in the bedroom, and in the kid's room – it can all add up to 10% of your electric bill.**

*The screen splits in two. On the left is the TV. On the right, the other items pop into frame: We see the items in the TV with creative tight shots, and on the right side of the split-screen as a whole.*

**That's as much as running two refrigerators...  
12 laptop computers...  
or 13 of your favorite lamps non-stop for a year.**

**ANNC: Luckily, there's an easy way to save energy and money.**

*Scene: The split screen goes away and just the plasma TV is left with the accessories in the screen. A hand with a remote in the foreground pushes the off button. The accessories pop off in the reverse order they came on in the first scene. The TV powers off. Logo.*

**ANNC:**

**Power down when you leave the room.**

**Otter Tail Power Company – On for conservation.**

Otter Tail Power Company  
Energy Efficient Construction  
“Savings by design”  
:30 TV – Same script for :30 radio

---

*SFX: Upbeat music*

*Video...beautiful living room*

ANNC: You choose the carpet, the furniture, the accessories.  
We'll help with year-round comfort from an electric heat pump.

*Video...designer bathroom*

ANNC: You're designing the perfect bathroom.  
We'll help you heat the water for less.

*Video...beautiful kitchen*

ANNC: The dream kitchen you're planning ...  
would be even better with Energy Star appliances.

*Video...man on computer (otpc.com)*

ANNC: If you're planning to build or remodel, learn about savings by design at [otpc.com](http://otpc.com). You can get information about energy-efficient electric technologies and building options.

Otter Tail Power Company. On for you.

Otter Tail Power Company  
Energy Efficient Construction  
“Savings by design”  
:30 TV – Same script for :30 radio

---

*SFX: Upbeat music*

*Video...beautiful living room*

ANNC: You choose the carpet, the furniture, the accessories.  
We'll help with year-round comfort from an electric heat pump.

*Video...designer bathroom*

ANNC: You're designing the perfect bathroom.  
We'll help you heat the water for less.

*Video...beautiful kitchen*

ANNC: The dream kitchen you're planning ...  
would be even better with Energy Star appliances.

*Video...man on computer (otpc.com)*

ANNC: If you're planning to build or remodel, learn about savings by design at [otpc.com](http://otpc.com). You can get information about energy-efficient electric technologies and building options.

Otter Tail Power Company. On for you.

Otter Tail Power Company  
Ad name: Savings by design  
:30 TV  
2009

**Couple in their home looking at several different house plans all on a computer screen at the same time in blueprint form. Camera starts tight on the screen and pulls out to the couple checking out the different plan options.**

Gigi: If you're building or remodeling, plan ahead for a comfortable and energy-efficient future. **At "comfortable and energy-efficient future," the couple clicks on the house plan they like best and the image zooms in on 3D animation.**

**At "100 % efficient electric heating and cooling system" in the line below, the 3D animation zooms in so it feels like you're going into the house.**

Choosing an efficient electric heating and cooling system is a great way to start.

**Show the next stage of the planning process. The couple has selected their house plan, now they're meeting with their contractor looking at electric technologies.**

And placing it on off-peak service will provide year-round comfort with manageably priced electricity.

***Contractor is loading an air-source heat pump onto a truck or hauling it to the house***

Or add a heat pump, for example, and you can save **30 to 70 percent** on heating costs.

**Go back to the 3D animation concept where the couple is looking at the anticipated finished home taking shape in front of their eyes.**

Plan now for long-term savings.

We'll help you get started.

**End shot with the couple looking at the virtual completed home. Logo.**

Otter Tail Power Company – On for you.

## **SAFETY ADVERTISING**





**On**  
*for safety*

**Back-to-school safety**

Preparing young children for school is an exciting time. As the children in your life scurry off to school this fall, take a few minutes to walk them through these bus-safety tips:

- Wait for the bus in a safe place, away from traffic and the street.
- Stay away from the bus until it comes to a complete stop and the driver signals you to enter.
- Use the handrail when you get on and off the bus.
- Take ten giant steps away from the bus when you exit so the driver can see where you are.
- Always keep a safe distance between you and the bus.

  
**OTTER TAIL**  
POWER COMPANY



***On***  
***for safety***

**Can you dig it?**

Call 800-252-1166 at least 48 hours before you start to dig. Utilities will mark the power lines, pipes, or cables buried on your property. With just one call, you can stay safe and prevent needless outages. It's easy. And it's the law.

**800-252-1166**



**OTTER TAIL**  
POWER COMPANY



***On***  
***for safety***

**Can you dig it?**

Call 800-795-0555 at least 48 hours before you start to dig. Utilities will mark the power lines, pipes, or cables buried on your property. With just one call, you can stay safe and prevent needless outages. It's easy. And it's the law.

**800-795-0555**





***On***  
***for safety***

**Can you dig it?**

Call 800-781-7474 at least 48 hours before you start to dig. Utilities will mark the power lines, pipes, or cables buried on your property. With just one call, you can stay safe and prevent needless outages. It's easy. And it's the law.

**800-781-7474**





***On***  
***for safety***

Otter Tail Power Company reminds you to work safely around electricity, one of your most important farm tools.

- Make sure all electrical equipment is properly grounded.
- Be aware of overhead power lines when moving tall equipment.
- Take precautions to not ignite utility poles when burning road ditches.

  
**OTTER TAIL**  
POWER COMPANY



**On**  
**for safety**

Otter Tail Power Company reminds you to work safely around electricity, one of your most important farm tools.

- Make sure all electrical equipment is properly grounded.
- Inspect electrical tools and cords for damage and repair or replace hazardous parts.
- Take precautions to not ignite utility poles when burning road ditches.
- Be aware of overhead power lines when moving tall equipment.
- Be careful when operating machinery near utility poles, guy wires, and pad-mounted transformers.

**OTTER TAIL**  
POWER COMPANY



***On***  
***for safety***

**Don't let electrical accidents crop up  
this harvest season**

Follow these safety tips:

- Know the location of overhead power lines.
- Map out paths to avoid power lines when moving grain augers and other machinery.
- Call before you dig. In Minnesota call **800-252-1166**.

  
**OTTER TAIL**  
POWER COMPANY





***On***  
***for safety***

**Don't let electrical accidents crop up  
this harvest season**

Follow these safety tips:

- Know the location of overhead power lines.
- Map out paths to avoid power lines when moving grain augers and other machinery.
- Call before you dig. In North Dakota call **800-795-0555**.

**OTTER TAIL**  
POWER COMPANY





***On***  
***for safety***

**Don't let electrical accidents crop up  
this harvest season**

Follow these safety tips:

- Know the location of overhead power lines.
- Map out paths to avoid power lines when moving grain augers and other machinery.
- Call before you dig. In South Dakota call **800-781-7474**.

**OTTER TAIL**  
POWER COMPANY



**On**  
*for safety*

**Plan ahead for a safe harvest season**

Harvest is often a hectic time for farmers. More workers, large equipment, and tight schedules increase the potential for accidents and injuries. Otter Tail Power Company offers these tips for a safe harvest season.

- Take note of overhead power lines with your workers before you get in the field.
- Pay special attention when hoisting augers and truck boxes or when folding tillage equipment for transport.
- Always have a spotter when moving large equipment near power lines.

**Look up, down, and around  
before you start working.**

[www.otpc.com](http://www.otpc.com)





**On**  
**for safety**

It's easy to get overloaded during the holidays. Lighten the load for a happy and safe holiday.





***On***  
***for safety***

**It's easy to get overloaded during the holidays.** Keep your holidays bright and safe by using extra care around electricity.

- Don't overload circuits or run cords under rugs or furniture.
- Always turn off electric decorations before you go to sleep.
- Toss out decorations with worn or frayed cords.

**For additional safety tips, visit [www.otpc.com](http://www.otpc.com).**

**OTTER TAIL**  
POWER COMPANY



***On***  
***for you***

Play sports the way you  
use electricity—safely.

[www.otpc.com](http://www.otpc.com)

**OTTER TAIL**  
POWER COMPANY

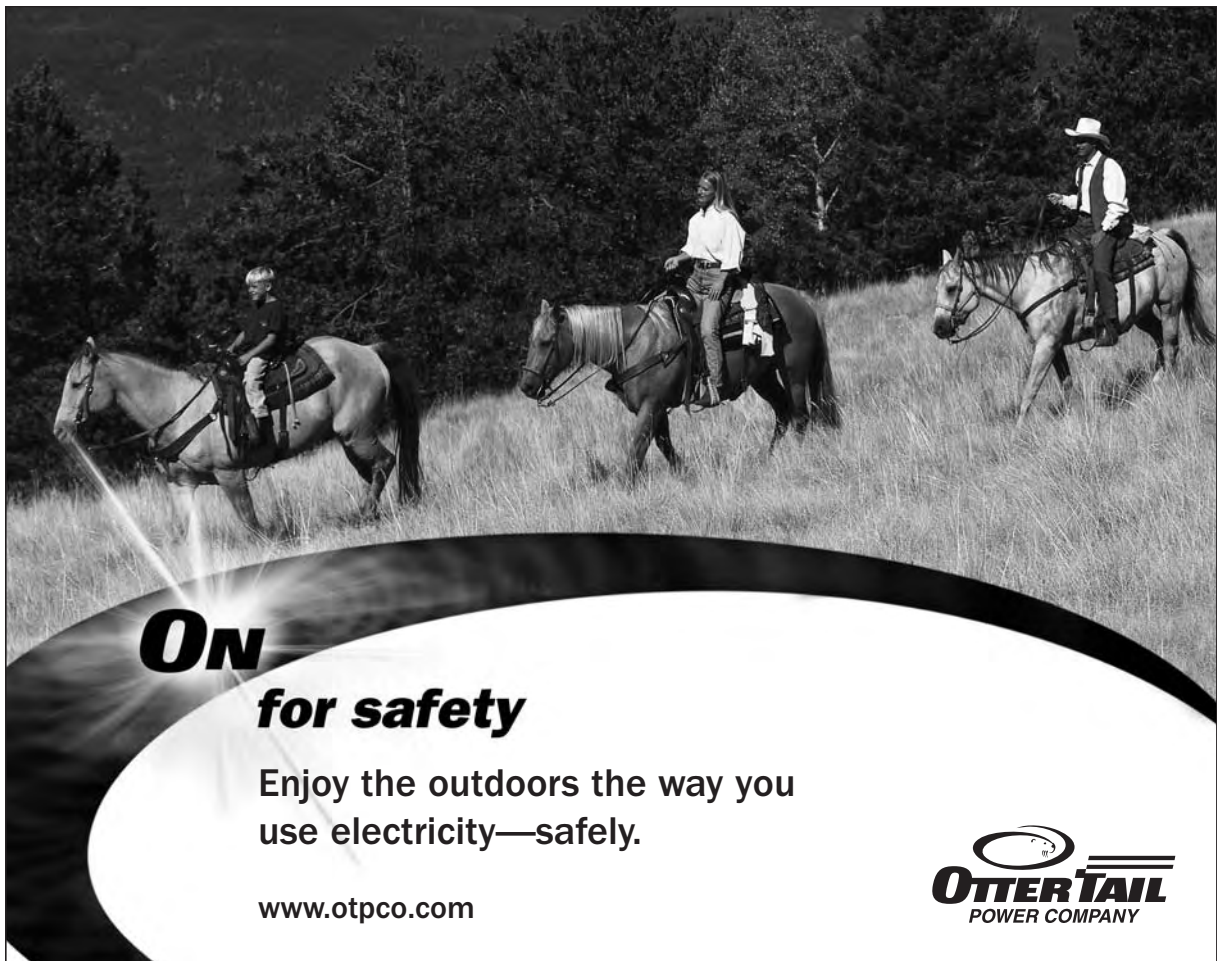


***On***  
***for safety***

Enjoy the outdoors  
the way you use  
electricity—safely.





A black and white photograph of three people riding horses through a grassy field. In the foreground, a large, stylized graphic of an electrical plug is superimposed, with a bright light emanating from its tip. The plug's body is white with a black outline, and its cord extends towards the bottom left. The background shows a line of trees under a clear sky.

***On***  
***for safety***

Enjoy the outdoors the way you  
use electricity—safely.

[www.otpc.com](http://www.otpc.com)

**OTTER TAIL**  
POWER COMPANY

A black and white photograph of two young boys in a large inflatable raft, smiling and holding onto the sides. They are on a river with white water rapids. In the foreground, a large, dark, curved shape, possibly a power line or a bridge structure, is visible, with a bright light reflecting off its surface. The overall scene conveys a sense of outdoor recreation and safety.

***On***  
***for safety***

Enjoy the outdoors  
the way you use  
electricity—safely.

**OTTER TAIL**  
POWER COMPANY







***On***  
***for safety***

Help kids enjoy holiday  
baking the way they use  
electricity—safely.





***On***  
***for safety***

- Play with kites, balloons, and other flying toys in open areas far away from power lines.
- Stay away from utility poles and other electrical equipment.
- Climb trees and build tree houses away from power lines.
- Call 911 or Otter Tail Power Company at **800-257-4044** if you notice a fallen or low-hanging power line.

**OTTER TAIL**  
POWER COMPANY



***On***  
***for safety***

Enjoy the season the way  
you use electricity—safely.





***On***  
***for safety***

Enjoy the season the way  
you use electricity—safely.

**OTTER TAIL**  
POWER COMPANY





***On***  
***for safety***

Help children enjoy the  
season the way you've  
taught them to use  
electricity—safely.

  
**OTTER TAIL**  
POWER COMPANY



***On***

***for health and safety***

**You have the power**

You know that smoking is unhealthy for many reasons. But learning to say **NO** is the *one* way to avoid getting started. Use your power to say no.

  
**OTTER TAIL**  
POWER COMPANY



**On**

**for safety**

*Warm up a chilly room safely*

Space heaters can warm up a chilly room in no time. For added safety, follow these tips:

- Keep children, pets, and flammable materials at least three feet away.
- Never leave a space heater unattended.
- Use only those models that have heating-element guards and an automatic shut-off feature.

  
**OTTER TAIL**  
POWER COMPANY




## Stay **safe** this summer

Smell hotdogs grilling in the parking lot. Hear the hollow echo of a bat hitting a ball. Baseball season is here. And that means storm season is here as well. Don't let a thunderstorm throw you a curve ball.

### **Stay safe by following these tips:**

- Take shelter in a sturdy building.
- Use your cell phone, not a corded phone, to report emergencies.
- Wait to use the shower or bathtub.
- Unplug appliances.
- Contact your local utility if you notice a downed power line.






***On***  
***for safety***

**Weathering the storm**

Lightning, like electricity, is a powerful energy source. To help stay safe during thunderstorms, follow these tips:

- Call us at 800-257-4044 to report an outage or a downed power line.
- Take shelter in a sturdy building.
- Use a cellular phone instead of a corded phone.
- Wait to use the shower or bathtub.
- Unplug appliances.

**OTTER TAIL**  
POWER COMPANY

**Otter Tail Power Company**  
**Back to school safety message**  
**30-second radio ad**

Preparing young children for school is an exciting time. As the children in your life scurry off to school this fall, take a few minutes to walk them through these bus safety tips:

- Wait for the bus in a safe place, away from traffic and the street.
- Stay away from the bus until it comes to a complete stop and the driver signals you to enter.
- Use the handrail when you get on and off the bus.
- Take ten giant steps away from the bus when you exit so the driver can see where you are.
- Always keep a safe distance between you and the bus.

Otter Tail Power Company—***ON** for safety.*

## Safety

OTPC\_Beet Harvest Safety \_ RADIO  
:30 Seconds

Otter Tail Power Company reminds you to be careful this harvest season. Sugar beet trucks are on the roads, entering and exiting the fields and piler stations. If you're following a beet truck, be patient and keep a safe distance. Sugar beet haulers - watch your surroundings and stay at least ten feet away from power lines. Always look overhead and check for power lines before lifting and lowering your truck box. Don't overload your truck, and follow the rules of the road, including stopping at stop signs. Let's make this a safe harvest for everyone. This safety message brought to you by Otter tail Power Company.

Otter Tail Power Company  
:30 radio – “Pay attention now or *pay* later”

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ANNC: Every year uncontrolled ditch and field burns damage or destroy electric utility poles. Your friends at Otter Tail Power Company remind you to pay attention to controlled burns now—or pay later.

ANNC: An out-of-control fire can cost you an average of thirty-five hundred dollars for every damaged utility pole. But you don't have to get burned. Trench around poles and structures, continuously monitor fires, and have enough people on hand to keep fires under control.

ANNC: Otter Tail Power Company—**On** for safety.

*This file contains three scripts:*

1. *Outdoor electrical safety*
2. *Indoor electrical safety*
3. *Kids' electrical safety*

## 1. Outdoor electrical safety

Each year hundreds of people die and thousands are injured from electrical accidents. During Electrical Safety Month, Otter Tail Power Company wants to help reduce these numbers by urging you to follow these safety tips when working outdoors:

- After washing your vehicle, move it to a dry location before using the vacuum.
- Always contact your state's one call center before you dig.
- Never use electric lawn mowers or power tools in wet conditions.
- Stay at least 10 feet away from power lines when cleaning, painting or repairing your home.

Otter Tail Power Company, **ON** for safety.

## 2. Indoor electrical safety

May is Electrical Safety Month. It's the perfect time to look around your home and teach your family some of the basic rules of electrical safety. Otter Tail Power Company encourages you to plug into safety by following these simple tips:

- Keep all electrical appliances away from water.
- Use a ground fault circuit interrupter wherever water and electricity may come into contact.
- Don't overload outlets or extension cords. Instead use power strips whenever possible.
- If you have a toddler, use outlet covers and keep cords out of reach.

Otter Tail Power Company, **ON** for safety.

### 3. Kids' electrical safety

Each year hundreds of people die from electrical accidents. During Electrical Safety Month, Otter Tail Power Company hopes to reduce this number by encouraging everyone to be safe around electricity. Help your kids play safely this summer by sharing these tips:

- Play with kites, balloons and other flying toys in open areas away from power lines.
- Never climb trees or build tree houses near power lines.
- Stay away from utility poles, transformers, and other electrical equipment.
- Call 911 if you notice a fallen power line.

Otter Tail Power Company, **ON** for safety.



Otter Tail Power Company  
Harvest Safety- Revised  
:30 Radio  
OTPC - 0708

---

Harvest is often a hectic time for farmers. More workers, large equipment, and tight schedules increase the potential for accidents and injuries. Otter Tail Power Company offers these tips for a safe harvest season.

Take note of overhead power lines with your workers before you get in the field.

Pay special attention when hoisting augers and truck boxes or when folding tillage equipment for transport.

Always have a spotter when moving large equipment near power lines.

Tag:  
Plan ahead for a safe harvest season.  
Otter Tail Power Company. On for you.

## Safety

OTPC-1204\_Holiday Safety\_RADIO  
:30 Seconds

ANNC: It's easy to get overloaded during the holidays, especially when it comes to electricity. Otter Tail Power Company wants you to keep the holidays bright by thinking safety first. Toss out decorations with old or frayed cords. Don't overload circuits or run cords under rugs or furniture. And keep in mind that even small holiday bulbs carry enough current to be dangerous. Lighten the load and stay safe.

ANNC2: Safety first. A holiday reminder from Otter Tail Power Company.

Lakes Radio  
PO Box 495  
Fergus Falls, MN 56538-0495

68558 OTPC/STEPHANIE HOFF  
Title/Mfg: 1023312  
Salesperson: MARILYN  
Air dates: ???? to 12/31/80  
Entered: 10/19/09 Kill: 12/31/80

Length: 30 seconds  
Cart:  
Prod 1: WEATHERSPOTTERS  
Prod 2:

Today's date: 2/1/10  
Station: Lakes Radio  
Co-op or Copy: Co-op

----- Copy -----

LISTEN TO THE LAKES RADIO POWER OF FIVE FOR YOU EVERY MORNING FOR YOUR WEATHER-EYE FORECASTS, AND THE LATEST REPORTS FROM THE OTTERTAIL POWER COMPANY WEATHER SPOTTER NETWORK, BROUGHT TO YOU BY THE OTTERTAIL WADENA COMMUNITY ACTION COUNCIL. YOU'LL HEAR THE LATEST WEATHER SPOTTER INFORMATION DIRECTLY FROM OUR LISTENERS AROUND THE REGION AND OUR LISTENING AREA.....TEMPERATURE, PRECIPITATION, AND ANY OTHER IMPORTANT INFORMATION. AND IN THE EVENT OF SEVERE WEATHER, YOU CAN RELY ON LAKES RADIO AND OTTERTAIL POWER COMPANY WEATHER SPOTTER NETWORK FOR UP TO THE MINUTE WEATHER CONDITIONS THROUGHOUT THE AREA, FROM YOUR BACKYARD TO MAJOR ROADWAYS AND BEYOND. THE OTTERTAIL POWER COMPANY WEATHER SPOTTER NETWORK ON LAKES RADIO, BROUGHT TO YOU BY THE OTTER TAIL WADENA COMMUNITY ACTION COUNCIL.

**CUSTOMER INFORMATION  
ADVERTISING**

## Analyze your energy use online



## Discover what's behind the numbers

*Wouldn't it be great to be able to figure out which new appliances would lower your energy costs? Or to pinpoint why your electric bill has changed? You can.*

### Bill analyzer provides answers

Bill analyzer, a new online tool, lets you investigate all aspects of energy use—and find ways to save. It includes:

- **Bill center** — Amount due, due date, last payment, and graphs give a quick snapshot of your account.
- **Bill highlights** — Shows you factors that appear to have changed your bill.
- **Bill history and analysis** — With 25 months of history, you can compare statements from any two billing cycles.
- **Home energy center** — Complete a home energy audit. Then create a plan to save energy.

To access bill analyzer just go to **www.otpc.com** and click on *Register now!*\*

Already registered? Sign in and get started today.

\*You'll need your current service statement.



**1<sup>st</sup> prize:** Energy Star-qualified  
32-inch LCD HD television

**2<sup>nd</sup> prize:** \$200 Otter Tail Power Company  
Energy Gift Certificate

- To be eligible to win, complete the *Home profile* in the Bill Analyzer tool on our web site [www.otpc.com](http://www.otpc.com) by December 18. (You must complete all three sections.)
- View a report summarizing your energy use and suggesting steps that will save energy.

Complete your *Home profile* now for a great chance to win! Just go to [www.otpc.com](http://www.otpc.com) and log in or Register now!\*



\*You'll need your current service statement.

## Steps to complete the Home profile on www.otpc.com

The screenshot shows the Otter Tail Power Company website. On the left is a navigation menu with sections: 'My account' (Bill history, Bill analyzer, View or pay my bill, Payment history, Bill inserts), 'My home' (Home profile, Improve my home, Find ways to save, Learn about energy, Save energy and money), and 'Update my registration' (Add another account, Change email address, Request service, Buy green energy). The 'My home' section is highlighted with a green box and a line pointing to step 3. The main content area shows a 'BILL ANALYZER' section for a user at 123 SOME STREET, FERGUS FALLS, MN 56537. Below this are tabs for 'Home Profile', 'My Appliances', and 'My Energy Bills'. The 'Home Profile' tab is active, showing a 'My home energy center' with a progress bar for '1 Home Profile', '2 Appliance Analysis', and '3 Find Savings'. A 'Find Savings' button is visible. At the bottom, there's a section for 'Top ways to save in my home' with a table showing 'Opportunities', 'Annual savings', and 'Annual Total Energy Use'.

1. Log in or register to use our web site with your residential account.
2. Follow the *Analyze your bill* link from the Welcome page.
3. Click on the *My home* link.
4. Complete these three sections to receive a report filled with energy-saving ideas, and you're registered to win!

**My home energy center**  
To maximize your savings, continue analyzing by going to [Find ways to save](#) to find detailed savings opportunities for your entire home.

**1 Home Profile** **2 Appliance Analysis** **3 Find Savings**

Find out how you can save energy and reduce your bill.

[Find Savings](#)

Opportunities	Annual savings	Annual Total Energy Use
		16,347
		Aug. 11/09

**On for you**

MN 10/09






***On***  
***for conservation***

**Make sure your energy plan is sound  
before you break ground**

Building, remodeling, or adding on to your home this year? During the planning and design phase, you'll make decisions that will affect your energy costs for years. Our *New Construction Resource* packet can help you make wise energy choices.

Call our **Idea Center** at  
**800-493-3299** today.






**On**  
**for your future**

**Make sure your energy plan is sound  
before you break ground**

Building, remodeling, or adding on to your home this year? During the planning and design phase, you'll make decisions that will affect your energy costs for years to come. Our *New Construction Resource* packet can help you make wise energy choices.

Call our **Idea Center** at **800-493-3299**  
today to receive your free packet.






***On***  
***for your future***

**Energy-efficient construction**

*Building or remodeling?* Make sure you have a solid energy game plan. Call our **Idea Center** at **800-493-3299** and request your free *New construction* resource packet.

  
**OTTER TAIL**  
POWER COMPANY




***On***  
***for you***

**Helping you see the light**

If you plan to move to the area or spend the season at a cabin in our service territory, Otter Tail Power Company's *one number for service* makes it easy to turn on your electricity when you need it and turn it off when you don't. And you can use it to get answers to all of your electric service questions in between.

If a storm causes a power outage, call **800-257-4044** and count on us to restore your power quickly.



**OTTER TAIL**  
POWER COMPANY




***On***  
***for you***

**One number for service**

Our *one number for service* makes it easy to turn your electricity on when you need it and off when you don't. And you get answers to all of your electric service questions in between. Call **800-257-4044**.






**On**  
*for you*

**One web site. Many services.**

If you have a computer and Internet access, you have everything you need to take advantage of our convenient online services. One visit and you can:

- Pay your electric bill online with **ePay**.
- Power your home with wind energy by enrolling in **TailWinds**.
- Conduct a customized home energy audit.
- Establish, transfer, or discontinue your electric service.
- Report problems.

Just turn on your computer,  
go to **www.otpc.com**,  
and start clicking.



**OTTER TAIL**  
POWER COMPANY



***On***  
***for you***

**It's amazing what you can do online!**

Pay your monthly electric statement, purchase wind power, start or transfer your electric service, conduct a home energy audit, receive load-control and other email alerts, and more!

Just turn on your computer, go to **[www.otpc.com](http://www.otpc.com)**, and start clicking.



## **FINANCIAL ADVERTISING**





**DollarSmart financing  
for new efficient  
electric technologies**

Electric heating and cooling applications, complete dual-fuel systems, electric water heaters, and more!





**Affordable** 8.5% interest rate for qualifying customers.

*Minnesota customers may qualify for a 2.9% interest rate as part of the Minnesota Conservation Improvement Program.*

**Flexible** terms varying from 12 to 60 months.

**Convenient** payments added to your monthly electric service statement.

For more information call  
Customer Service at **800-257-4044**  
or visit **[www.otpc.com](http://www.otpc.com)**.

*DollarSmart financing may not be used  
to finance general household appliances.*

4/09

**ePay**  
**Easy as pie!**



**for you**





- Pay your monthly electric bill from your bank account with a few mouse clicks or a phone call.
- Access past or current billing information anytime.
- Schedule payments one month at a time or sign up for automatic payments.
- Manage multiple accounts (home, business, cabin) from your desktop.
- Avoid misplaced bills, late payments, and writing and mailing checks.
- Combine ePay with our Even Monthly Payment (EMP) plan to help manage your monthly budget.

**ePay is safe and secure.  
And best of all, it's FREE!**

Visit us at **www.otpc.com**  
to enroll in ePay today.

To learn more about EMP  
call **800-257-4044**.

7/09

# *Even Monthly Payment*

Simplify budgeting all year



**On**  
for you



### Equal billing with EMP

- Even Monthly Payment (EMP) averages your electric service statements over 12 months.
- Your payments are the same each month!
- EMP doesn't affect the amount of electricity you use or the rate you pay.
- Your account is reviewed three times a year and adjusted for significant changes.
- EMP is free.
- If it doesn't work for you, you can return to conventional billing at any time.

To sign up now or  
for more information call  
**800-257-4044.**



9/09

## **DEMAND-SIDE MANAGEMENT ADVERTISING**

The advertisement features a background image of a white electric water heater with a control panel. A large, stylized red swoosh graphic curves across the lower half of the image. The text "New rebates on electric water heating" is centered in a bold, black, sans-serif font. Below this, the words "On for you" are written in a red, italicized, sans-serif font, with "On" on the line above "for you". At the bottom center is the Otter Tail Power Company logo, which includes a stylized circular icon above the words "OTTER TAIL" in a bold, sans-serif font, with "POWER COMPANY" in a smaller font below it.

**New rebates  
on electric  
water heating**

***On  
for you***

  
**OTTER TAIL**  
POWER COMPANY



### **\$200 rebates**

Install an 80-gallon or larger water heater with a minimum of 90 percent efficiency on off-peak service to qualify.

#### **Choose from several rate options**

- Select our off-peak water-heating rate, which is one-third to one-half the standard price of electricity.
- Install your water heater on the same electrical service as your off-peak heating system and get the same low rate.
- Simplify wiring requirements by connecting our radio receiver to your water heater and receive a credit on your electric service statement each month.

Rebates also are available for commercial systems.

***To receive rebates, receipts that include the manufacturer and model number or efficiency rating are required.***

For more information, call our  
**Idea Center at 800-493-3299.**



2/09




**TAKE CHARGE**  
with RESIDENTIAL  
DEMAND CONTROL

Special offer to  
our Minnesota  
customers

**On**  
*for reliability*

**OTTER TAIL**  
POWER COMPANY



## TAKE CHARGE of your energy use with RDC

Residential Demand Controlled (RDC) is a special control service rate that enables customers to pay up to 30 percent less for electricity.

And now, through the Minnesota Conservation Improvement Program, we are able to offer qualifying customers:


- A free residential demand control unit.
- A \$300 rebate on wiring costs.
- 12 months of free warranty service on the RDC unit.

To qualify, you must be new to the RDC rate **and** either be adding a minimum of 10 kilowatts of electric heat **or** currently heating with electricity and have used at least 15,000 kilowatt-hours in the past year. Other requirements also apply.

### How does RDC work?

1. Install an RDC system and choose a demand level. We recommend 3 kilowatts or higher.
2. Decide which appliances and electric systems (clothes dryer, electric heat, water heater, etc.) will be shut off temporarily during control periods.
3. When energy control is needed, we send a radio signal to your RDC device that shuts off your preselected items to reach your desired demand level.
4. If additional load must be dropped to reach your preset demand level, a signal alerts you to turn off other household items.
5. When energy control no longer is needed we send another radio signal, and the RDC device restores service to your appliances and systems.





Residential Demand Control puts you in  
control of your electricity use.

To learn more, call  
our **Idea Center** at **800-493-3299**  
or visit **[www.otpc.com](http://www.otpc.com)**.



5/09



**On**  
*for you*

**Thermal storage**  
Capture the warmth



## Comfort when you need it

Thermal-storage systems release stored heat to keep your home warm and comfortable on the coldest winter days. And they qualify for off-peak rates that will keep your heating costs manageable.

### Choose from several options:

- Cozy underfloor systems
- Efficient central-storage furnaces
- Convenient room units

Paired with an air-source heat pump, thermal storage creates one of the most energy-efficient heating systems available. And you benefit from summertime cooling, too!

Generous rebates are available on qualified thermal-storage systems.



For details, call our  
**Idea Center** at  
**800-493-3299**.



*Dual Fuel*

Combine your fossil fuel furnace  
with a new, efficient electric heating  
system for a partnership that  
provides manageable heating costs.

**On**  
*for reliability*

**OTTER TAIL**  
POWER COMPANY

## Dual fuel

### Choose a rock-solid partner and save

It's easy to find the right electric heating option for your space.

Current heating system	Best electric option*	Description	Advantage
Forced-air with ductwork	Plenum heater and air-source heat pump combination	The heat pump provides most of your high-efficiency heating while the plenum heater helps ensure your comfort during the coldest winter weather.	Save money and energy. Gain summertime cooling.
	Plenum heater	Installed where the existing furnace and the ductwork system meet; air warms as it flows over heating elements inside the plenum.	Low-cost whole-house solution.
Fossil fuel boiler	Electric boiler	Compact; heats water distributed to radiators, hydronic baseboards, or underfloor hydronic heating system.	Easily connects into existing piping system.
If you have areas that aren't heated well, supplemental electric heat installed as part of a dual-fuel system can help keep every room comfortable.	Electric baseboard	Units are installed near the floor.	Low up-front cost; provides zoned heating.
	Cove heat	Radiant heaters are installed near the ceiling.	Provides zoned heating; units are safely removed from drapes, furniture, and children.
	Ceiling panels	Radiant panels embedded with heating cables are installed in the ceiling.	Radiant heat provides instant, sunshine-like comfort.
For even greater savings, water-heating equipment also may be added to the dual-fuel rate when metered and controlled as part of a dual-fuel heating system.			

\* Electric heating applications may require electric service and wiring upgrades.





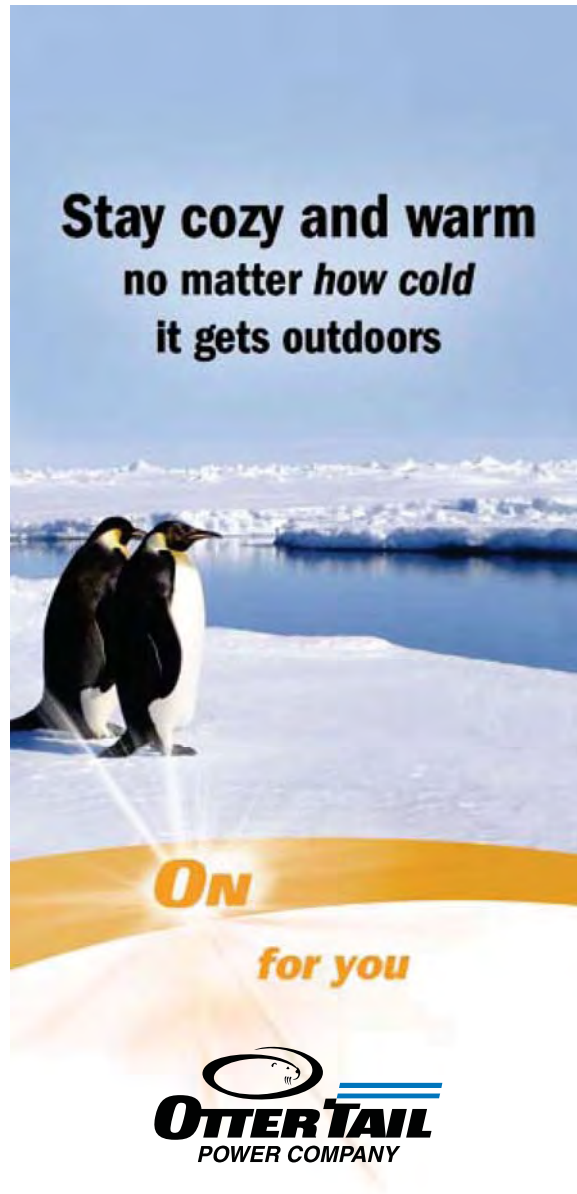
Let us help you plan the right dual-fuel  
system for your home or business.

Call our **Idea Center**  
at **800-493-3299**.



[www.otpc.com](http://www.otpc.com)

8/09



## Thermal storage

Imagine being enveloped in cozy warmth, even in the coldest conditions, **and** saving on your heating costs at the same time. That's the warmth thermal-storage systems provide.

By storing heat during off-peak hours, you qualify for discounted off-peak rates that can save you hundreds of dollars a year.

### Choose from several electric options:

- Underfloor heat storage
- Central heat-storage furnace
- Individually controlled room units

Building or remodeling next year? Now is the time to consider thermal-storage systems.



**Generous rebates** are available on qualified thermal-storage systems.

For details, call our **Idea Center** at **800-493-3299**.



## **Controlled-service rates**

Gain more control over your energy dollar



## Gain more control over your energy dollar with controlled-service rates

Save money and enjoy the benefits of electricity when you install qualifying electric systems that take advantage of our many discounted controlled-service rate options.

### Dual fuel

Qualify for a discounted rate that is less than half the standard price per kilowatt-hour when you use electricity as your primary heating source and a fossil fuel system as backup.

### Residential demand control

Reduce your electricity costs by 30 percent or more when you manage your household energy use with the help of RDC.

### Deferred load

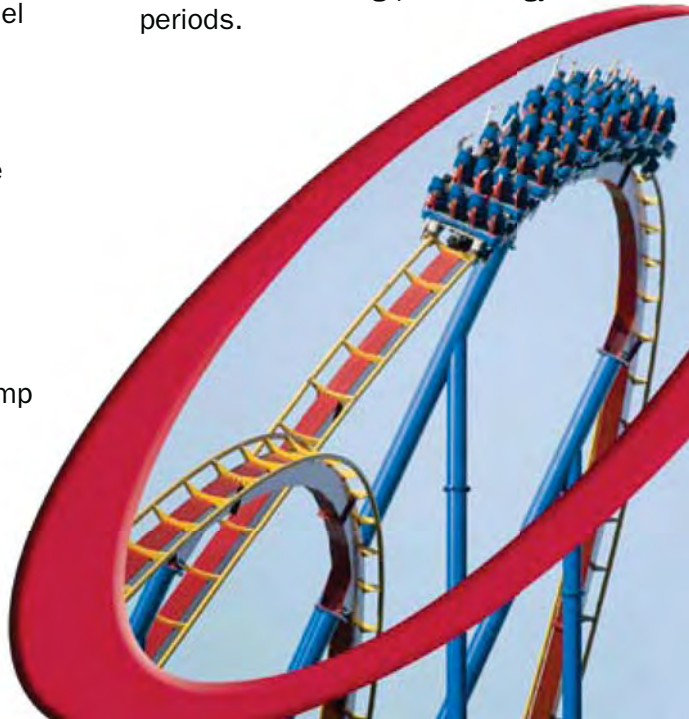
Cut your energy costs by 30 percent or more when you recharge your heat-storage system and use your heat pump system during off-peak periods. Get manageable heating costs and cozy warmth.

### Fixed time of delivery

Cut your energy costs by more than half when you recharge your heat-storage system overnight. That's big savings! Systems must be appropriately sized.

### Controlled water heating

Get all the hot water you need **and** save money when you allow us to control your water heater during peak energy-use periods.





**The right rate +  
the most efficient system =  
manageable energy costs**

To learn more, call our  
**Idea Center** at **800-493-3299**  
or visit  
**[www.otpc.com](http://www.otpc.com)**.



# *Dual Fuel*

Combine your fossil fuel furnace with a new, efficient electric heating system to create a lasting partnership that provides manageable heating costs.

**On**  
*for reliability*

**OTTER TAIL**  
POWER COMPANY

## Dual fuel

### ***Choose a rock-solid partner and save***

A common option is to install an electric plenum heater with your existing forced-air heating system. In a typical home this dual-fuel system will cost about \$2,500. And with current heating oil, propane, and natural gas prices the system will pay for itself in the coming years.

Many electric heating options are available—and one will work for your home or business.



Let us help you find the right one.

Call our **Idea Center**  
at **800-493-3299**.

1/09





**Two heats are  
better than one**



**OTTER TAIL**  
POWER COMPANY

Add electric heat to your fossil fuel system and get the best of both worlds. When you combine a natural gas, propane, or fuel oil furnace with efficient electric heat, you will save hundreds of dollars each year.

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DFS.503.09




## **Warm up with the coolest rate.**

By installing a central thermal-storage system you can heat your home with OtterTail Power Company's low off-peak electric rate. Thermal storage is efficient and quiet. And while your home stays warm and cozy, you save money on your heating bills. For information or to have one installed, call today.



**OTTER TAIL**  
POWER COMPANY


TS.1003.07




***On***  
***for you***

**Are your floors as cold as  
an ice arena?**

Electric underfloor heat will keep your floors (and your feet) as cozy as the rest of your home. **DollarSmart** financing can make it easy on your budget. Call our **Idea Center** at **800-493-3299**.



**OTTER TAIL**  
POWER COMPANY



**Efficient water heating feels good**

Electric water heaters are safe and easy to install almost anywhere in your home. You'll never worry about exhaust fumes or combustion. And efficient electric water heating with Otter Tail Power Company's off-peak rates will save you money. For information, call us today.

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**OTTER TAIL**  
POWER COMPANY

WH.1100.09

## Shower yourself with savings



Electric water heaters provide you with dependable hot water for warm showers, and all of your other hot water needs. And they save you money when you take advantage of Otter Tail Power Company's off-peak rates. Call today and start saving.

**OTTER TAIL**  
POWER COMPANY

WH.1105.09

Client: 60089 OTTERTAIL POWER/FF  
For: CONTROLLED RATES 30 seconds  
Begin: 11/30/09 End: 12/27/09  
CONTROLLED RATES

Looking to save money on your utility bills? Take advantage of Otter Tail Power Company's controlled-service rates! Energy control represents a partnership between Otter Tail Power Company and its customers—helping to manage system demand when energy use is high, avoid high-priced energy purchases, and keep rates affordable. And you benefit with an electric rate that can help you save hundreds of dollars a year! Stop by your local Customer Service Center and ask about off-peak rate options from Otter Tail Power Company today.

**Dual fuel**

DFS.507RS.09

What makes a perfect couple? Some would say it's being in sync with one another and working toward a common goal. That's what a dual-fuel heating system does. By adding electric heat and using another heating option like a fuel oil or natural gas system as your back up, you'll save hundreds of dollars a year with off peak electricity from Otter Tail Power Company. Call \_\_\_\_\_ in \_\_\_\_\_ to discuss all the options. And now that fossil fuel prices have spiked, you'll save even more with an electric dual-fuel system. Call \_\_\_\_\_ in \_\_\_\_\_ today.

**Dual fuel**

DFS.508RS.09

Diversification is the key to any good investment strategy. And that goes for the investment you have in your home heating system as well. Adding a flameless electric heating option in your home can save you money with Otter Tail Power Company's low dual-fuel rate. Plus, diversifying your heating system will help your existing furnace, which becomes your backup, to last longer. Visit \_\_\_\_\_ in \_\_\_\_\_ to learn more about investing in an electric heating system for your home. Or give them a call at \_\_\_\_\_.



**Dual fuel**

DFS.509RS.09

You've heard that two heads are better than one. It's the same with a dual-fuel heating system. Invest in a clean, efficient electric heating solution from \_\_\_\_\_ in \_\_\_\_\_ and make your home's current furnace a back up unit. There is an electric heating option to work with any existing system. And you'll save money with Otter Tail Power Company's low dual-fuel rate for many years. Visit the folks at \_\_\_\_\_ to discuss the best dual-fuel option for your home.

**Dual fuel**

DFS.510RS.09

Fossil fuel prices are up. \_\_\_\_\_ in \_\_\_\_\_ can show you how to add efficient, clean, electric heat, and use your existing furnace as a back up. You'll save money with the low dual-fuel rate from Otter Tail Power Company, and financing is available. Call \_\_\_\_\_ in \_\_\_\_\_ to find out about electric dual-fuel heating options such as \_\_\_\_\_ and \_\_\_\_\_. Call today at \_\_\_\_\_ to discuss the best dual-fuel option for your home.

**Dual fuel**

DFS.511RS.09

Add electric heat to your fossil fuel system and free yourself from high oil, propane, or natural gas prices. Use clean electricity as the primary heat source and save money with Otter Tail Power Company's low dual-fuel rate. Use your existing furnace as back up. Financing is available. Call \_\_\_\_\_ in \_\_\_\_\_ today for more information on the best dual-fuel options for your home.

**Thermal storage**

TS.1007RS.09

When is using thermal storage a good idea for heating your home? Anytime! If you're building a new home, install underfloor heat storage before the concrete is poured. If you're replacing your furnace, install an efficient central thermal-storage system. Just adding on? A thermal-storage room unit is a perfect fit. And all thermal-storage options qualify for Otter Tail Power Company's low off-peak rates. Call \_\_\_\_\_ in \_\_\_\_\_ today and find out which thermal storage option works best for you.

**Water heating**

WH.1106RS.09

Want efficient water heating that feels good? Go electric. Electric water heaters are safe and easy to install almost anywhere in your home. You'll never worry about exhaust fumes or combustion. And by using efficient electric water heating on Otter Tail Power Company's off-peak rates you'll save money. Now that's water heating that feels good. Call \_\_\_\_\_ in \_\_\_\_\_ for more information on all the benefits of electric water heating.

**Water heating**

WH.1107RS.09

Did you know about 13 percent of your home's energy dollar is used to heat water? That's why it's so important to have an efficient water heater. Electric water heaters are more than 90 percent efficient. And a flameless electric water heater is clean, safe, and easy to maintain. Call \_\_\_\_\_ in \_\_\_\_\_ and ask about how you can lower your water-heating costs with electricity. You'll save even more when you take advantage of one of Otter Tail Power Company's low off-peak rates. Call \_\_\_\_\_ today.

**Water heating**

WH.1108RS.09

Ever run out of hot water in the middle of a shower? Want to make sure you never do? Replace your water heater with a high efficiency, dependable electric unit from \_\_\_\_ in \_\_\_\_\_. An electric water heater can be installed just about anywhere in your home without worrying about fuel lines or combustion by-products. And with Otter Tail Power Company's low off-peak rates, a family of four can enjoy all the benefits of electric water heating for about \$25 a month. For details, call \_\_\_\_ in \_\_\_\_\_. Quick, before the hot water runs out!

## Water heating

WH.1109RS.09

The best time to realize that you need a new water heater isn't while you're in the shower. It's now. And \_\_\_\_\_ in \_\_\_\_\_ can help you realize what a good deal an electric water heater can be. Clean, efficient, dependable, electric water heaters not only save you from cold showers and baths, but also save you money with Otter Tail Power Company's off-peak rates. And they can be installed easily almost anywhere in your house.

Call \_\_\_\_\_ in \_\_\_\_\_ at \_\_\_\_\_ to find out more about clean, efficient electric water heating.



**Water heating**

WH.1110RS.09

Maybe it's time to dump your old flame. There's no need to put up with an unreliable, inefficient water heater any longer. Call \_\_\_\_\_ in \_\_\_\_\_ to find out about a high efficiency electric water heater. Electric water heaters are up to 94% efficient, safe, and can be installed almost anywhere in your home. You save money by taking advantage of Otter Tail Power Company's low off-peak rates. There are also rebates available on qualified models. Call \_\_\_\_\_ today and dump that old flame.

**Otter Tail Power Company**  
**INTERCOMPANY TRANSACTIONS - CORPORATE COSTS**  
**For the Test Year Ended December 31, 2009**

**Schedule H-4**  
**Page 1 of 2**

Line No.	FERC Acct. #	(A) Description	(B) Amounts Charged to OTP from Corporate (OTC)	(C) Allocation Factor	(D) Allocation Percentage	(E) South Dakota Amount
1	912	Demonstrating and Selling Expenses				
2		Various Support Groups from OTC	<b>6,250</b>	C1	8.454538%	<b>\$528</b>
3						
4	920	Administrative and General Salaries				
5		Various Support Groups from OTC	<b>2,308,025</b>			<b>\$220,834</b>
6		Production @ 35.85%	849,584	OXPD	9.957460%	84,597
7		Transmission @ 14.84%	325,201	D2	9.815717%	31,921
8		Distribution @ 25.98%	577,929	OXD	9.751435%	56,356
9		Customer Accounts @ 17.85%	413,136	OXC	8.699288%	35,940
10		Customer Service & Info @ 5.48%	142,174	C1	8.454538%	12,020
11						
12	921	Office Supplies and Expenses				
13		Various Support Groups from OTC	<b>1,451,813</b>			<b>\$140,471</b>
14		Production @ 35.85%	534,993	OXPD	9.957460%	53,272
15		Transmission @ 14.84%	215,449	D2	9.815717%	21,148
16		Distribution @ 25.98%	377,181	OXD	9.751435%	36,781
17		Customer Accounts @ 17.85%	259,149	OXC	8.699288%	22,544
18		Customer Service & Info @ 5.48%	79,559	C1	8.454538%	6,726
19						
20	923	Outside Services Employed				
21		Audit, Legal, Consultants, Etc.	<b>1,108,924</b>	NEPIS	9.810446%	<b>\$108,790</b>
22						
23	924	Property Insurance				
24		OTC Insurance Expense	<b>74,181</b>	NEPIS	9.810446%	<b>\$7,277</b>
25						
26	925	Injuries and Damages				
27		OTC Insurance Expense	<b>54,539</b>	NEPIS	9.810446%	<b>\$5,350</b>
28						
29	930.1	General Advertising Expenses	<b>\$2,656</b>	C1	8.454538%	<b>\$225</b>
30						
31	930.2	Miscellaneous General Expenses	<b>424,535</b>	P90	9.571120%	<b>\$40,633</b>
32						
33	931	Rents	<b>(11,566)</b>	P90	9.571120%	<b>(\$1,107)</b>
34						
35	935	Maintenance of General Plant	<b>126,593</b>	P90	9.571120%	<b>\$12,116</b>
36						
37		TOTAL	<b>\$5,545,949</b>			<b>\$535,118</b>

**Note:**

The expenses are a combination of direct charges to OTP and an allocation of costs. All costs are pushed down to OTP at the cost incurred by Otter Tail Corporation without any additional fees. The allocation method used is described in the Corporate Allocation Manual (Exhibit\_\_(PJB-1), Schedule 1) discussed in the Direct Testimony of Mr. Peter Beithon.

Otter Tail Power Company  
INTERCOMPANY TRANSACTIONS  
For the Test Year Ended December 31, 2009

Schedule H-4  
Page 2 of 2

Line No.	(A) FERC Acct. #	(B) Description	(C) 2009
1	417	Revenues from nonutility operations	\$1,339,983
2			
3	417.1	Expenses of nonutility operations	806,539
4	417	Net	\$533,444