

Otter Tail Power Company
South Dakota Retail Jurisdiction

II. OPERATING INCOME

Line	<u>2013</u> <u>Total OTP</u>	<u>2013</u> <u>SD Juris</u>	<u>2012</u> <u>SD Juris</u>	<u>Annual</u> <u>Change</u>
<u>Operating Revenues</u>				
1 Residential	\$113,434,252	\$10,318,985	\$9,383,930	9.96%
2 Commercial	174,340,904	18,214,014	17,838,711	2.10%
3 Industrial	30,622,272	0	0	
4 Streetlighting	3,427,477	374,590	368,332	1.70%
5 OPA	<u>2,768,207</u>	<u>253,248</u>	<u>239,831</u>	<u>5.59%</u>
6 Total Retail	\$324,593,112	\$29,160,838	\$27,830,804	4.78%
7 Other Operating Revenue	<u>25,481,794</u>	<u>1,916,951</u>	<u>2,310,813</u>	<u>-17.04%</u>
8 Total Revenue	<u>\$350,074,906</u>	<u>\$31,077,789</u>	<u>\$30,141,617</u>	<u>3.11%</u>
<u>Operating Expenses</u>				
9 Production	\$141,254,993	\$13,297,755	\$12,968,007	2.54%
10 Transmission	21,045,555	1,927,800	1,595,454	20.83%
11 Distribution	16,698,686	1,612,270	1,520,469	6.04%
12 Customer Accounting	13,422,288	1,209,547	1,126,042	7.42%
13 Customer Service and Information	7,850,218	230,274	238,868	-3.60%
14 Sales	622,807	35,577	31,864	11.65%
15 Admin & General	38,909,525	3,706,557	3,128,313	18.48%
16 Charitable Contributions	102,618	0	0	0.00%
17 Depreciation & Amortization	43,201,126	4,073,573	4,029,562	1.09%
18 Amortization of Big Stone Plant Capitalized Costs	0	0	0	0.00%
23 Spiritwood Amortization	0	0	0	0.00%
24 Other General Taxes	11,305,254	992,543	1,022,525	-2.93%
25 Income Tax	<u>663,792</u>	<u>(642,837)</u>	<u>(638,636)</u>	<u>0.66%</u>
25 Total Expenses	<u>\$295,076,861</u>	<u>26,443,058</u>	<u>25,022,468</u>	<u>5.68%</u>
26 Allowance for Funds Used During Construction	\$2,825,171	0	0	0
27 Regulated Operating Income	<u>\$57,823,216</u>	<u>\$4,634,731</u>	<u>\$5,119,149</u>	<u>-9.46%</u>