

**SOUTH DAKOTA ENERGY EFFICIENCY PLAN - 2014
OTTER TAIL POWER COMPANY
Incentive Calculation**

APPENDIX A, TABLE 4

Calculated Incentive Based on Pre-Year Inputs

1 Original EEP Expense Budget	\$353,000
2 Original EEP Expense Budget multiplied by 30%	\$105,900

Calculated Incentive Based on Post-Year Inputs

3 Actual EEP Expenses	\$351,483
4 Actual EEP Expenses multiplied by 30%	\$105,445

5 Financial Incentive: lesser of lines 2 and 4.	\$105,445
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