

Otter Tail Power Company
South Dakota Retail Jurisdiction

II. OPERATING INCOME

Line	<u>2015 Total OTP</u>	<u>2015 SD Juris</u>	<u>2014 SD Juris</u>	<u>Annual Change</u>
<u>Operating Revenues</u>				
1 Residential	\$116,279,072	\$10,503,564	\$10,890,000	-3.55%
2 Commercial	188,186,854	21,402,907	20,290,110	5.48%
3 Industrial	48,549,754			
4 Streetlighting	3,670,700	394,457	384,294	2.64%
5 OPA	3,097,479	278,763	278,281	0.17%
6 Total Retail	<u>\$359,783,859</u>	<u>\$32,579,691</u>	<u>\$31,842,685</u>	2.31%
7 Other Operating Revenue	39,759,998	1,813,370	2,461,623	-26.33%
8 Total Revenue	<u>\$399,543,857</u>	<u>\$34,393,061</u>	<u>\$34,304,308</u>	0.26%
<u>Operating Expenses</u>				
9 Production	\$152,404,107	\$14,250,375	\$14,722,496	-3.21%
10 Transmission	28,105,079	2,744,589	2,279,038	20.43%
11 Distribution	15,514,291	1,489,600	1,583,992	-5.96%
12 Customer Accounting	12,791,342	1,135,538	1,196,427	-5.09%
13 Customer Service and Information	8,492,225	209,478	219,539	-4.58%
14 Sales	288,686	9,085	24,148	-62.38%
15 Admin & General	40,921,196	3,723,836	3,827,112	-2.70%
16 Charitable Contributions	178,377	0	0	0.00%
17 Depreciation & Amortization	44,677,098	4,170,627	4,089,312	1.99%
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	13,504,765	1,083,144	1,095,560	-1.13%
25 Income Tax	14,198,397	(88,483)	(440,167)	-79.90%
25 Total Expenses	<u>\$331,075,563</u>	<u>28,727,789</u>	<u>28,597,457</u>	0.46%
26 Allowance for Funds Used During Construction	\$2,026,122	0	0	0
27 Regulated Operating Income	<u>\$70,494,416</u>	<u>\$5,665,272</u>	<u>\$5,706,851</u>	-0.73%