

Otter Tail Power Company
South Dakota Retail Jurisdiction

II. OPERATING INCOME

Line		2016 Total OTP	2016 SD Juris	2015 SD Juris	Annual Change
	<u>Operating Revenues</u>				
1	Residential	\$114,534,750	\$10,358,796	\$10,503,564	-1.38%
2	Commercial	61,478,322	21,399,488	21,402,907	-0.02%
3	Industrial	188,642,935			
4	Streetlighting	3,706,984	391,082	394,457	-0.86%
5	OPA	2,991,507	278,904	278,763	0.05%
6	Total Retail	\$371,354,498	\$32,428,270	\$32,579,691	-0.46%
7	Other Operating Revenue	49,427,128	2,548,788	1,813,370	40.56%
8	Total Revenue	\$420,781,626	\$34,977,059	\$34,393,061	1.70%
	<u>Operating Expenses</u>				
9	Production	\$149,503,415	\$13,587,787	\$14,250,375	-4.65%
10	Transmission	31,941,843	2,932,897	2,744,589	6.86%
11	Distribution	16,790,846	1,597,231	1,489,600	7.23%
12	Customer Accounting	12,477,390	1,105,480	1,135,538	-2.65%
13	Customer Service and Information	10,418,471	231,978	209,478	10.74%
14	Sales	267,092	6,309	9,085	-30.55%
15	Admin & General	41,996,169	3,655,474	3,723,836	-1.84%
16	Charitable Contributions	162,148	0	0	0.00%
17	Depreciation & Amortization	50,551,060	4,709,563	4,170,627	12.92%
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	14,258,363	972,267	1,083,144	-10.24%
25	Income Tax	15,693,623	237,773	(88,483)	-368.72%
25	Total Expenses	\$344,060,420	29,036,759	28,727,789	1.08%
26	Allowance for Funds Used During Construction	\$1,351,771	0	0	0
27	Regulated Operating Income	\$78,072,977	\$5,940,299	\$5,665,272	4.85%