

Otter Tail Power
 2017 South Dakota Retail Revenue Summary -Revised

2) Summary-All Revenues – Revised

| Class | | | | | REVISD | REVISD |
|--|---------------|-------------|------------------|---------------|-----------------|------------------|
| | A | B | C | D | E | F |
| | = A+B+C | | | | = E-D | |
| | Billed Base | Unbilled | Bill Adjustments | Total Base | Normalized Base | Weather |
| | Revenue | Incremental | Revenue | Revenue | Revenue | Normalization TY |
| | | Revenue | Revenue | Revenue | | Adjustment |
| 1 RES (Residential) | \$ 5,965,633 | \$ 81,093 | \$1,377 | \$ 6,048,103 | \$ 6,162,092 | \$ 113,989 |
| 2 FAR (Farm) | \$ 424,303 | \$ (1,144) | \$77 | \$ 423,237 | \$ 430,379 | \$ 7,142 |
| 3 GS (General Service) | \$ 4,100,021 | \$ 1,792 | \$3,120 | \$ 4,104,933 | \$ 4,144,768 | \$ 39,835 |
| 4 LGS (Large General Service) | \$ 6,433,285 | \$ 18,801 | \$0 | \$ 6,452,086 | \$ 6,485,346 | \$ 33,260 |
| 5 IRR (Irrigation) | \$ 12,562 | \$ - | \$0 | \$ 12,562 | \$ 14,107 | \$ 1,545 |
| 6 LGH (Lighting) | \$ 471,615 | \$ 301 | -\$239 | \$ 471,676 | \$ 470,221 | \$ (1,454) |
| 7 OPA (Other Public Authority) | \$ 139,892 | \$ 409 | \$0 | \$ 140,301 | \$ 141,815 | \$ 1,513 |
| 8 CSW (Controlled Water Heating) | \$ 215,742 | \$ 128 | \$30 | \$ 215,900 | \$ 209,803 | \$ (6,097) |
| 9 CSI (Controlled Service Interruptible) | \$ 338,500 | \$ 5,085 | -\$19 | \$ 343,566 | \$ 353,260 | \$ 9,694 |
| 10 CSD (Controlled Service Deferred) | \$ 139,766 | \$ 2,404 | -\$21 | \$ 142,149 | \$ 148,866 | \$ 6,717 |
| 11 Totals | \$ 18,241,318 | \$ 108,870 | \$4,325 | \$ 18,354,513 | \$ 18,560,657 | \$ 206,144 |

Regression Results as adjusted

Revised TY-05

REVISD

REVISD

| 16 Class | Normalized Base | | COE Weather | EEP | ECR / TCR | Revised Total |
|---|-----------------|---------------|-------------------------------|------------|--------------|-----------------|
| | Revenue | COE Surcharge | Normalizing & Bill Adjustment | | | Normalized 2017 |
| | | | | | Revenue | Revenue |
| 17 RES (Residential) | \$ 6,162,092 | \$ 2,322,342 | \$ 65,341 | \$ 103,420 | \$ 1,136,517 | \$ 9,789,713 |
| 18 FAR (Farm) | \$ 430,379 | \$ 186,654 | \$ 1,639 | \$ 8,404 | \$ 91,158 | \$ 718,233 |
| 19 GS (General Service) | \$ 4,144,768 | \$ 1,743,830 | \$ 27,525 | \$ 78,354 | \$ 853,515 | \$ 6,847,993 |
| 20 LGS (Large General Service) | \$ 6,485,346 | \$ 4,684,659 | \$ 13,831 | \$ 229,966 | \$ 1,814,745 | \$ 13,228,547 |
| 21 IRR (Irrigation) | \$ 14,107 | \$ 4,426 | \$ 421 | \$ 228 | \$ 2,358 | \$ 21,540 |
| 22 LGH (Lighting) | \$ 470,221 | \$ 104,506 | \$ (76) | \$ 4,672 | \$ 39,261 | \$ 618,583 |
| 23 OPA (Other Public Authority) | \$ 141,815 | \$ 95,963 | \$ 961 | \$ 4,252 | \$ 46,781 | \$ 289,772 |
| 24 CSW (Controlled Water Heating) | \$ 209,803 | \$ 123,013 | \$ 274 | \$ 5,418 | \$ 31,936 | \$ 370,444 |
| 25 CSI (Controlled Service Interruptible) | \$ 353,260 | \$ 492,601 | \$ 17,579 | \$ 21,316 | \$ 128,075 | \$ 1,012,830 |
| 26 CSD (Controlled Service Deferred) | \$ 148,866 | \$ 169,757 | \$ 10,092 | \$ 7,326 | \$ 44,232 | \$ 380,273 |
| 27 Totals | \$ 18,560,657 | \$ 9,927,749 | \$ 137,587 | \$ 463,357 | \$ 4,188,578 | \$ 33,277,928 |

Revised TY-05

| | | |
|----|---------------------------------------|----------------|
| 31 | Weather Normalizing Adjustment - Base | \$ 206,144 |
| 32 | Weather Normalizing Adjustment - Fuel | \$ 137,587 |
| 33 | Total Adjustment | \$ 343,731 (2) |

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