OTTER TAIL POWER COMPANY Electric Utility - State of South Dakota JURISDICTIONAL FINANCIAL SUMMARY SCHEDULES SUMMARY OF REVENUE REQUIREMENTS - JURISDICTIONAL

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Line No.	Description	(A) 2017 Actual Year	(B) 2017 Test Year
1	Average Rate Base	\$83,294,792	\$84,904,903
2	Operating Income (Before AFUDC)	\$4,814,182	\$2,042,807
3	Allowance for Funds Used During Construction (AFUDC)	\$0	\$0
4	Total Available for Return (Line 2 + Line 3 + Rounding)	\$4,814,182	\$2,042,807
5	Overall Rate of Return (Line 4 / Line 1)	5.78%	2.41%
6	Required Rate of Return	7.74%	7.96%
7	Operating Income Requirement (Line 1 x Line 6)	\$6,447,017	\$6,758,430
8	Income Deficiency (Line 7 - Line 4)	\$1,632,835	\$4,715,623
9	Gross Revenue Conversion Factor	1.540773	1.267724
10	Revenue Deficiency (Line 8 x Line 9)	\$2,515,827	\$5,978,110
11	Retail Related Revenues Under Present Rates	\$32,929,872	\$30,650,015
12	Percent Increase Needed in Overall Revenue (Line 10 / Line 11)	7.64%	19.50%