

Floation Costs

Line No.	Issuing Entity	Mechanism	Date	Shares issued	Offering Price	Underwriting Discount	Offering Expense	Gross Proceeds	Total Flotation Costs	Net Proceeds	Flotation cost %
1	Otter Tail Corp.	ESSP	2004	66,958	NA	\$ -	\$ -	\$ 1,292,959	\$ -	\$ 1,292,959	0.00%
2	Otter Tail Corp.	ESSP	2009	62,450	NA	\$ -	\$ -	\$ 1,197,791	\$ -	\$ 1,197,791	0.00%
3	Otter Tail Corp.	ESPP	2014	39,222	NA	\$ -	\$ -	\$ 1,049,188	\$ -	\$ 1,049,188	0.00%
4	Otter Tail Corp.	ESPP	2015	42,253	NA	\$ -	\$ -	\$ 1,095,620	\$ -	\$ 1,095,620	0.00%
5	Otter Tail Corp.	ESPP	2016	53,875	NA	\$ -	\$ -	\$ 1,491,266	\$ 1,159	\$ 1,490,107	0.08%
6	Otter Tail Corp.	ESPP	2017	5,284	NA	\$ -	\$ -	\$ 210,585	\$ 367	\$ 210,218	0.17%
7	Otter Tail Corp.	DRIP	2004	223,165	NA	\$ -	\$ -	\$ 4,308,033	\$ -	\$ 4,308,033	0.00%
8	Otter Tail Corp.	DRIP	2009	233,943	NA	\$ -	\$ -	\$ 4,493,385	\$ 5,877	\$ 4,487,508	0.13%
9	Otter Tail Corp.	DRIP	2014	288,045	NA	\$ -	\$ -	\$ 7,707,964	\$ -	\$ 7,707,964	0.00%
10	Otter Tail Corp.	DRIP	2015	330,379	NA	\$ -	\$ 56,545	\$ 8,566,009	\$ 56,545	\$ 8,509,464	0.66%
11	Otter Tail Corp.	DRIP	2016	302,524	NA	\$ -	\$ -	\$ 9,708,531	\$ 32,973	\$ 9,675,558	0.34%
12	Otter Tail Corp.	DRIP	2017	107,285	NA	\$ -	\$ -	\$ 4,139,552	\$ 17,554	\$ 4,121,998	0.42%
13	Otter Tail Corp.	ATM	2014	519,636	\$ 30	\$ 306,727	\$ 780,616	\$ 15,336,352	\$ 1,087,343	\$ 14,249,009	7.09%
14	Otter Tail Corp.	ATM	2015	133,197	\$ 28	\$ 56,485	\$ 339,160	\$ 3,785,244	\$ 395,645	\$ 3,389,599	10.45%
15	Otter Tail Corp.	ATM	2016	1,014,115	\$ 33		\$ 561,548	\$ 33,235,729	\$ 561,548	\$ 32,674,181	1.69%
16	Otter Tail Corp.	Secondary	2004-05	3,075,000	\$ 25	\$ 2,921,250	\$ 391,452	\$ 78,258,750	\$ 3,312,702	\$ 74,946,048	4.23%
17	Otter Tail Corp.	Secondary	2008	5,175,000	\$ 30	\$ 5,627,812	\$ 807,185	\$ 155,250,000	\$ 6,434,997	\$ 148,815,003	4.14%
18	Weighted Average										3.60%