

**Otter Tail Power Company
South Dakota Retail Jurisdiction**

II. OPERATING INCOME

Line	<u>2023 Total OTP</u>	<u>2023 SD Juris</u>	<u>2022 SD Juris</u>	<u>Annual Change</u>
<u>Operating Revenues</u>				
1 Residential	\$ 135,753,652	\$ 13,260,526	\$ 13,692,002	-3.15%
2 Small Commercial	\$ 98,823,750	\$ 9,138,629	\$ 9,297,969	-1.71%
3 Large Commercial & Industrial	\$ 210,701,625	\$ 19,307,522	\$ 21,533,798	-10.34%
4 Streetlighting	\$ 3,722,843	\$ 434,902	\$ 436,491	-0.36%
5 OPA	\$ 3,719,461	\$ 383,296	\$ 373,053	2.75%
6 Total Retail	\$ 452,721,334	\$ 42,524,887	\$ 45,333,312	-6.20%
7 Other Operating Revenue	\$ 70,377,047	\$ 2,773,618	\$ 3,509,968	-20.98%
8 Total Revenue	\$ 523,098,381	\$ 45,298,505	\$ 48,843,280	-7.26%
<u>Operating Expenses</u>				
9 Production	\$ 181,645,979	\$ 16,426,006	\$ 19,907,429	-17.49%
10 Transmission	\$ 36,748,767	\$ 3,712,178	\$ 3,639,828	1.99%
11 Distribution	\$ 20,135,961	\$ 2,094,680	\$ 1,778,408	17.78%
12 Customer Accounting	\$ 14,668,292	\$ 1,304,283	\$ 1,246,416	4.64%
13 Customer Service and Information	\$ 10,971,526	\$ 786,101	\$ 759,636	3.48%
14 Sales	\$ 440,962	\$ 113,156	\$ 90,535	24.98%
15 Admin & General	\$ 54,009,848	\$ 4,961,926	\$ 5,070,422	-2.14%
16 Charitable Contributions	\$ (3,518)	\$ -	\$ (5,817)	-100.00%
17 Depreciation & Amortization	\$ 74,117,665	\$ 6,606,656	\$ 6,355,825	3.95%
18 Amortization of Big Stone Plant Capitalized Costs	\$ -	\$ -	\$ -	0.00%
23 Spiritwood Amortization	\$ -	\$ -	\$ -	0.00%
24 Other General Taxes	\$ 16,604,736	\$ 1,356,461	\$ 1,483,077	-8.54%
25 Income Tax Expense	\$ 360,078	\$ (772,754)	\$ (478,954)	61.34%
25 Total Expenses	\$ 409,700,297	\$ 36,588,692	\$ 39,846,804	-8.18%
26 Allowance for Funds Used During Construction	\$ -	\$ -	\$ -	0
27 Regulated Operating Income	\$ 113,398,085	\$ 8,709,813	\$ 8,996,476	-3.19%