

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

**II. OPERATING INCOME**

Line	<u>2014</u> <u>Total OTP</u>	<u>2014</u> <u>SD Juris</u>	<u>2013</u> <u>SD Juris</u>	<u>Annual</u> <u>Change</u>
<b><u>Operating Revenues</u></b>				
1 Residential	\$119,730,343	\$10,890,000	\$10,318,985	5.53%
2 Commercial	190,518,301	20,290,110	18,214,014	11.40%
3 Industrial	41,448,915		0	
4 Streetlighting	3,629,391	384,294	374,590	2.59%
5 OPA	3,120,689	278,281	253,248	9.88%
6 Total Retail	<u>\$358,447,639</u>	<u>\$31,842,685</u>	<u>\$29,160,838</u>	9.20%
7 Other Operating Revenue	32,779,055	2,461,623	1,916,951	28.41%
8 Total Revenue	<u>\$391,226,694</u>	<u>\$34,304,308</u>	<u>\$31,077,789</u>	10.38%
<b><u>Operating Expenses</u></b>				
9 Production	\$160,485,407	\$14,722,496	\$13,297,755	10.71%
10 Transmission	25,299,348	2,279,038	1,927,800	18.22%
11 Distribution	16,511,225	1,583,992	1,612,270	-1.75%
12 Customer Accounting	13,358,146	1,196,427	1,209,547	-1.08%
13 Customer Service and Information	7,677,525	219,539	230,274	-4.66%
14 Sales	490,865	24,148	35,577	-32.13%
15 Admin & General	40,532,491	3,827,112	3,706,557	3.25%
16 Charitable Contributions	218,926	0	0	0.00%
17 Depreciation & Amortization	44,062,540	4,089,312	4,073,573	0.39%
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	12,599,569	1,095,560	992,543	10.38%
25 Income Tax	5,443,094	(440,167)	(642,837)	-31.53%
25 Total Expenses	<u>\$326,679,133</u>	<u>28,597,457</u>	<u>26,443,058</u>	8.15%
26 Allowance for Funds Used During Construction	\$2,232,717	0	0	0
27 Regulated Operating Income	<u>\$66,780,278</u>	<u>\$5,706,851</u>	<u>\$4,634,731</u>	23.13%