

WELCOME TO THE 2024 CONTRACTOR WORKSHOP



INTRODUCTIONS

Support Staff

- Breanna Larson
- Stephanie Curtis
- Stephanie Borowski

Retail Energy Solutions

- Amy Hasling
- Jon Fabre
- Luke Meech



ENERGY MANAGEMENT REPRESENTATIVES

Our Energy Management Representatives are available to help customers and contractors

- Identify and evaluate energy-efficient technologies to help customers increase productivity and grow profits.
- Assist customers to be the correct rates, including how to take advantage of discounted off-peak rates
- Payback analysis

ENERGY EXPERTS



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OTP HISTORY & ECO/CIP OVERVIEW

Lori Moxness

Manager, Energy Management

Our core values



Integrity.

We conduct business responsibly and honestly.



Safety.

We provide safe workplaces and require safe work practices.



Customer focus.

We provide reliable electricity and timely, courteous customer service.



Resourcefulness.

We draw on the ingenuity and expertise of various resources to create strategic, balanced plans.



Community.

We improve the quality of life in the areas in which we do business.



People.

We build respectful relationships and create an environment where all people can thrive.

HYDRO POWER

Bemidji (.1 MW)

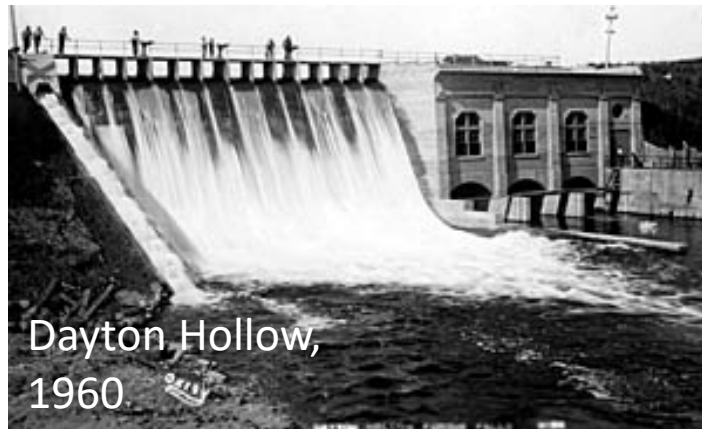
Dayton Hollow (1 MW)

Hoot Lake (.7 MW)

Pisgah (.7 MW)

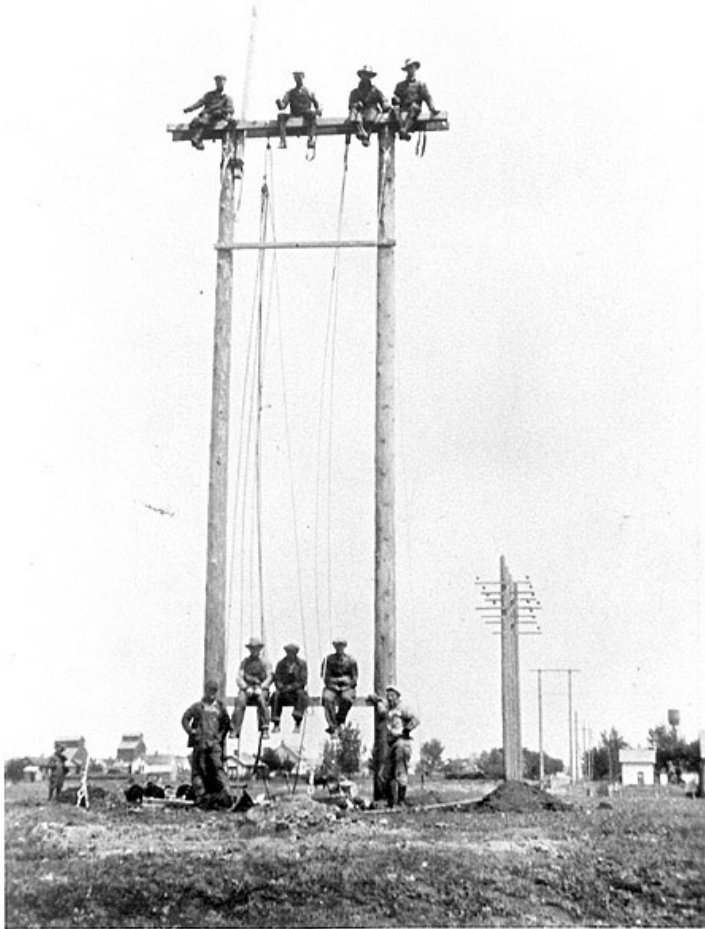
Taplin Gorge (.5 MW)

Wright (Central) (.1 MW)

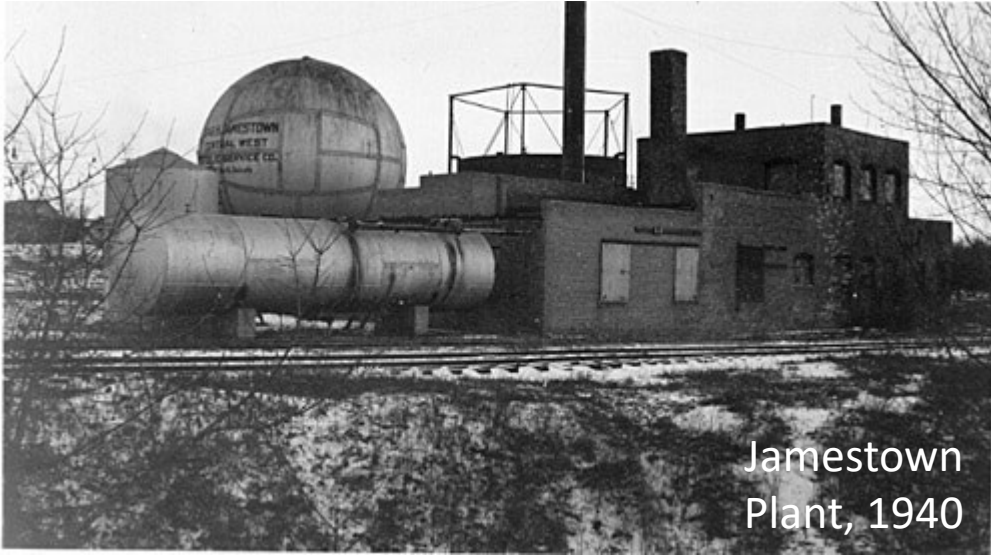


OUR SERVICE AREA

By 1919 our electric system covered 2,000 square miles and included 44 towns.



FOSSIL FUELS



Jamestown
Plant, 1940



Washburn
Plant, 1929



Devils Lake
Plant, 1960

FOSSIL FUELS

Coyote Station, 1978

420 MW



Big Stone Plant, 1975

450 MW



RENEWABLES

Ashtabula Wind Energy Center

48 MW owned



Langdon Wind Energy Center

19.5 MW owned



TRANSITIONS

We transitioned from being a self-contained provider to being part of an integrated network of power suppliers in 1953.



CUSTOMER SERVICE

Canby office, 1945



Jamestown office, 1950



OUR CORPORATION AND ITS TWO PLATFORMS



ELECTRIC



OTTER TAIL POWER COMPANY
Electric utility | Fergus Falls, MN | 1907
Tim Rogelstad | 780 employees | www.otpc.com

MANUFACTURING



BTD MANUFACTURING, INC.
Metal fabricator | Detroit Lakes, MN | 1995
Paul Gintner | 1,200 employees | www.btdmfg.com



T.O. PLASTICS, INC.
Custom plastic parts manufacturer | Clearwater, MN | 2001
Mike Vallafskey | 140 employees | www.toplastics.com

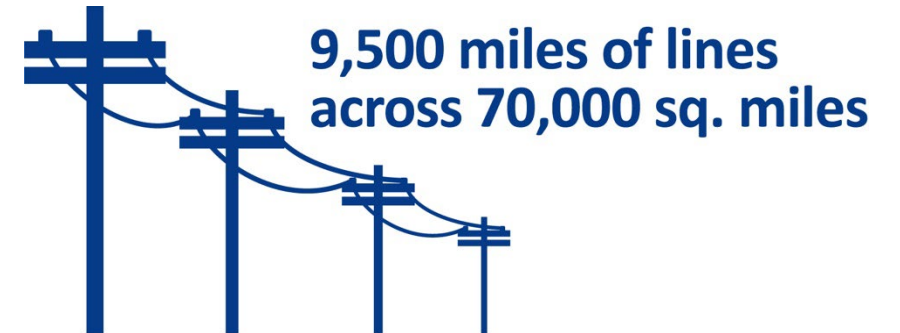
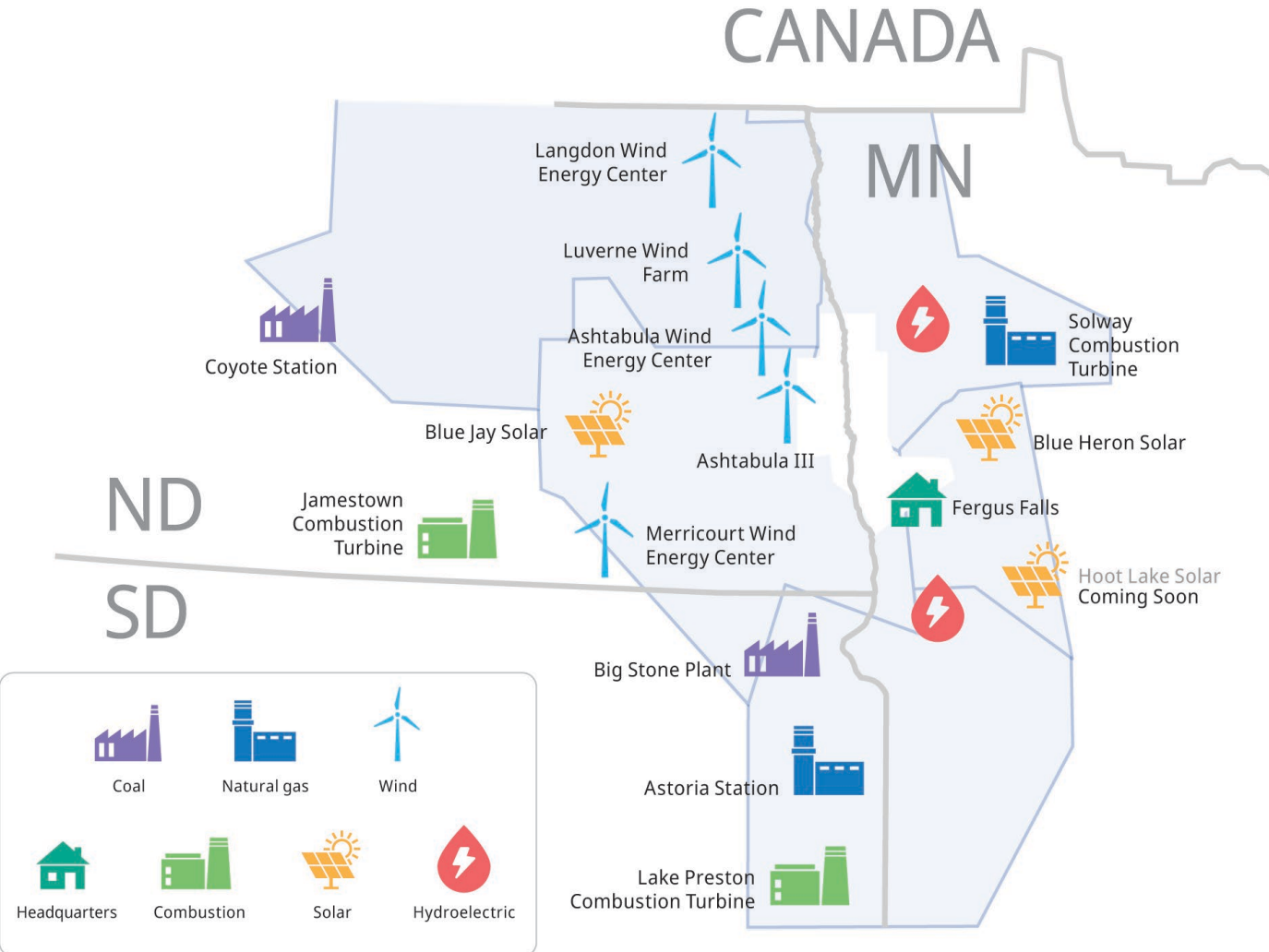


NORTHERN PIPE PRODUCTS, INC.
PVC pipe manufacturer | Fargo, ND | 1995
Steve Laskey | 90 employees | www.northernpipe.com



VINYLTECH CORPORATION
PVC pipe manufacturer | Phoenix, AZ | 2000
Steve Laskey | 70 employees | www.vtpipe.com

WHO WE SERVE



OUR COMMUNITY POPULATIONS

~59,300 customers
~45% of total customers

NORTH DAKOTA

93% less than 1,000 people
6% 1,000-5,000 people
0.8% 5,000-10,000 people
0.2% more than 10,000 people

SOUTH DAKOTA

91% less than 1,000 people
9% 1,000-5,000 people
0% 5,000-10,000 people
0% more than 10,000 people

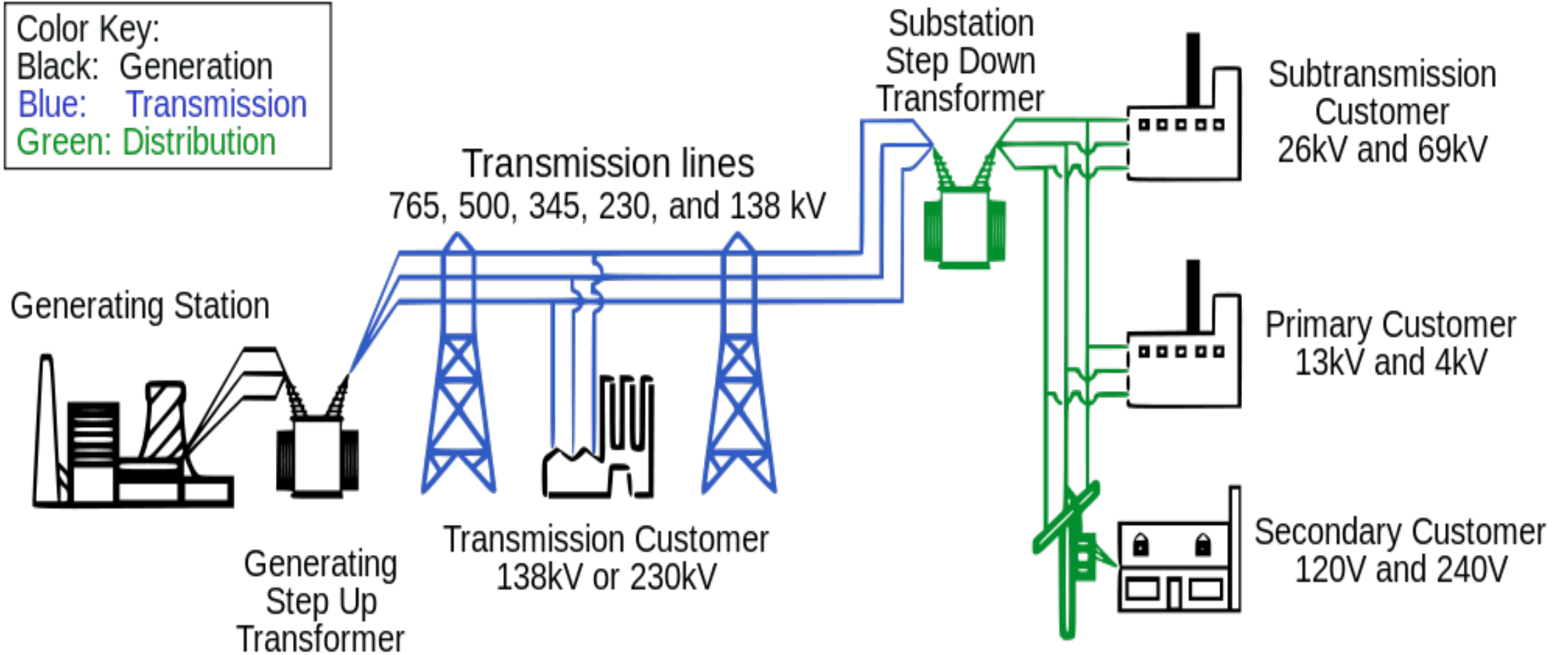
~11,500 customers
~9% of total customers

MINNESOTA

90% less than 1,000 people
7% 1,000-5,000 people
1.5% 5,000-10,000 people
1.5% more than 10,000 people

~60,400 customers
~46% of total customers

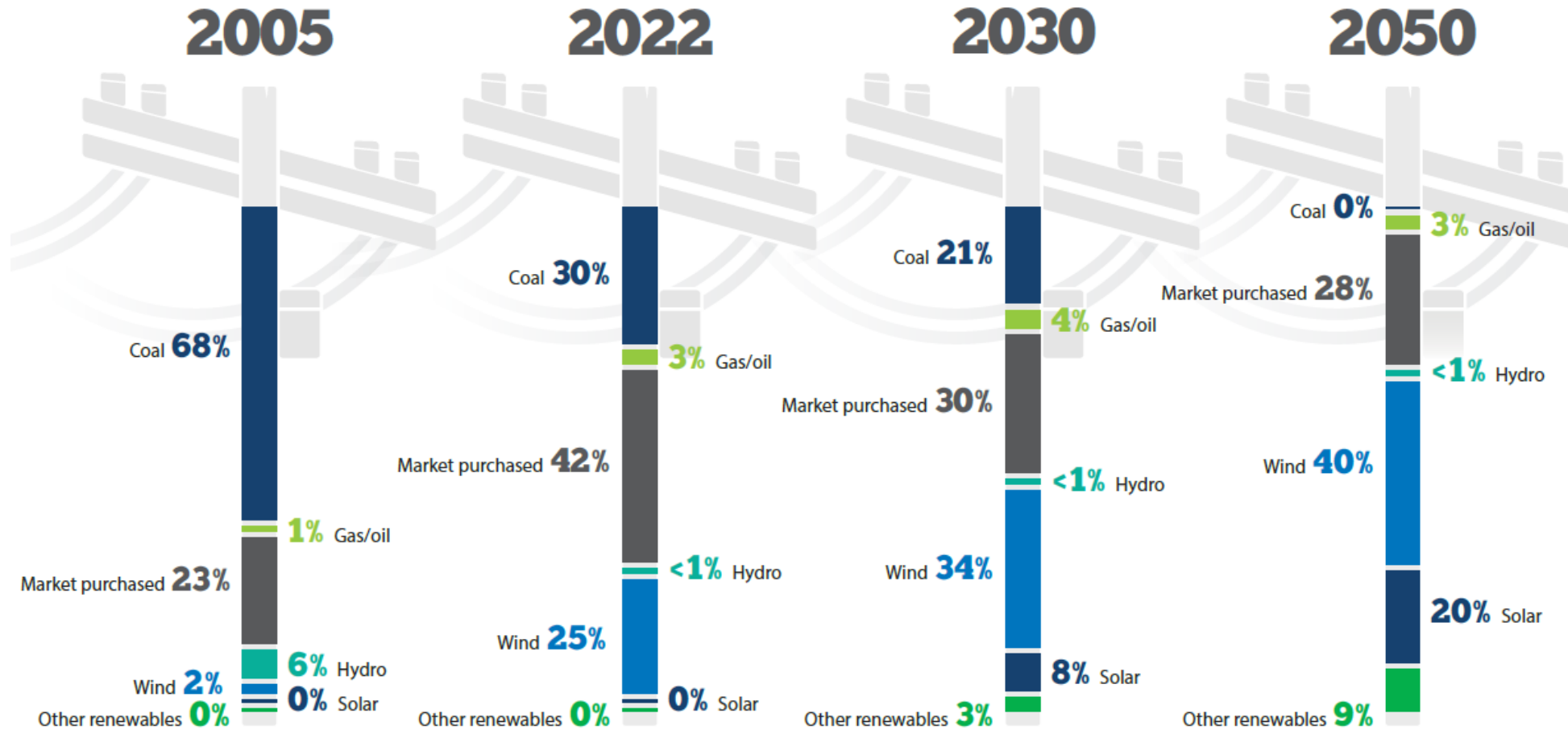
DISTRIBUTION



OUR ENERGY MIX

Our energy mix

The energy mix outlined below reflects the Integrated Resource Plan (IRP) we filed in September 2021. In March 2023 we plan to file an updated IRP, which may impact our forecasted energy generation mix—the energy we use to serve our customers. Read more about our resource planning on page 11.



Other renewables include future energy efficiency and battery storage (2050 only).

CHALLENGES

- Baseload Generation
 - Dispatchable Load
 - Must be nimble and capable of swiftly adapting as energy demand fluctuates and market conditions change.
 - Astoria Natural Gas Plant
 - Produce more dispatchable energy than Hoot Lake Plant
 - 85% less carbon and nearly no sulfur dioxide or mercury emissions
 - Wind & Solar
 - This is not dispatchable load
 - Reliant on weather conditions
 - Wind
 - Sun

EV CHARGING STATIONS - MN

EV charging stations



In 2022 we provided energy rebate funding to support the purchase of three electric school buses, two in Morris, Minnesota, and one in Fergus Falls, Minnesota.

PUBLIC SERVICE/UTILITIES COMMISSION



- PSC & PUC
- Set the rates and terms of service for investor-owned electric utilities.
- They review and must approve utilities' customer programs for things like electric vehicles, community solar gardens, rebates, and all rates offered by the utility
- They review utilities' long-term plans for generation to provide electricity, their operating costs, and determines whether large electric infrastructure is needed, what type of infrastructure, and where it will be located to minimize the negative impacts on humans and the environment.

STATE REGULATORS



SOUTH DAKOTA DEPARTMENT OF ENVIRONMENT & NATURAL RESOURCES



FEDERAL AND REGIONAL REGULATORS



MIDWEST RELIABILITY ORGANIZATION

OSHA



NERC

NORTH AMERICAN ELECTRIC RELIABILITY CORPORATION

ECO/EEP CONSERVATION PROGRAMS

- ENERGY EFFICIENCY AND LOAD MANAGEMENT
- Our responsibility for efficient energy use doesn't stop at generation.
- We educate customers efficient new technologies, provide rate information to help them calculate operating costs associated with energy use
- Encourage participation in energy efficiency and load management programs.

MINNESOTA
CUSTOMERS SAVED

50,354

MWH

SOUTH DAKOTA
CUSTOMERS SAVED

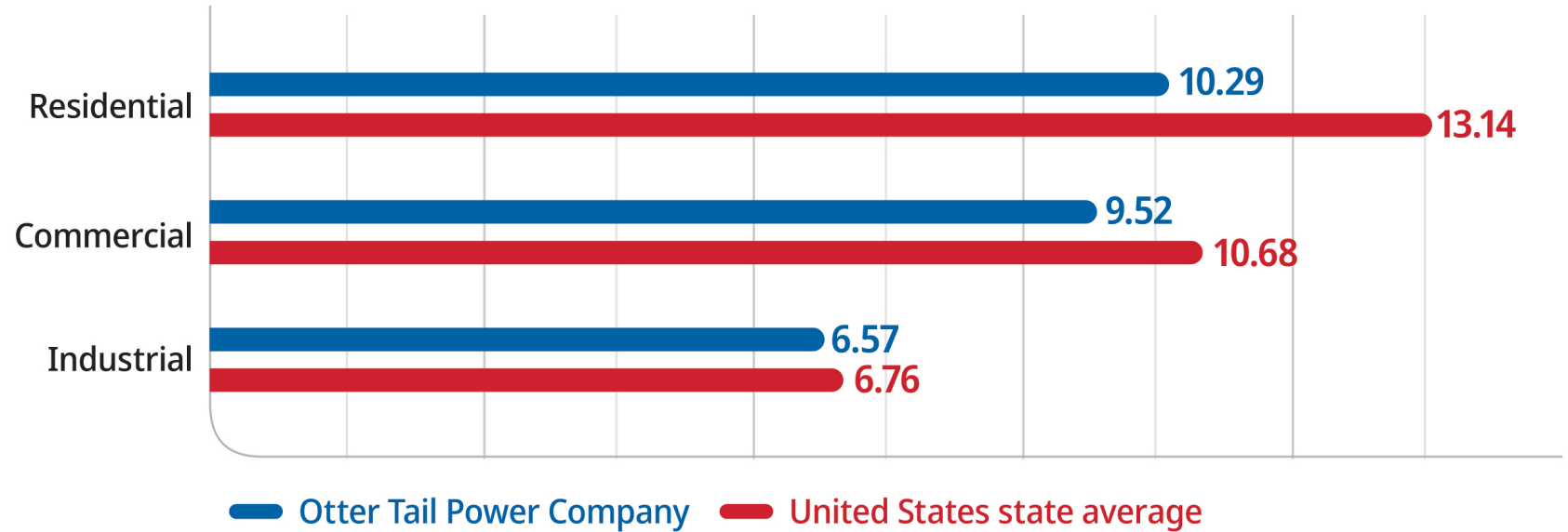
6,068

MWH

OUR PRICES: United States



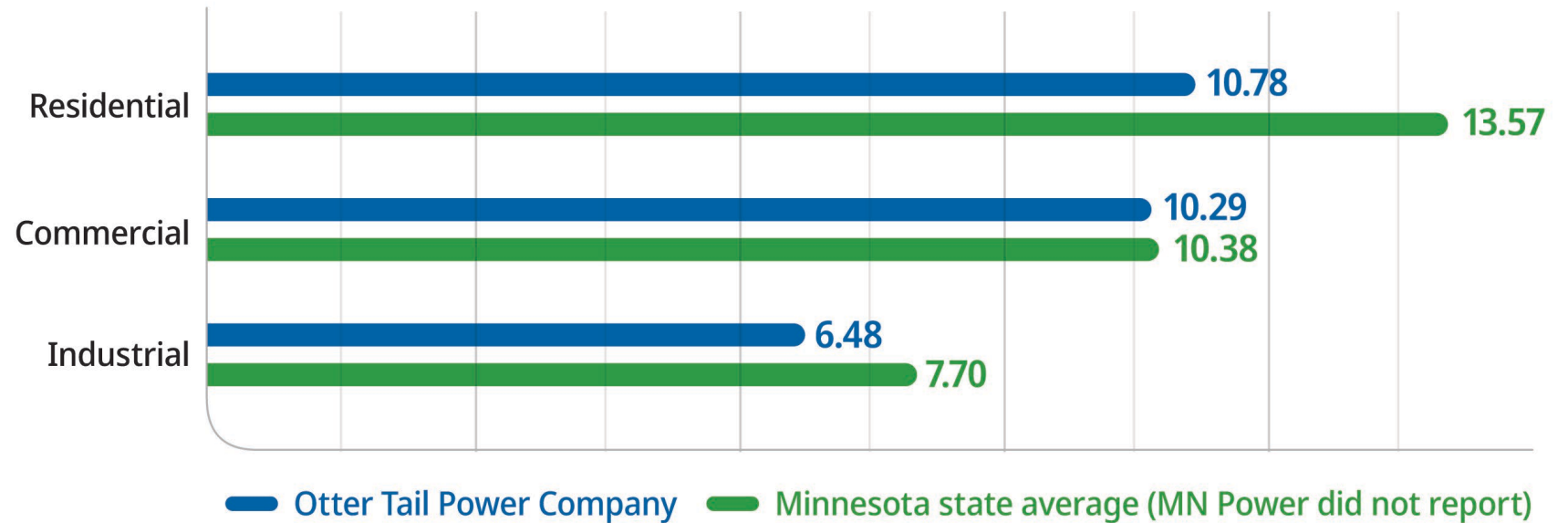
Average rate comparisons (cents per kWh)



OUR PRICES: Minnesota



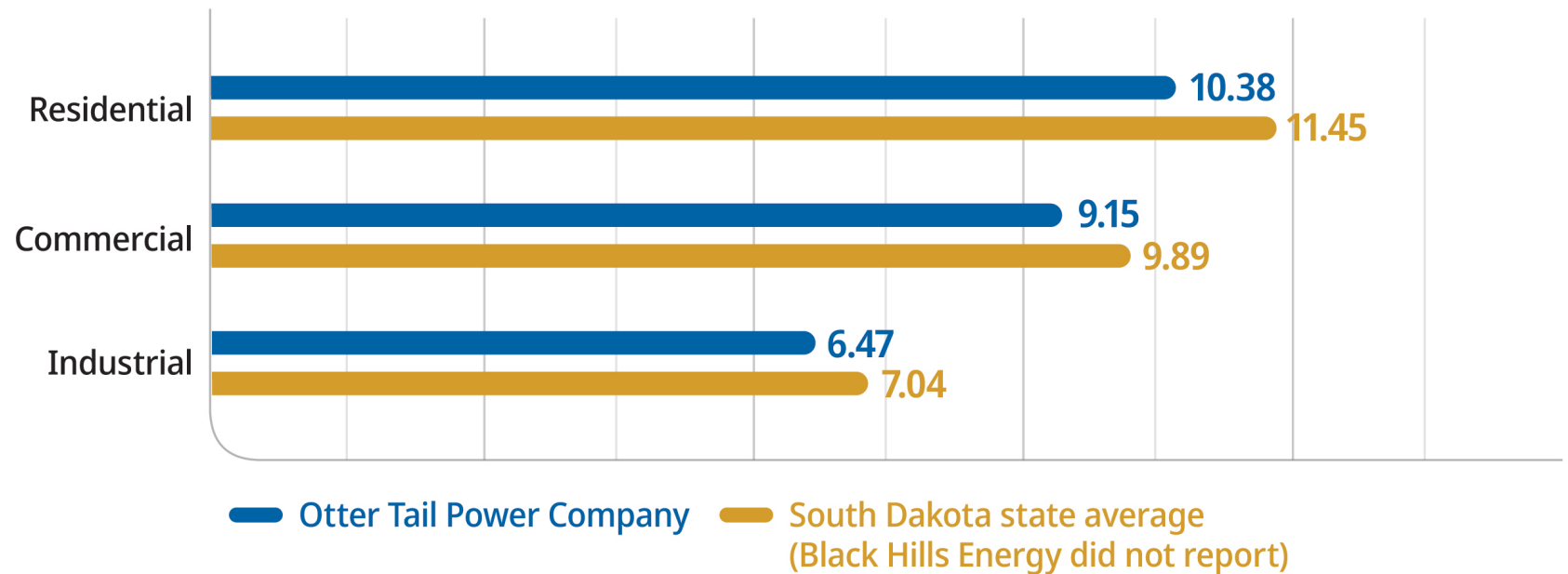
Average rate comparisons (cents per kWh)



OUR PRICES: South Dakota



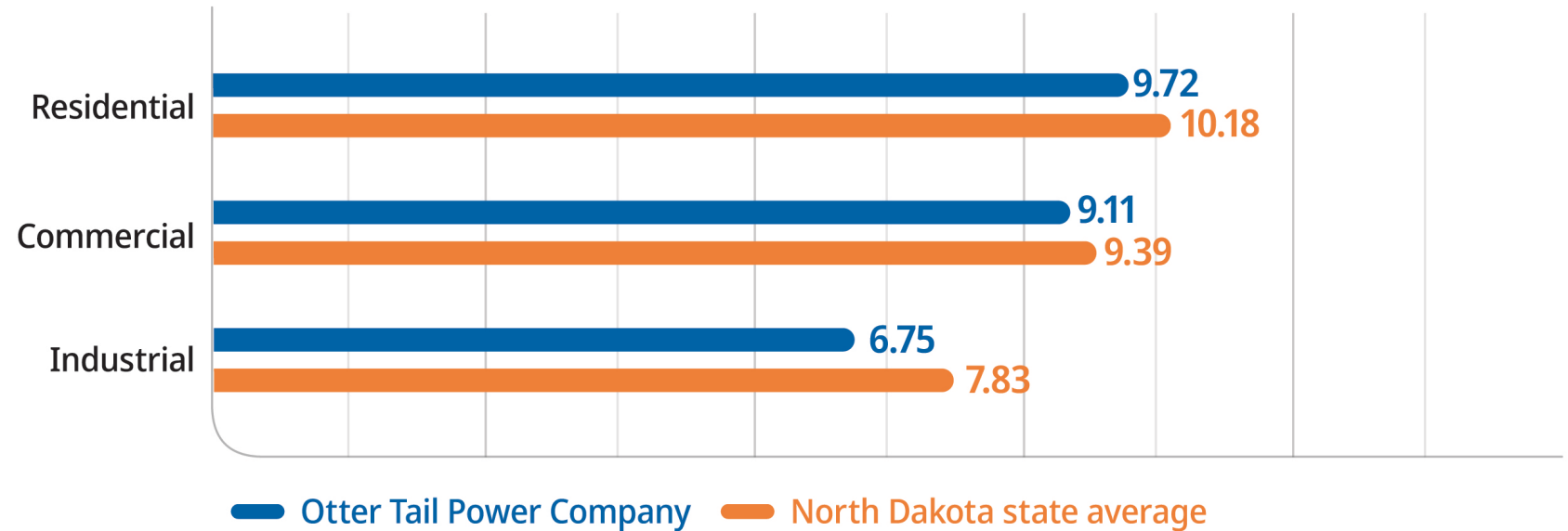
Average rate comparisons (cents per kWh)



OUR PRICES: North Dakota



Average rate comparisons (cents per kWh)



REBATES AND INCENTIVES

- LED Lighting
- Adjustable Speed Drives
- Motors
- Compressed Air
- Refrigeration
- Heat Pumps
- Electric Equipment
- Home Insulation/Window
 - Retrofit only
- Smart Thermostats
- Energy Star Appliances
 - Appliance Recycling
- Electric Heating Technologies
- Electric Vehicle Charging Stations
- Thermal Storage Heating
- Water Heaters



Questions about rebates,
rates, or programs?

Call our Idea Center at
800-493-3299 or visit
otpc.com/MyWaysToSave.

THANK YOU!

