

BAYVIEW CAPITAL GROUP ANNOUNCES LATEST TRANSACTION



WAYZATA, MINNESOTA, February 8, 2013 -- Bayview Capital Group announced today that its client, Otter Tail Corporation (Nasdaq: OTTR) has sold substantially all of the assets of ShoreMaster Inc, its waterfront equipment manufacturing business, to High Street Capital, a long-standing private equity group based in Chicago, IL.

ShoreMaster will continue to operate independently, with its headquarters remaining in Fergus Falls, MN. "This is a good outcome for Otter Tail Corporation, High Street Capital and ShoreMaster," said Otter Tail Corporation president and CEO Edward J. "Jim" McIntyre. "It fits with our ongoing strategy of business portfolio alignment, while also adding a great opportunity for High Street Capital to acquire an experienced leader in the production of waterfront equipment."

Joseph R. Katcha, Principal at High Street Capital added, "This transaction will enable us to leverage High Street Capital's experience in growing middle market companies with the knowledge of ShoreMaster's management team in the waterfront equipment industry. With the management team, we plan to grow the business and continue to offer the quality service ShoreMaster's customers have come to expect from this market leading company."

About ShoreMaster

ShoreMaster is a premier manufacturer of boat lifts, docks, and accessories for residential and marina use in the waterfront equipment industry. ShoreMaster's products can be found near the water's edge, providing value to the owners of first-class marinas and residential lake homes the world over. www.ShoreMaster.com

About High Street Capital

High Street Capital, founded in 1997, is a leading lower middle market private equity firm headquartered in Chicago, IL. They provide flexible capital and operating expertise to drive high-quality manufacturing, services and distribution businesses to the next stage of their growth. www.HighStreetCapital.com

About Otter Tail Corporation

Otter Tail Corporation has interests in diversified operations that include an electric utility and energy services company, and infrastructure businesses that include manufacturing, construction and plastics. Otter Tail Corporation stock trades on the NASDAQ Global Select Market under the symbol OTTR. The latest investor and corporate information is available at www.ottertail.com. Corporate offices are located in Fergus Falls, Minnesota, and Fargo, North Dakota.

About Bayview Capital Group LLC

Bayview Capital Group is a boutique mergers and acquisitions firm specializing in the representation and sale of premier middle-market companies in traditional manufacturing and service industries. Bayview works with a limited client base so it can devote concentrated resources and personalized attention to each transaction. Client company revenues range between \$10 million and \$100 million. The company was founded in 1995 and operates with offices in Wayzata, Minnesota.

For more information, please contact Peter Slocum, Managing Director, at (952) 345-2029 or pslocum@bayviewcap.com.



BAYVIEW CAPITAL GROUP LLC
214 MINNETONKA AVENUE SOUTH
WAYZATA, MN 55391
WWW.BAYVIEWCAP.COM