

**SOUTH DAKOTA ENERGY EFFICIENCY PLAN - 2014
 OTTER TAIL POWER COMPANY
 Benefit Cost Ratios**

APPENDIX A, TABLE 3

	Approved Benefit / Cost Test Results					Actual Benefit / Cost Test Results				
	Utility Test	Total Resource Test	Ratepayer Impact Test	Societal Test	Participant Test	Utility Test	Total Resource Test	Ratepayer Impact Test	Societal Test	Participant Test
Direct Impact Projects										
Residential										
Air Conditioning Control	4.02	5.93	3.70	5.93	inf.	4.97	7.32	4.48	7.32	inf.
Air Source Heat Pumps - Residential	5.80	2.48	0.61	2.48	4.75	8.19	2.94	0.62	2.94	5.20
Geothermal Heat Pumps - Residential	6.67	1.92	0.78	1.92	2.60	6.32	1.78	0.80	1.78	2.34
Lighting	3.00	3.48	0.65	3.48	15.17	6.43	1.98	0.90	1.98	2.38
Total - Residential	5.53	2.41	0.81	2.41	3.40	6.63	2.42	0.82	2.42	3.26
Commercial										
Air Source Heat Pumps - Commercial	5.35	2.49	0.65	2.49	3.48	7.48	5.66	0.65	5.66	8.16
Custom Efficiency Projects	11.97	4.10	1.57	4.10	2.02	8.21	7.87	2.79	7.87	2.39
Drive Power	8.35	3.53	1.65	3.53	1.63	12.02	8.41	1.39	8.41	4.60
Geothermal Heat Pumps - Commercial	7.05	2.01	0.85	2.01	1.78	6.88	2.57	0.79	2.57	2.51
Lighting	4.93	2.77	1.22	2.77	1.94	9.64	5.44	1.10	5.44	4.22
Total - Commercial	8.19	3.11	1.28	3.11	1.90	10.46	6.54	1.22	6.54	4.25
Indirect Impact Projects										
Advertising & Education	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.
Development	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.
Total - Indirect Impact	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.	inf.
Total - All Programs	6.93	2.91	1.16	2.91	2.13	9.31	5.66	1.17	5.66	4.08