

**SOUTH DAKOTA ENERGY EFFICIENCY PLAN - 2015  
 OTTER TAIL POWER COMPANY  
 Net Benefits**

	Approved Savings, Costs and Benefits				Actual Savings, Costs and Benefits			
	Energy Savings (kWh)	Budgeted Costs	Total Benefits	Utility Net Benefits	Energy Savings (kWh)	Actual Costs	Total Benefits	Utility Net Benefits
<b>Direct Impact Projects</b>								
<b>Residential</b>								
Air Conditioning Control	1,448	\$14,000	\$59,712	\$45,712	1,399	\$7,772	\$57,721	\$49,949
Air Source Heat Pumps	222,277	\$19,000	\$119,503	\$100,503	154,705	\$9,102	\$246,080	\$236,978
Geothermal Heat Pumps	206,583	\$23,000	\$164,402	\$141,402	128,540	\$11,580	\$209,801	\$198,221
Lighting	24,098	\$4,000	\$13,171	\$9,171	96,292	\$8,603	\$43,692	\$35,089
<b>Total - Residential</b>	<b>454,404</b>	<b>\$60,000</b>	<b>\$356,788</b>	<b>\$296,788</b>	<b>380,936</b>	<b>\$37,057</b>	<b>\$557,294</b>	<b>\$520,237</b>
<b>Commercial</b>								
Air Source Heat Pumps	134,044	\$13,000	\$75,392	\$62,392	194,811	\$11,417	\$265,619	\$254,202
Custom Efficiency Projects	968,760	\$71,000	\$909,173	\$838,173	0	\$8,794	\$0	(\$8,794)
Drive Power	482,713	\$63,000	\$561,767	\$498,767	2,779,026	\$173,902	\$2,613,538	\$2,439,635
Geothermal Heat Pumps	523,938	\$57,000	\$431,030	\$374,030	512,295	\$44,482	\$493,121	\$448,639
Lighting	244,790	\$54,000	\$286,967	\$232,967	372,303	\$61,099	\$417,722	\$356,623
<b>Total - Commercial</b>	<b>2,354,244</b>	<b>\$258,000</b>	<b>\$2,264,329</b>	<b>\$2,006,329</b>	<b>3,858,435</b>	<b>\$299,695</b>	<b>\$3,790,000</b>	<b>\$3,490,305</b>
<b>Total - Direct Impact</b>	<b>2,808,649</b>	<b>\$318,000</b>	<b>\$2,621,116</b>	<b>\$2,303,116</b>	<b>4,239,371</b>	<b>\$336,752</b>	<b>\$4,347,294</b>	<b>\$4,010,542</b>
<b>Indirect Impact Projects</b>								
Advertising & Education	0	\$10,000	\$0	(\$10,000)	0	\$12,843	\$0	(\$12,843)
EEP Development - 2015	0	\$25,000	\$0	(\$25,000)	0	\$22,307	\$0	(\$22,307)
<b>Total - Indirect Impact</b>	<b>0</b>	<b>\$35,000</b>	<b>\$0</b>	<b>(\$35,000)</b>	<b>0</b>	<b>\$35,150</b>	<b>\$0</b>	<b>(\$35,150)</b>
<b>Total - All Programs</b>	<b>2,808,649</b>	<b>\$353,000</b>	<b>\$2,621,116</b>	<b>\$2,268,116</b>	<b>4,239,371</b>	<b>\$371,902</b>	<b>\$4,347,294</b>	<b>\$3,975,392</b>

**Benefit/Cost Results  
2015 SD EEP**

	<b>AS FILED</b>	<b>ACTUAL 2015</b>
	Utility Test	Utility Test
Data discounted to 2015		
NPV Method: Midyear		
Discount Rates:	8.5%	8.5%
Benefit/Cost Ratio	7.43	11.69
Total Costs	\$353,000	\$371,902
Total Benefits	\$2,621,116	\$4,347,294
Net Benefits	\$2,268,116	\$3,975,392
Total Benefits:		
Utility Elec. Production Cost Decr	\$1,523,986	\$2,287,957
Utility Ancillary	\$5,404	\$8,193
Utility Generation Cap. Credit	\$619,948	\$1,205,282
Utility Transmission & Distrib. Credit	\$471,778	\$845,863
Total Benefits	\$2,621,116	\$4,347,294
Total Costs:		
Utility Rebates Paid	\$185,699	\$255,268
Utility Fixed Admin Cost	\$167,301	\$116,635
Total Costs	\$353,000	\$371,902