| DIRECT IMPACT PROJECTS Residential Air Conditioning Control Air Source Heat Pumps Geothermal Heat Pumps Lighting Total Residential | \$14,000 \$20,000 \$30,000 \$6,750 \$70,750 | Participation 591 20 9 1,500 2,120 | Proposed Energy Savings (kWh) 18,328 298,204 321,779 55,348 | Proposed Demand Savings (kW) 437.0 28.3 23.9 6.5 | Measure Life 1 18 18 | Proposed Lifetime Energy Savings (kWh) | Proposed Lifetime Demand Savings (kW) 437.0 28.3 | Total Benefits | Net Benefits \$33,294 |
|--|---|-------------------------------------|--|---|-----------------------|---|--|----------------|--------------------------|
| DIRECT IMPACT PROJECTS Residential Air Conditioning Control Air Source Heat Pumps Geothermal Heat Pumps Lighting | \$14,000 \$20,000 \$30,000 \$6,750 | 591 20 9 1,500 | 18,328 298,204 321,779 55,348 | Demand Savings (kW) 437.0 28.3 23.9 | 1 18 | Energy Savings (kWh) 18,328 5,367,667 | Lifetime Demand Savings (kW) | \$47,294 | \$33,294 |
| DIRECT IMPACT PROJECTS Residential Air Conditioning Control Air Source Heat Pumps Geothermal Heat Pumps Lighting | \$14,000 \$20,000 \$30,000 \$6,750 | 591 20 9 1,500 | 18,328 298,204 321,779 55,348 | (kW) 437.0 28.3 23.9 | 1 18 | (kWh) 18,328 5,367,667 | Savings (kW) 437.0 | \$47,294 | \$33,294 |
| DIRECT IMPACT PROJECTS Residential Air Conditioning Control Air Source Heat Pumps Geothermal Heat Pumps Lighting | \$14,000 \$20,000 \$30,000 \$6,750 | 591 20 9 1,500 | 18,328 298,204 321,779 55,348 | 437.0 28.3 23.9 | 1 18 | 18,328 5,367,667 | 437.0 | \$47,294 | \$33,294 |
| Air Conditioning Control Air Source Heat Pumps Geothermal Heat Pumps Lighting | \$20,000 \$30,000 \$6,750 | 20 9 1,500 | 298,204 321,779 55,348 | 28.3 23.9 | 18 | 5,367,667 | | | |
| Air Source Heat Pumps Geothermal Heat Pumps Lighting | \$20,000 \$30,000 \$6,750 | 20 9 1,500 | 298,204 321,779 55,348 | 28.3 23.9 | 18 | 5,367,667 | | | |
| Air Source Heat Pumps Geothermal Heat Pumps Lighting | \$30,000 \$6,750 | 9 1,500 | 298,204 321,779 55,348 | 23.9 | | , , | 28.3 | | |
| Lighting | \$6,750 | 1,500 | 55,348 | | 18 | F 702 000 | | \$169,043 | \$149,043 |
| _ | | , | | 6.5 | | 5,792,020 | 23.9 | \$228,330 | \$198,330 |
| Total Residential | \$70,750 | 2,120 | 602.650 | | 15 | 830,227 | 6.5 | \$30,249 | \$23,499 |
| | | | 693,659 | 495.7 | | 12,008,241 | 495.7 | \$474,915 | \$404,165 |
| Commercial | | | | | | | | | |
| Air Source Heat Pumps | \$18,000 | 25 | 291,112 | 25.6 | 15 | 4,366,686 | 25.6 | \$147,829 | \$129,829 |
| Custom Efficiency Projects | \$40,000 | 7 | 130,729 | 45.3 | 15 | 1,960,932 | 45.3 | \$119,087 | \$79,087 |
| Drive Power | \$79,000 | 44 | 1,013,339 | 133.5 | 15 | 15,200,082 | 133.5 | \$542,416 | \$463,416 |
| Geothermal Heat Pumps | \$73,000 | 16 | 730,265 | 93.0 | 15 | 10,953,976 | 93.0 | \$497,382 | \$424,382 |
| Lighting | \$127,000 | 38 | 957,826 | 210.0 | 12 | 11,717,502 | 210.0 | \$594,692 | \$467,692 |
| Total Commercial | \$337,000 | 130 | 3,123,271 | 507.4 | | 44,199,177 | 507.4 | \$1,901,406 | \$1,564,406 |
| TOTAL DIRECT IMPACT PROJECTS | \$407,750 | 2,250 | 3,816,930 | 1,003.1 | | 56,207,418 | 1,003.1 | \$2,376,321 | \$1,968,571 |
| INDIRECT IMPACT PROJECTS | | | | | | | | | |
| Advertising & Education | \$12,000 | 400 | 0 | 0.0 | | | | | |
| TOTAL INDIRECT IMPACT PROJECTS | \$12,000 | 400 | 0 | 0.0 | | | | | |
| TOTAL WITHOUT DEVELOPMENT COSTS | \$419,750 | 2,650 | 3,816,930 | 1,003.1 | | 56,207,418 | 1,003.1 | \$2,376,321 | \$1,968,571 |
| | , | , | ,, | , | | , , , , | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | . ,,- | . ,,- |
| DEVELOPMENT | | | | | | | | | |
| EEP Development | \$25,000 | 0 | 0 | 0.0 | | | | | |
| TOTAL DEVELOPMENT | \$25,000 | 0 | 0 | 0.0 | | | | | |
| | | | | | | | | | |
| TOTAL ALL PROGRAMS | \$444,750 | 2,650 | 3,816,930 | 1,003.1 | | 56,207,418 | 1,003.1 | \$2,376,321 | \$1,968,571 |

| | | | | | | Dunnand | ı | | |
|---------------------------------|--------------|---------------|----------------|----------------|----------------|----------------------|-----------------|----------------|--------------|
| | | | Dunnand | Dunnand | | Proposed Lifetime | Dunana d | | |
| | | | Proposed | Proposed | | | Proposed | | |
| | T | B | Energy Savings | Demand Savings | Measure Life | Energy Savings | Lifetime Demand | Total Benefits | Not December |
| DIDECT IMPACT DROJECTS | Total Budget | Participation | (kWh) | (kW) | ivieasure Life | (kWh) | Savings (kW) | Total Benefits | Net Benefits |
| DIRECT IMPACT PROJECTS | | | | | | | | | |
| Residential | * | | | | | | | | |
| Air Conditioning Control | \$14,000 | 626 | 19,413 | 462.9 | 1 | 19,413 | 462.9 | \$55,758 | \$41,758 |
| Air Source Heat Pumps | \$20,000 | 20 | 298,204 | 28.3 | 18 | 5,367,667 | 28.3 | \$176,317 | \$156,317 |
| Geothermal Heat Pumps | \$30,000 | 9 | 321,779 | 23.9 | 18 | 5,792,020 | 23.9 | \$235,376 | \$205,376 |
| Lighting | \$6,750 | 1,500 | 55,348 | 6.5 | 15 | 830,227 | 6.5 | \$31,642 | \$24,892 |
| Total Residential | \$70,750 | 2,155 | 694,744 | 521.6 | | 12,009,326 | 521.6 | \$499,093 | \$428,343 |
| Commercial | | | | | | | | | |
| Air Source Heat Pumps | \$18,000 | 25 | 291,112 | 25.6 | 15 | 4,366,686 | 25.6 | \$154,526 | \$136,526 |
| Custom Efficiency Projects | \$40,000 | 7 | 130,729 | 45.3 | 15 | 1,960,932 | 45.3 | \$124,955 | \$84,955 |
| Drive Power | \$79,000 | 44 | 1,013,339 | 133.5 | 15 | 15,200,082 | 133.5 | \$567,748 | \$488,748 |
| Geothermal Heat Pumps | \$73,000 | 16 | 730,265 | 93.0 | 15 | 10,953,976 | 93.0 | \$516,103 | \$443,103 |
| Lighting | \$127,000 | 38 | 957,826 | 210.0 | 12 | 11,717,502 | 210.0 | \$625,376 | \$498,376 |
| Total Commercial | \$337,000 | 130 | 3,123,271 | 507.4 | | 44,199,177 | 507.4 | \$1,988,709 | \$1,651,709 |
| TOTAL DIRECT IMPACT PROJECTS | \$407,750 | 2,285 | 3,818,015 | 1,028.9 | | 56,208,503 | 1,028.9 | \$2,487,802 | \$2,080,052 |
| TOTAL DIRECT INFACT PROJECTS | 3407,730 | 2,263 | 3,818,013 | 1,028.9 | | 30,208,303 | 1,028.9 | 32,467,802 | 32,080,032 |
| INDIRECT IMPACT PROJECTS | | | | | | | | | |
| Advertising & Education | \$12,000 | 400 | 0 | 0.0 | | | | | |
| TOTAL INDIRECT IMPACT PROJECTS | \$12,000 | 400 | 0 | 0.0 | | | | | |
| TOTAL WITHOUT DEVELOPMENT COSTS | \$419,750 | 2,685 | 3,818,015 | 1,028.9 | | 56,208,503 | 1,028.9 | \$2,487,802 | \$2,080,052 |
| | | | | | | | | | |
| DEVELOPMENT | | | | | | | | | |
| EEP Development | \$25,000 | 0 | 0 | 0.0 | | | | | |
| TOTAL DEVELOPMENT | \$25,000 | 0 | 0 | 0.0 | | | | | |
| | | | | | | | | | |
| TOTAL ALL PROGRAMS | \$444,750 | 2,685 | 3,818,015 | 1,028.9 | | 56,208,503 | 1,028.9 | \$2,487,802 | \$2,080,052 |
| | | | | | | | | | |

2019 SOUTH DAKOTA ENERGY EFFICIENCY PLAN Otter Tail Power Company

| | 1 | | | | | Dunnand | 1 | | |
|---------------------------------|--------------|---------------|-------------------------|----------------|----------------|-------------------------|-----------------|-----------------|--------------|
| | | | Proposed | Proposed | | Proposed Lifetime | Proposed | | |
| | | | • | Demand Savings | | | Lifetime Demand | | |
| | Total Budget | Participation | Energy Savings (kWh) | (kW) | Measure Life | Energy Savings (kWh) | Savings (kW) | Total Benefits | Net Benefits |
| DIRECT IMPACT PROJECTS | Total Budget | Participation | (KVVII) | (KVV) | ivieasure Life | (KVVII) | Savings (KVV) | Total beliefits | Net benefits |
| Residential | | | | | | | | | |
| | Ć4.4.000 | 664 | 20.400 | 400.0 | 4 | 20.400 | 400.0 | ¢60 F70 | Ć46 F72 |
| Air Conditioning Control | \$14,000 | 661 | 20,498 | 488.8 | 1 | 20,498 | 488.8 | \$60,573 | \$46,573 |
| Air Source Heat Pumps | \$20,000 | 20 | 298,204 | 28.3 | 18 | 5,367,667 | 28.3 | \$183,382 | \$163,382 |
| Geothermal Heat Pumps | \$30,000 | 9 | 321,779 | 23.9 | 18 | 5,792,020 | 23.9 | \$242,149 | \$212,149 |
| Lighting | \$6,750 | 1,500 | 55,348 | 6.5 | 15 | 830,227 | 6.5 | \$32,988 | \$26,238 |
| Total Residential | \$70,750 | 2,190 | 695,829 | 547.4 | | 12,010,412 | 547.4 | \$519,092 | \$448,342 |
| Commercial | | | | | | | | | |
| Air Source Heat Pumps | \$18,000 | 25 | 291,112 | 25.6 | 15 | 4,366,686 | 25.6 | \$161,018 | \$143,018 |
| Custom Efficiency Projects | \$40,000 | 7 | 130,729 | 45.3 | 15 | 1,960,932 | 45.3 | \$130,529 | \$90,529 |
| Drive Power | \$79,000 | 44 | 1,013,339 | 133.5 | 15 | 15,200,082 | 133.5 | \$592,122 | \$513,122 |
| Geothermal Heat Pumps | \$73,000 | 16 | 730,265 | 93.0 | 15 | 10,953,976 | 93.0 | \$533,997 | \$460,997 |
| Lighting | \$127,000 | 38 | 957,826 | 210.0 | 12 | 11,717,502 | 210.0 | \$654,633 | \$527,633 |
| Total Commercial | \$337,000 | 130 | 3,123,271 | 507.4 | | 44,199,177 | 507.4 | \$2,072,300 | \$1,735,300 |
| TOTAL DIRECT IMPACT PROJECTS | \$407,750 | 2,320 | 3,819,101 | 1,054.8 | | 56,209,589 | 1,054.8 | \$2,591,392 | \$2,183,642 |
| TOTAL BIRLET INIT ACT TROJECTS | \$407,730 | 2,320 | 3,013,101 | 2,034.0 | | 30,203,303 | 1,054.0 | Ų2,031,032 | ŲZ,103,04Z |
| INDIRECT IMPACT PROJECTS | | | | | | | | | |
| Advertising & Education | \$12,000 | 400 | 0 | 0.0 | | | | | |
| TOTAL INDIRECT IMPACT PROJECTS | \$12,000 | 400 | 0 | 0.0 | | | | | |
| TOTAL WITHOUT DEVELOPMENT COSTS | \$419,750 | 2,720 | 3,819,101 | 1,054.8 | | 56,209,589 | 1,054.8 | \$2,591,392 | \$2,183,642 |
| | | | | | | | | | |
| DEVELOPMENT | | | | | | | | | |
| EEP Development | \$25,000 | 0 | 0 | 0.0 | | | | | |
| TOTAL DEVELOPMENT | \$25,000 | 0 | 0 | 0.0 | | | | | |
| | | | | | | | | | |
| TOTAL ALL PROGRAMS | \$444,750 | 2,720 | 3,819,101 | 1,054.8 | | 56,209,589 | 1,054.8 | \$2,591,392 | \$2,183,642 |
| | | | | | | | | | |