

OTTER TAIL POWER COMPANY

Docket No: EL21-015

Response to: SD Public Utilities Commission

Analyst: SD PUC Staff

Date Received: May 21, 2021

Date Due: June 04, 2021

Date of Response: June 04, 2021

Responding Witness: Jason A. Grenier, Manager Market Planning - (218) 739-8639

Data Request:

Refer to the chart on page 10 of the Status Report.

- a. What caused the decrease in participation from what was proposed and from the actual 2019 participation reported in docket EL20-016?
- b. What caused the cost per participant to increase drastically from what was reported as actual 2019 in docket EL20-016?

Attachments: 0

Response:

- a. Participation for the commercial Air Source Heat Pump (ASHP) programs is based on units installed. The impact one commercial participant can have on this number can at times be large. For example, when looking at 2019 participation two participants accounted for the installation of 59 units. Unfortunately, 2020 did not have participation by one of these types of commercial customers (hotel) and led to the lower overall participation.
- b. Similar to what is being seen in the residential ASHP program. Otter Tail is seeing an increase in participants selecting the Cold Climate Heat Pump (CCHP) equipment when available as an option. When compared to 2019 the cost per participant can look drastically different. However, as stated above in response (a) 2019 saw two participants account for a large majority of overall participation. These two customers required Package-terminal heat pumps for their building's and only qualified for the \$250/ton rebate compared to the \$700-900/ton rebate CCHP can qualify for. It is also important to note, 2020 had an increase in energy savings over 2019, resulting in a higher kWh savings per dollar spent.