

## **Appendix A: Tables**

**SOUTH DAKOTA ENERGY EFFICIENCY PLAN - 2016**  
**Otter Tail Power Company**

APPENDIX A, TABLE 1

	Budget	Participation	Proposed Energy Savings (kWh)	Proposed Demand Savings (kW)
<b>Direct Impact Projects</b>				
<b>Residential</b>				
Air Conditioning Control	\$14,000	30	1,448	21.3
Air Source Heat Pumps	\$19,000	25	222,277	6.5
Geothermal Heat Pumps	\$23,000	10	206,583	17.4
Lighting	\$4,000	340	24,098	2.2
<b>Total Residential</b>	<b>\$60,000</b>	<b>405</b>	<b>454,404</b>	<b>47.4</b>
<b>Commercial</b>				
Air Source Heat Pumps	\$13,000	15	134,044	3.9
Custom Efficiency Projects	\$71,000	5	968,760	134.6
Drive Power	\$63,000	31	482,713	106.4
Geothermal Heat Pumps	\$57,000	25	523,938	43.6
Lighting	\$54,000	23	244,790	75.0
<b>Total Commercial</b>	<b>\$258,000</b>	<b>99</b>	<b>2,354,244</b>	<b>363.4</b>
<b>Total Direct Impact</b>	<b>\$318,000</b>	<b>504</b>	<b>2,808,649</b>	<b>410.8</b>
<b>Indirect Impact Projects</b>				
Advertising & Education	\$10,000	400		
<b>Total Indirect Impact Projects</b>	<b>\$10,000</b>	<b>400</b>		
<b>Total Without Development Costs</b>	<b>\$328,000</b>	<b>904</b>	<b>2,808,649</b>	<b>410.8</b>
<b>Development</b>				
EEP Development	\$25,000			
<b>Total Development</b>	<b>\$25,000</b>			
<b>Total - All Programs (Including Development)</b>	<b>\$353,000</b>	<b>904</b>	<b>2,808,649</b>	<b>410.8</b>

**SOUTH DAKOTA ENERGY EFFICIENCY PLAN, 2016 Only**  
**OTTER TAIL POWER COMPANY**  
**Benefit Cost Ratios**

APPENDIX A, TABLE 2

	<b>APPROVED BENEFIT / COST TEST RESULTS</b>				
	<b>Utility Test</b>	<b>Total Resource Test</b>	<b>Raterpayer Impact Test</b>	<b>Societal Test</b>	<b>Participant Test</b>
<b>Direct Impact Projects</b>					
<b>Residential</b>					
Air Conditioning Control	4.50	6.50	4.12	6.50	inf.
Air Source Heat Pumps	6.79	2.86	0.68	2.86	5.01
Geothermal Heat Pumps	7.63	2.16	0.85	2.16	2.72
Lighting	3.58	4.10	0.73	4.10	16.15
<b>Total Residential</b>	<b>6.37</b>	<b>2.72</b>	<b>0.88</b>	<b>2.72</b>	<b>3.57</b>
<b>Commercial</b>					
Air Source Heat Pumps	6.26	2.88	0.73	2.88	3.69
Customer Efficiency Projects	13.65	4.59	1.71	4.59	2.12
Drive Power	9.48	3.94	1.79	3.94	1.72
Geothermal Heat Pumps	8.08	2.27	0.93	2.27	1.87
Lighting	5.69	3.14	1.35	3.14	2.05
<b>Total Commercial</b>	<b>9.36</b>	<b>3.50</b>	<b>1.39</b>	<b>3.50</b>	<b>2.00</b>
<b>Total Direct Impact</b>					
<b>Indirect Impact Projects</b>					
Advertising & Education					
<b>Total Indirect Impact Projects</b>					
<b>TOTAL - ALL PROGRAMS</b>	<b>7.92</b>	<b>3.27</b>	<b>1.27</b>	<b>3.27</b>	<b>2.25</b>