

**SOUTH DAKOTA ENERGY EFFICIENCY PLAN - 2014**  
**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	\$56,340	\$42,340	917	\$7,184	\$35,682	\$28,498
Air Source Heat Pumps - Residential	222,277	\$19,000	\$110,176	\$91,176	184,818	\$11,062	\$90,587	\$79,525
Geothermal Heat Pumps - Residential	206,583	\$23,000	\$153,362	\$130,362	129,700	\$15,746	\$99,567	\$83,821
Lighting	24,098	\$4,000	\$12,016	\$8,016	15,988	\$2,000	\$12,855	\$10,854
<b>Total - Residential</b>	454,404	\$60,000	\$331,894	\$271,894	331,422	\$35,992	\$238,691	\$202,699
<b>Commercial</b>								
Air Source Heat Pumps - Commercial	134,044	\$13,000	\$69,498	\$56,498	300,259	\$19,309	\$144,472	\$125,163
Custom Efficiency Projects	968,760	\$71,000	\$849,744	\$778,744	44,850	\$16,808	\$138,022	\$121,214
Drive Power	482,713	\$63,000	\$526,038	\$463,038	2,044,426	\$162,105	\$1,949,240	\$1,787,135
Geothermal Heat Pumps - Commercial	523,938	\$57,000	\$401,989	\$344,989	293,405	\$30,079	\$206,929	\$176,850
Lighting	244,790	\$54,000	\$266,419	\$212,419	612,272	\$61,632	\$594,090	\$532,458
<b>Total - Commercial</b>	2,354,244	\$258,000	\$2,113,689	\$1,855,689	3,295,212	\$289,934	\$3,032,753	\$2,742,819
<b>Total - Direct Impact</b>	2,808,649	\$318,000	\$2,445,583	\$2,127,583	3,626,634	\$325,926	\$3,271,444	\$2,945,518
<b>Indirect Impact Projects</b>								
Advertising & Education	0	\$10,000	\$0	(\$10,000)	0	\$8,084	\$0	(\$8,084)
Development (all years)	0	\$25,000	\$0	(\$25,000)	0	\$17,473	\$0	(\$17,473)
<b>Total - Indirect Impact</b>	0	\$35,000	\$0	(\$35,000)	0	\$25,557	\$0	(\$25,557)
<b>Total - All Programs</b>	2,808,649	\$353,000	\$2,445,583	\$2,092,583	3,626,634	\$351,483	\$3,271,444	\$2,919,961

**Benefit/Cost Results**  
**2014 SD EEP**

	<b>AS FILED</b>	<b>ACTUAL 2014</b>
Data discounted to 2014	Utility Test	Utility Test
NPV Method: Midyear		
Discount Rates:	8.5%	8.5%
Benefit/Cost Ratio	6.93	9.31
Total Costs	\$353,000	\$351,483
Total Benefits	\$2,445,583	\$3,271,444
Net Benefits	\$2,092,583	\$2,919,961
Total Benefits:		
Utility Elec. Production Cost Decr	\$1,411,708	\$1,847,201
Utility Ancillary	\$5,404	\$7,040
Utility Generation Cap. Credit	\$571,543	\$782,074
Utility Transmission & Distrib. Credit	\$456,928	\$635,128
Total Benefits	\$2,445,583	\$3,271,444
Total Costs:		
Utility Rebates Paid	\$185,699	\$247,973
Utility Fixed Admin Cost	\$167,301	\$103,510
Total Costs	\$353,000	\$351,483