

OTTER TAIL POWER COMPANY  
Docket No: EL26-023

Response to: South Dakota Public Utilities Commission  
Analyst: Joseph Rezac  
Date Received: 10/05/2026  
Date Due: 10/19/2026  
Date of Response: 10/19/2026  
Responding Witness: Cristina Zuniga, 218-739-8240

---

Information Request:

How does the company allocate the budget from the programs to each independent measure within the program?

Attachments:

Response:

Otter Tail Power Company applies a dedicated rebate amount to each individual measure. Program costs are designated under the following categories: Delivery, Administration, Evaluation/Measurement and Verification, and Advertising/Promotion. These costs are all tied to the delivery and implementation of the program as a whole and are not tied to individual measures. A significant portion of program costs are tied to labor hours, which would be administratively burdensome or impossible to tie to individual measures. Otter Tail Power runs cost effectiveness tests at the program level which has the closest direct link between costs and savings of similar technologies. The Program Cost categories are summarized below.

- Delivery: Sales Team implementation labor (working with customers and contractors), rebate review and administration, travel, training, consulting fees.
- Administration: Program design, continuous improvements, program tracking and monitoring, as well as Regulatory tasks.
- Evaluation/Measurement and Verification: Internal engineering or cost effectiveness analysis. Potential third-party evaluations or analysis.
- Advertising and Promotion: Advertising, postage, and printing costs.