

2008 Budget Recap - Approved

PROGRAM	TOTAL BUDGET (\$M)	ELECTRIC GOALS ¹		GAS GOALS						EVAL DATE(S) (I=Impact; MA=Market Assessment; P=Process)	PMC CONTRACT EXPIRATION	
		Con-servative (aMW)	Best Case (aMW)	(\$mils/ aMW)	Levelized (\$/kWh)	Conservative (annual therms)	Best Case (annual therms)	(\$/annual therms)	Levelized (\$/Therm)			
ENERGY EFFICIENCY												
Residential												
Home Energy Solutions – Existing Homes	14.2	1.87	2.50	4.37 - 3.27	0.028 - 0.021	607,751	810,335	9.86 - 7.40	0.49 - 0.37	Q1-2008 (PI)	1/1/2011	
Home Energy Solutions – New Homes & Products	11.8	2.66	3.54	3.28 - 2.46	0.046 - 0.034	319,514	426,019	9.75 - 7.31	0.55 - 0.41	Q1-2009 (PI) homes; Q1-2009 (I) homes; Q3-2008 (PI) prod	12/31/2008	
Mkt Transformation (Alliance)	1.1	4.45	5.94	0.25 - 0.19	0.004 - 0.003	NA		NA		NA	12/31/2010	
Total Residential	27.1	9.0	12.0	2.00 - 1.50	0.023 - 0.017	927,265	1,236,354	9.83 - 7.37	0.51 - 0.38			
Commercial												
Business Energy Solutions – Existing Buildings	10.2	3.37	4.49	2.55 - 1.91	0.027 - 0.020	428,068	570,757	3.89 - 2.92	0.32 - 0.24	Q1-2008 (PI); Q1-2009 (I)	1/1/2011	
Business Energy Solutions – New Buildings	9.0	2.36	3.14	3.30 - 2.47	0.027 - 0.021	277,200	369,600	4.50 - 3.38	0.34 - 0.25	Q1-2008 (PI); Q1-2009 (I)	12/31/2008	
Mkt Transformation (Alliance)	1.7	0.21	0.28	8.25 - 6.19	0.079 - 0.059	NA		NA		NA	12/31/2010	
Total Commercial	21.0	5.9	7.9	3.05 - 2.28	0.029 - 0.022	705,268	940,357	4.13 - 3.10	0.33 - 0.25			
Industrial												
Production Efficiency	13.5	5.86	7.81	2.27 - 1.70	0.026 - 0.019	29,177	38,903	9.25 - 6.93	0.93 - 0.70	Q2-2008 (PI)	na	
Mkt Transformation (Alliance)	1.0	0.89	1.18	1.18 - 0.88	0.016 - 0.012	NA		NA		NA	12/31/2010	
Total Industrial	14.6	6.7	9.0	2.12 - 1.59	0.025 - 0.019	29,177	38,903	9.25 - 6.93	0.93 - 0.70			
Total Energy Efficiency	\$62.7	21.7	28.9	2.33 - 1.75	0.025 - 0.019	1,661,710	2,215,614	7.40 - 5.55	0.44 - 0.33			
RENEWABLE RESOURCES²												
Biopower	10.8	4.00	9.31	2.71 - 1.17				NA		NA	NA	
Open Solicitation	9.0	2.07	3.18	4.34 - 2.82				NA		NA	NA	
Solar Electric	9.1	0.47	0.62	19.42 - 14.56				NA		NA	NA	
Utility-Scale	0.2	0.00	0.00	na - na				NA		NA	NA	
Wind Cluster	5.9	2.92	4.17	2.03 - 1.42				NA		Q4-2008 (P)	NA	
Total Renewable Resources	\$35.1	9.5	17.3	3.71 - 2.03								

¹ some columns may not add due to rounding

² Budget amounts for Renewables are activity based and include dedicated funds

The Energy Trust of Oregon, Inc
Year to Date by Program / Service Territory - joint costs allocated at program level
Budget 2008-B-02 Round 2: scenario: NO 838 - APPROVED
For the Twelve Months Ending December 31, 2008

	ENERGY EFFICIENCY					RENEWABLE ENERGY			TOTAL		2007 Forecast	Change	Pct change	
	PGE	PacifiCorp	NW Natural	Cascade	Avista	Total	PGE	PacifiCorp	Total	Other				All Programs
REVENUES														
Public Purpose Funding	\$26,766,762	\$16,415,340	\$8,540,133	\$905,757		\$52,627,992	\$8,072,516	\$4,950,658	\$13,023,174		\$65,651,166	\$63,980,711	\$1,670,455	2.61%
CRC Funding												550,000	(550,000)	-100.00%
Revenue from Investments										2,373,210	2,373,210	3,225,819	(852,609)	-26.43%
TOTAL PROGRAM REVENUE	26,766,762	16,415,340	8,540,133	905,757		52,627,992	8,072,516	4,950,658	13,023,174	2,373,210	68,024,376	67,756,531	267,846	0.40%
EXPENSES														
Program Management (Note 4)	1,692,169	707,692	682,976	82,882	7,739	3,173,460	631,842	327,180	959,023		4,132,482	3,570,856	561,626	15.73%
Program Delivery	9,700,763	5,144,245	2,679,392	355,351	34,748	17,914,499	147,970	49,530	197,500		18,111,999	12,807,931	5,304,068	41.41%
Incentives	16,716,278	7,880,283	5,217,125	518,942	37,459	30,370,087	15,769,655	10,734,313	26,503,968		56,874,055	34,272,352	22,601,703	65.95%
Program Evaluation and Planning Services	1,515,035	664,464	499,008	57,042	4,256	2,739,805	280,080	131,380	411,460		3,151,265	2,341,412	809,853	34.59%
Program Marketing/Outreach	1,772,857	551,833	713,037	92,787	8,703	3,139,215	229,301	73,398	302,700		3,441,915	2,185,742	1,256,173	57.47%
Program Legal Services	0	0	0	0	0	0	75,782	25,967	101,750		101,750	44,855	56,895	126.84%
Program Quality Assurance	84,752	35,083	40,919	2,170	76	163,000	19,400	7,200	26,600		189,600	111,503	78,097	70.04%
Outsourced Services	333,842	127,104	98,141	10,631	313	570,031	624,001	214,799	838,800		1,408,831	643,566	765,265	118.91%
Trade Allies & Customer Service Management	347,759	122,445	267,269	15,623	894	753,989	57,995	23,711	81,706		835,695	468,299	367,396	78.45%
IT Services	687,643	265,698	323,988	37,036	3,304	1,317,672	145,215	72,314	217,530		1,535,202	1,001,121	534,081	53.35%
Other Program Expenses	226,153	95,016	76,395	7,521	548	405,632	156,051	67,063	223,115		628,746	448,945	179,802	40.05%
TOTAL PROGRAM EXPENSES	33,077,252	15,593,862	10,598,251	1,179,984	98,040	60,547,389	18,137,292	11,726,855	29,864,152		90,411,541	57,896,583	32,514,958	56.16%
ADMINISTRATIVE COSTS														
Management & General (Note 1 & 3)	814,186	383,838	260,873	29,045	2,413	1,490,355	446,444	288,653	735,097		2,225,452	1,713,339	512,113	29.89%
Communication & Outreach (Note 2 & 3)	351,598	165,756	112,655	12,543	1,042	643,594	192,792	124,652	317,444		961,038	787,232	173,807	22.08%
Total Administrative Costs	1,165,784	549,595	373,528	41,588	3,455	2,133,949	639,236	413,305	1,052,541		3,186,490	2,500,571	685,919	27.43%
TOTAL PROGRAM & ADMIN EXPENSES	34,243,036	16,143,457	10,971,779	1,221,572	101,495	62,681,338	18,776,528	12,140,160	30,916,693		93,598,031	60,397,154	33,200,878	54.97%
TOTAL REVENUE LESS EXPENSES	(7,476,274)	271,883	(2,431,646)	(315,815)	(101,495)	(10,053,346)	(10,704,012)	(7,189,502)	(17,893,519)	2,373,210	(25,573,655)	7,359,377	(32,933,032)	
Net Assets from prior years	14,419,680	(8,123,031)	6,484,396	345,107	103,072	13,229,224	23,889,329	11,743,224	35,632,553	7,574,327	56,436,104	49,076,735	7,359,369	
Interest attributed	1,740,000	1,160,000				2,900,000		1,700,000	1,700,000	(4,600,000)				
TOTAL NET ASSETS CUMULATIVE	8,683,406	(6,691,148)	4,052,750	29,292	1,577	6,075,878	13,185,317	6,253,722	19,439,034	5,347,537	30,862,449	56,436,112	(25,573,663)	

Note 1) Management and General (Administrative) Expenses have been allocated based on total expenses.

Note 2) General Communication and Outreach expenses (Administrative) have been allocated based on total expenses for budget purposes only, otherwise by Public Purpose Revenue from each Territory.

Note 3) Administrative costs are allocated for management reporting only. GAAP for Not for Profit organizations does not allow allocation of administrative costs to program expenses.

Note 4) Program Management costs include both outsourced and internal staff.

Note 5) Cumulative carryover at 12/31/2006 has been adjusted to reflect audited results.

Note 6) Variance from budget are positive when revenue is greater or expenses are lower than budget, negative if revenue is lower or expenses higher than budget

The Energy Trust of Oregon, Inc
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2008
Round 2: Scenario: NO 838 APPROVED

PROGRAM TOTALS INCLUDE FULLY ALLOCATED MANAGEMENT AND GENERAL EXPENSE

	PGE	Pacific Power	Subtotal Elec. Utilities	Northwest Natural Gas	Cascade	Avista	Subtotal Gas Providers	Total	2007 Forecast	Change	Pct Change
Energy Efficiency											
Residential											
Home Energy Solutions - Existing Homes	5,944,284	2,228,899	8,173,183	5,795,362	198,807	1,258	5,995,427	14,168,610	11,780,952	2,387,658	20.27%
Home Energy Solutions - New Homes/Products	5,990,407	2,726,365	8,716,772	2,217,385	798,133	100,236	3,115,754	11,832,526	9,426,237	2,406,289	25.53%
Market Transformation (NEEA)	635,270	479,239	1,114,509				0	1,114,509	1,084,285	30,224	2.79%
Total Residential	12,569,961	5,434,503	18,004,464	8,012,747	996,940	101,494	9,111,181	27,115,645	22,291,474	4,824,171	21.64%
Commercial											
Business Energy Solutions - Existing Buildings	7,611,146	967,780	8,578,926	1,570,434	95,751		1,666,185	10,245,111	6,776,166	3,468,945	51.19%
Business Energy Solutions - New Buildings	5,347,083	2,421,649	7,768,732	1,118,809	128,884		1,247,693	9,016,425	5,303,529	3,712,896	70.01%
Market Transformation (NEEA)	976,462	736,628	1,713,090				0	1,713,090	1,698,658	14,432	0.85%
Total Commercial	13,934,691	4,126,057	18,060,748	2,689,243	224,635		2,913,878	20,974,626	13,778,353	7,196,273	52.23%
Industrial											
Business Energy Solutions - Production Efficiency	7,141,882	6,132,909	13,274,791	269,786			269,786	13,544,577	12,007,652	1,536,925	12.80%
Market Transformation (NEEA)	596,492	449,984	1,046,476				0	1,046,476	1,036,688	9,788	0.94%
Total Industrial	7,738,374	6,582,893	14,321,267	269,786			269,786	14,591,053	13,044,340	1,546,713	11.86%
Total Energy Efficiency Costs	34,243,026	16,143,453	50,386,479	10,971,776	1,221,575	101,494	12,294,845	62,681,324	49,114,167	13,567,157	27.62%
Renewables											
Biopower	1,092,936	953,549	2,046,485				0	2,046,485	613,041	1,433,444	233.83%
Open Solicitation	7,584,214	1,653,407	9,237,621				0	9,237,621	633,697	8,603,924	1,357.73%
Solar Electric (Photovoltaic)	6,460,592	2,641,347	9,101,939				0	9,101,939	2,916,884	6,185,055	212.04%
Utility Scale Projects	38,881	4,565,997	4,604,878				0	4,604,878	6,613,914	(2,009,036)	-30.38%
Wind	3,599,902	2,325,858	5,925,760				0	5,925,760	505,434	5,420,326	1,072.41%
Total Renewables Costs	18,776,525	12,140,158	30,916,683				0	30,916,683	11,282,970	19,633,713	174.01%
Cost Grand Total	53,019,551	28,283,611	81,303,162	10,971,776	1,221,575	101,494	12,294,845	93,598,007	60,397,137	33,200,870	54.97%

Energy Trust of Oregon
Statement of Functional Expense
For the Twelve Months Ending December 31, 2008
Budget 2008-B-02 Scenario: NO 838 APPROVED

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communication & Outreach	Total Admin Expenses	Total
EXPENSES							
Program Expenses							
Incentives/ Program Management & Delivery	52,334,392	26,701,468	79,035,860			0	79,035,860
Payroll and Related Expenses	1,434,419	959,023	2,393,442	1,262,860	366,263	1,629,123	4,022,565
Outsourced Services	3,088,482	1,407,850	4,496,332	387,355	346,850	734,205	5,230,537
Planning and Evaluation	1,212,804	273,460	1,486,264	19,470	1,796	21,266	1,507,530
Customer Service Management	753,989	81,706	835,695			0	835,695
Total Program Expenses	58,824,086	29,423,507	88,247,593	1,669,685	714,910	2,384,595	90,632,188
Program Support Costs							
Supplies	8,761	5,535	14,296	12,053	3,435	15,488	29,784
Postage and Shipping Expenses	21,650	7,306	28,956	5,347	20,181	25,528	54,484
Telephone	1,668	6,538	8,206	2,047	298	2,345	10,551
Printing and Publications	108,666	34,540	143,206	4,736	45,740	50,476	193,682
Occupancy Expenses	82,859	52,352	135,211	60,088	21,137	81,225	216,436
Insurance	14,602	9,226	23,828	10,589	3,725	14,314	38,142
Equipment	4,535	2,865	7,400	16,489	2,357	18,846	26,246
Travel	55,688	60,740	116,428	45,935	6,912	52,847	169,275
Meetings, Trainings & Conferences	59,600	37,050	96,650	124,750	12,500	137,250	233,900
Depreciation & Amortization	2,069	1,307	3,376	1,500	528	2,028	5,404
Dues, Licenses and Fees	44,926	5,269	50,195	8,414	5,109	13,523	63,718
Miscellaneous Expenses	608	384	992	541	155	696	1,688
IT Services	1,317,672	217,530	1,535,202	263,277	124,052	387,329	1,922,531
Total Program Support Costs	1,723,303	440,645	2,163,948	555,766	246,129	801,895	2,965,843
TOTAL EXPENSES	60,547,389	29,864,152	90,411,541	2,225,452	961,038	3,186,490	93,598,031

PUC performance measure 11%
Administrative plus program support costs 8.1%

The Energy Trust of Oregon
Capital Purchases

	<u>2008 budget</u>
Technology Refresh	
Server upgrade and replacement	60,000
Network Switch Replacement	10,000
Firewall Replacement	10,000
Accounting Software	200,000
CRM Software	75,000
Software enhancements	20,000
	<u><u>375,000</u></u>
	<u>2009 Projection</u>
	<u><u>-</u></u>
2009, nature of projects to be determined in mid 2008	<u>120,000</u>

all hardware and software is depreciated over 3 years, straight line