

2009 Budget Recap - Round 2, APPROVED

PROGRAM	TOTAL BUDGET (\$M)	ELECTRIC GOALS ¹		ELECTRIC COST		GAS GOALS		GAS COST			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	14.1	1.96	2.61	4.00 - 3.00	0.026 - 0.019	633,707	844,942	9.95 - 7.46	0.50 - 0.37	Q1-2008 (PI)	1/1/2011	
Home Energy Solutions – New Homes & Products	12.2	2.31	3.08	3.56 - 2.67	0.047 - 0.035	338,791	451,721	11.59 - 8.70	0.69 - 0.51	Q1-2009 (PI) homes; Q1-2009 (I) homes; Q3-2008 (PI) prod	12/31/2008	
Mkt Transformation (Alliance)	0.9	3.61	4.81	0.26 - 0.19	0.004 - 0.003	NA		NA		NA	12/31/2010	
Total Residential	27.2	7.9	10.5	2.16 - 1.62	0.023 - 0.017	972,497	1,296,663	10.52 - 7.89	0.55 - 0.41			
Commercial												
Business Energy Solutions – Existing Buildings	7.5	1.60	2.14	3.42 - 2.57	0.037 - 0.027	365,394	487,192	5.56 - 4.17	0.46 - 0.35	Q1-2008 (PI); Q1-2009 (I)	1/1/2011	
Business Energy Solutions – New Buildings	9.8	2.91	3.88	2.90 - 2.17	0.024 - 0.018	311,850	415,800	4.36 - 3.27	0.33 - 0.24	Q1-2008 (PI); Q1-2009 (I)	12/31/2008	
Mkt Transformation (Alliance)	1.4	0.17	0.22	8.37 - 6.28	0.080 - 0.060	NA		NA		NA	12/31/2010	
Total Commercial	18.7	4.7	6.2	3.27 - 2.46	0.030 - 0.022	677,244	902,992	5.01 - 3.76	0.40 - 0.30			
Industrial												
Production Efficiency	13.5	6.03	8.05	2.16 - 1.62	0.025 - 0.019	188,700	251,600	2.14 - 1.61	0.22 - 0.16	Q2-2008 (PI)	na	
Mkt Transformation (Alliance)	0.9	0.72	0.96	1.20 - 0.90	0.016 - 0.012	NA		NA		NA	12/31/2010	
Total Industrial	14.3	6.8	9.0	2.06 - 1.55	0.024 - 0.018	188,700	251,600	2.14 - 1.61	0.22 - 0.16			
Total Energy Efficiency	\$60.3	19.3	25.7	2.39 - 1.80	0.025 - 0.019	1,838,441	2,451,255	7.63 - 5.72	0.47 - 0.36			
RENEWABLE RESOURCES²												
Biopower	3.3	0.55	1.62	6.04 - 2.05		NA		NA		NA	NA	
Open Solicitation	2.8	0.57	0.88	4.96 - 3.23		NA		NA		NA	NA	
Solar Electric	5.5	0.35	0.47	15.63 - 11.72		NA		NA		NA	NA	
Utility-Scale	0.0	0.00	0.00	na - na		NA		NA		NA	NA	
Wind Cluster	3.4	1.87	2.67	1.82 - 1.28		NA		NA		Q4-2008 (P)	NA	
Total Renewable Resources	\$15.1	3.3	5.6	4.53 - 2.68								

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
Projection 2009-P-02 Round 2 - APPROVED
For the Twelve Months Ending December 31, 2009

	ENERGY EFFICIENCY					RENEWABLE ENERGY			Other	TOTAL	2008	Change	Pct Chg	
	PGE	PacifiCorp	NW Natural	Cascade	Avista	Total	PGE	PacifiCorp		Total	All Programs			Budget
REVENUES														
Public Purpose Funding	\$27,569,765	\$16,907,801	\$8,625,534	\$1,638,985	\$56,739	\$54,798,824	\$8,314,691	\$5,099,178	\$13,413,869		\$68,212,693	\$65,651,166	\$2,561,527	3.90%
Revenue from Investments										2,164,506	2,164,506	2,373,210	(208,704)	-8.79%
TOTAL PROGRAM REVENUE	27,569,765	16,907,801	8,625,534	1,638,985	56,739	54,798,824	8,314,691	5,099,178	13,413,869	2,164,506	70,377,199	68,024,376	2,352,822	3.46%
EXPENSES														
Program Management (Note 4)	1,624,173	747,474	807,825	113,406	4,378	3,297,256	503,704	512,860	1,016,564		4,313,820	4,132,482	181,338	4.39%
Program Delivery	9,062,529	4,879,500	3,167,621	557,297	24,796	17,691,744	86,570	49,115	135,685		17,827,429	18,111,999	(284,570)	-1.57%
Incentives	14,068,398	7,589,464	5,522,614	624,798	16,040	27,821,317	6,566,270	6,270,357	12,836,627		40,657,944	56,874,055	(16,216,111)	-28.51%
Program Evaluation and Planning Services	1,329,243	646,416	546,968	70,490	2,209	2,595,326	196,121	196,780	392,901		2,988,227	3,151,265	(163,038)	-5.17%
Program Marketing/Outreach	1,430,349	612,395	829,188	129,903	5,347	3,007,181	173,494	160,578	334,072		3,341,253	3,441,915	(100,662)	-2.92%
Program Legal Services	0	0	0	0	0	0	8,750	8,750	17,500		17,500	101,750	(84,250)	-82.80%
Program Quality Assurance	84,753	41,220	51,300	4,280	96	181,650	16,700	22,800	39,500		221,150	189,600	31,550	16.64%
Outsourced Services	278,681	120,677	85,195	9,181	70	493,803	383,730	355,009	738,739		1,232,542	1,408,831	(176,289)	-12.51%
Trade Allies & Customer Service Management	324,650	144,941	293,859	25,165	703	789,318	41,248	30,888	72,136		861,454	835,695	25,759	3.08%
IT Services	615,622	275,141	363,526	49,715	1,814	1,305,818	106,450	109,124	215,573		1,521,391	1,535,202	(13,811)	-0.90%
Other Program Expenses	200,105	97,275	88,267	10,037	278	395,961	114,919	111,332	226,250		622,211	628,746	(6,535)	-1.04%
TOTAL PROGRAM EXPENSES	29,018,503	15,154,503	11,756,364	1,594,273	55,730	57,579,374	8,197,955	7,827,594	16,025,548		73,604,922	90,411,541	(16,806,619)	-18.59%
ADMINISTRATIVE COSTS														
Management & General (Note 1 & 3)	925,139	483,141	374,805	50,827	1,777	1,835,689	261,359	249,552	510,911		2,346,599	2,225,452	121,147	5.44%
Communication & Outreach (Note 2 & 3)	421,829	220,294	170,897	23,175	810	837,005	119,170	113,786	232,956		1,069,961	961,038	108,923	11.33%
Total Administrative Costs	1,346,968	703,435	545,702	74,002	2,587	2,672,694	380,529	363,338	743,867		3,416,560	3,186,490	230,070	7.22%
TOTAL PROGRAM & ADMIN EXPENSE	30,365,471	15,857,938	12,302,066	1,668,275	58,317	60,252,068	8,578,484	8,190,932	16,769,415		77,021,482	93,598,031	(16,576,549)	-17.71%
TOTAL REVENUE LESS EXPENSES	(2,795,706)	1,049,863	(3,676,532)	(29,290)	(1,578)	(5,453,244)	(263,793)	(3,091,754)	(3,355,546)	2,164,506	(6,644,283)	(25,573,655)	18,929,371	-74.02%
Net Assets from prior years	6,943,408	(7,851,148)	4,052,750	29,290	1,578	3,175,878	13,185,314	4,553,721	17,739,035	9,947,537	30,862,450	56,436,104	(25,573,654)	-45.31%
Interest attributed	1,740,000	1,160,000				2,900,000		1,700,000	1,700,000	(4,600,000)				0.00%
TOTAL NET ASSETS CUMULATIVE	5,887,702	(5,641,285)	376,218	(0)	0	622,634	12,921,521	3,161,967	16,083,489	7,512,043	24,218,167	30,862,449	(6,644,283)	-21.53%

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, 2009
Round 2, 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	2008 Budget	Change	Pct Change
Energy Efficiency											
Residential											
Home Energy Solutions - Existing Homes	5,289,551	2,531,461	7,821,012	6,045,801	259,081		6,304,882	14,125,894	14,168,610	(42,716)	-0.30%
Home Energy Solutions - New Homes/Products	5,739,833	2,495,588	8,235,421	2,781,315	1,088,418	58,317	3,928,050	12,163,471	11,832,525	330,946	2.80%
Market Transformation (NEEA)	525,629	396,526	922,155				0	922,155	1,114,510	(192,355)	-17.26%
Total Residential	11,555,013	5,423,575	16,978,588	8,827,116	1,347,499	58,317	10,232,932	27,211,520	27,115,645	95,875	0.35%
Commercial											
Business Energy Solutions - Existing Buildings	4,301,762	1,191,448	5,493,210	1,858,445	173,057		2,031,502	7,524,712	10,245,110	(2,720,398)	-26.55%
Business Energy Solutions - New Buildings	5,770,393	2,660,539	8,430,932	1,212,267	147,717		1,359,984	9,790,916	9,016,424	774,492	8.59%
Market Transformation (NEEA)	802,171	605,147	1,407,318				0	1,407,318	1,713,090	(305,772)	-17.85%
Total Commercial	10,874,326	4,457,134	15,331,460	3,070,712	320,774		3,391,486	18,722,946	20,974,624	(2,251,678)	-10.74%
Industrial											
Business Energy Solutions - Production Efficiency	7,445,129	5,606,824	13,051,953	404,243			404,243	13,456,196	13,544,576	(88,380)	-0.65%
Market Transformation (NEEA)	491,014	370,414	861,428				0	861,428	1,046,476	(185,048)	-17.68%
Total Industrial	7,936,143	5,977,238	13,913,381	404,243			404,243	14,317,624	14,591,052	(273,428)	-1.87%
Total Energy Efficiency Costs	30,365,482	15,857,947	46,223,429	12,302,071	1,668,273	58,317	14,028,661	60,252,090	62,681,321	(2,429,231)	-3.88%
Renewables											
Biopower	2,790,319	1,840,894	4,631,213				0	4,631,213	2,046,485	2,584,728	126.30%
Open Solicitation	576,639	2,600,943	3,177,582				0	3,177,582	9,237,621	(6,060,039)	-65.60%
Solar Electric (Photovoltaic)	3,151,879	2,360,291	5,512,170				0	5,512,170	9,101,940	(3,589,770)	-39.44%
Utility Scale Projects	17,559	26,250	43,809				0	43,809	4,604,878	(4,561,069)	-99.05%
Wind	2,042,092	1,362,554	3,404,646				0	3,404,646	5,925,759	(2,521,113)	-42.54%
Total Renewables Costs	8,578,488	8,190,932	16,769,420				0	16,769,420	30,916,683	(14,147,263)	-45.76%
Cost Grand Total	38,943,970	24,048,879	62,992,849	12,302,071	1,668,273	58,317	14,028,661	77,021,510	93,598,004	(16,576,494)	-17.71%

Energy Trust of Oregon
Statement of Functional Expense
For the Twelve Months Ending December 31, 2009
Projection 2009-P-02 Round 2 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	49,443,899	12,972,312	62,416,211			0	62,416,211
Payroll and Related Expenses	1,520,484	1,016,564	2,537,048	1,340,780	388,239	1,729,019	4,266,067
Outsourced Services	2,913,568	1,249,811	4,163,379	428,969	425,885	854,854	5,018,233
Planning and Evaluation	1,210,326	272,901	1,483,227	19,431	1,792	21,223	1,504,450
Customer Service Management	789,318	72,136	861,454			0	861,454
Total Program Expenses	55,877,595	15,583,724	71,461,319	1,789,180	815,917	2,605,097	74,066,416
Program Support Costs							
Supplies	9,248	5,843	15,091	12,436	3,679	16,115	31,206
Postage and Shipping Expenses	21,520	8,433	29,953	5,958	22,292	28,250	58,203
Telephone	506	5,978	6,484	1,240	1	1,241	7,725
Printing and Publications	95,702	42,432	138,134	4,751	50,165	54,916	193,050
Occupancy Expenses	82,508	52,130	134,638	59,833	21,048	80,881	215,519
Insurance	15,818	9,994	25,812	11,471	4,035	15,506	41,318
Equipment	3,683	2,327	6,010	15,871	2,260	18,131	24,141
Travel	55,796	61,980	117,776	46,835	7,602	54,437	172,213
Meetings, Trainings & Conferences	61,088	33,262	94,350	127,635	13,750	141,385	235,735
Depreciation & Amortization	2,069	1,307	3,376	1,500	528	2,028	5,404
Dues, Licenses and Fees	47,415	2,181	49,596	8,436	5,593	14,029	63,625
Miscellaneous Expenses	608	384	992	544	155	699	1,691
IT Services	1,305,818	215,573	1,521,391	260,909	122,936	383,845	1,905,236
Total Program Support Costs	1,701,779	441,824	2,143,603	557,419	254,044	811,463	2,955,066
TOTAL EXPENSES	57,579,374	16,025,548	73,604,922	2,346,599	1,069,961	3,416,560	77,021,482
PUC performance measure	11%						
Administrative plus program support costs	8.2%						