

**The Energy Trust of Oregon**  
**2006 Revised Final Budget**  
**Year to Date by Program / Service Territory**  
**For the Twelve Months Ending December 31, 2006**

	ENERGY EFFICIENCY				RENEWABLE RESOURCES			Other	TOTAL	Percent of Revenue	Actual 2005	Percentage Change
	PGE	PacifiCorp	NW Natural	Total	PGE	PacifiCorp	Total		All Programs			
<b>REVENUES</b>												
Public Purpose Funding	\$21,693,049	\$13,951,692	\$8,295,548	\$43,940,289	\$6,507,349	\$4,207,896	\$10,715,245		\$54,655,534	98.8%	\$52,602,528	3.9%
Revenue from Investments	840,000	560,000		1,400,000				688,780	688,780	1.2%	1,250,909	-44.9%
								(1,400,000)	0	0.0%		
<b>TOTAL PROGRAM REVENUE</b>	<b>22,533,049</b>	<b>14,511,692</b>	<b>8,295,548</b>	<b>45,340,289</b>	<b>6,507,349</b>	<b>4,207,896</b>	<b>10,715,245</b>	<b>(711,220)</b>	<b>55,344,314</b>	<b>100.0%</b>	<b>\$53,853,437</b>	<b>2.8%</b>
<b>EXPENSES</b>												
Program Management (Note 4)	1,270,914	747,229	669,699	2,687,842	485,124	149,258	634,382		3,322,224	6.0%	2,792,894	19.0%
Program Delivery	5,036,676	3,238,429	2,106,402	10,381,508	76,246	65,954	142,200		10,523,708	19.0%	9,669,676	8.8%
Incentives	13,536,699	9,768,911	7,099,712	30,405,322	20,902,272	6,243,240	27,145,513		57,550,834	104.0%	33,468,324	72.0%
Direct Program Evaluation and Planning Services	815,931	535,655	492,412	1,843,999	128,600	65,496	194,096		2,038,095	3.7%	1,126,824	80.9%
Program Marketing/Outreach	659,954	389,459	702,864	1,752,276	140,106	68,004	208,110		1,960,386	3.5%	1,502,689	30.5%
Program Legal Services	18,978	12,978	7,924	39,879	46,947	23,503	70,450		110,329	0.2%	88,396	24.8%
Program Quality Assurance	114,765	78,194	49,746	242,706	21,320	13,980	35,300		278,006	0.5%	26,833	936.1%
Outsourced Services	324,660	220,832	175,774	721,266	683,784	273,991	957,775		1,679,041	3.0%	803,898	108.9%
Trade Allies & Customer Service Management	251,654	173,209	130,748	555,611	25,343	7,797	33,140		588,751	1.1%	608,283	-3.2%
IT Services	409,439	281,809	188,239	879,487	66,965	20,603	87,568		967,055	1.7%	902,145	7.2%
Other Program Expenses	220,173	149,638	108,111	477,921	118,658	50,833	169,491		647,413	1.2%	717,848	-9.8%
<b>TOTAL PROGRAM EXPENSES</b>	<b>22,659,843</b>	<b>15,596,343</b>	<b>11,731,631</b>	<b>49,987,817</b>	<b>22,695,366</b>	<b>6,982,659</b>	<b>29,678,025</b>		<b>79,665,842</b>	<b>143.9%</b>	<b>51,707,810</b>	<b>54.1%</b>
<b>ADMINISTRATIVE COSTS</b>												
Management & General (Note 1 & 3)	788,855	507,345	301,663	1,597,863	236,636	153,018	389,654		1,987,517	3.6%	1,633,919	
Communication & Outreach (Note 2 & 3)	330,201	212,366	126,271	668,837	99,052	64,050	163,102		831,939	1.5%	616,095	
<b>Total Administrative Costs</b>	<b>1,119,056</b>	<b>719,711</b>	<b>427,933</b>	<b>2,266,700</b>	<b>335,688</b>	<b>217,068</b>	<b>552,756</b>		<b>2,819,456</b>	<b>5.1%</b>	<b>2,250,014</b>	<b>25.3%</b>
<b>TOTAL PROGRAM &amp; ADMIN EXPENSES</b>	<b>23,778,898</b>	<b>16,316,054</b>	<b>12,159,565</b>	<b>52,254,517</b>	<b>23,031,054</b>	<b>7,199,727</b>	<b>30,230,781</b>		<b>82,485,298</b>	<b>149.0%</b>	<b>53,957,824</b>	<b>52.9%</b>
<b>TOTAL REVENUE LESS EXPENSES</b>	<b>(1,245,849)</b>	<b>(1,804,362)</b>	<b>(3,864,017)</b>	<b>(6,914,228)</b>	<b>(16,523,705)</b>	<b>(2,991,831)</b>	<b>(19,515,536)</b>	<b>(711,220)</b>	<b>(27,140,984)</b>	<b>-49.0%</b>	<b>(104,387)</b>	<b>25900.3%</b>
Cumulative Carryover at 12/31/04	14,646,640	(2,854,762)	5,630,071	17,421,949	14,953,520	3,446,061	18,399,581	826,770	36,648,300			
Carryover from 2005	(6,756,040)	(3,541,970)	1,200,366	(9,097,644)	5,103,912	2,638,435	7,742,347	1,250,909	(104,387)			
Dedicated for RE Commitments					(1,741,500)	(2,535,018)	(4,276,518)		(4,276,518)			
<b>Net Available Funds</b>	<b>6,644,751</b>	<b>(8,201,094)</b>	<b>2,966,420</b>	<b>1,410,077</b>	<b>1,792,227</b>	<b>557,647</b>	<b>2,349,874</b>	<b>1,366,459</b>	<b>5,126,411</b>			

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 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.