## Energy Trust of Oregon, Inc. BALANCE SHEET For the Six Months Ending June 30, 2004 (Unaudited)

	JUN 2004	JUN 2003
Current Assets		
Cash*	40,984,321	24,247,484
Program Deposits held in Escrow	475,000	3,800,000
Receivables	24,500	21,964
Prepaid Expenses	22,046	16,708
Advances to Contractor		744,275
Total Current Assets	42,553,963	28,830,431
Fixed Assets	848,143	246,537
Less Depreciation	(143,358)	· · · · · · · · · · · · · · · · · · ·
Net Fixed Assets	704,784	210,367
Other Assets		
Total Other Assets	11,912	10,412
Total Assets	43,270,659	29,051,210
Total Current Liabilities	2,986,317	2,774,633
Net Assets		
Current Year Inc/ Dec Unrestricted Net Assets	11,427,823	11,382,636
Current Year Inc/Dec Board Designated Net Assets	475,000	3,800,000
Unrestricted Net Assets-Beginning of Year	28,154,832	10,867,255
Temporarily Restricted Net Assets-Beginning of Year	226,686	226,686
Total Net Assets	40,284,341	26,276,577
<b>Total Current Liabilities and Net Assets</b>	43,270,659	29,051,210

<sup>\*</sup>Committed to Approved Programs

## Energy Trust of Oregon, Inc. INCOME STATEMENT Unaudited Interim Report for Quarter and YTD For the Period Ending June 30, 2004

	Actual	Quarter-to-date QTD Budget	Over / (Under)	Actual	Year-to-date YTD Budget	Over / (Under)
Total Public Purpose Funding	\$12,096,568	\$11,705,399	\$391,169	\$27,671,462	\$26,974,846	\$696,616
Interest Income	83,061	48,140	34,921	157,437	111,280	46,157
TOTAL REVENUE	12,179,629	11,753,539	426,090	27,828,899	27,086,126	742,773
EXPENSES						
Program Management	709,663	1,848,108	(1,138,445)	1,887,751	3,870,823	(1,983,072)
Program Delivery	2,229,335	1,327,453	901,882	4,413,099	3,244,839	1,168,260
Incentives	3,394,329	4,667,379	(1,273,050)	6,511,926	9,812,939	(3,301,012)
Direct Program Eval & Planning Svcs	142,565	463,361	(320,796)	458,693	989,719	(531,025)
Program Marketing/Outreach	217,447	251,472	(34,025)	251,912	606,944	(355,032)
Program Legal Services	60,226	54,100	6,126	66,619	130,200	(63,581)
Program Quality Assurance	18,127	69,655	(51,528)	30,763	138,310	(107,547)
Outsourced Services	244,601	463,958	(219,357)	457,110	854,394	(397,285)
Trade Allies & Customer Service Mgmt	108,463	235,823	(127,360)	108,463	467,604	(359,140)
IT Services	230,121	130,804	99,317	230,121	258,681	(28,560)
Other Program Expenses	180,648	192,607	(11,960)	400,156	362,817	37,339
TOTAL PROGRAM EXPENSES	7,535,524	9,704,721	(2,169,197)	14,816,613	20,737,270	(5,920,656)
ADMINISTRATIVE COSTS						
Management & General (Note 1 & 3)	471,309	552,138	(80,830)	876,649	1,029,120	(152,471)
Communication & Outreach (Note 2 & 3)	128,242	225,743	(97,501)	232,817	445,101	(212,284)
Total Administrative Costs	599,551	777,881	(178,330)	1,109,466	1,474,220	(364,754)
<b>Total Expenses</b>	8,135,075	10,482,602	(2,347,527)	15,926,079	22,211,490	(6,285,411)
REVENUE LESS EXPENSES	4,044,554	1,270,937	2,773,616	11,902,820	4,874,636	7,028,184

Note 1) Management and General (Administrative) Expense 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. This is not a GAAP formated Income Statement.

## Energy Trust of Oregon, Inc. Year to Date by Program / Service Territory For the Six Months Ending June 30, 2004 (Unaudited)

		ENERGY E	FFICIENCY		RENE	WABLE RESO	URCES	TOTAL
	PGE	PacifiCorp	NW Natural	Total	PGE	PacifiCorp	Total	Other All Programs
REVENUES Total Public Purpose Funding Interest Income	\$10,630,018	\$7,010,245	\$4,568,770	\$22,209,032	\$3,244,725	5 \$2,217,704	\$5,462,430	\$27,671,462 157,437 157,437
TOTAL REVENUE	10,630,018	7,010,245	4,568,770	22,209,032	3,244,725	2,217,704	5,462,430	157,437 27,828,899
EXPENSES								
Program Management (Note 4)	841,798	637,684	269,327	1,748,809	31,884	107,058	138,942	1,887,751
Program Delivery	2,337,535	1,954,048	,	4,409,579	808		3,520	4,413,099
Incentives	2,291,470	2,435,459	,	5,752,393	146,683	612,850	759,533	6,511,926
Direct Program Eval & Planning Svcs	221,582	184,712		449,450	2,12	7,122	9,243	458,693
Program Marketing/Outreach	108,442	82,001	48,177	238,620	2,99	7 10,295	13,292	251,912
Program Legal Services	25,293	22,837	1,752	49,881	7,82	8,917	16,738	66,619
Program Quality Assurance	5,125	4,756	3,218	13,099	3,517	14,147	17,664	30,763
Outsourced Services	142,519	72,378	19,162	234,059	75,120	147,925	223,051	457,110
Trade Allies & Customer Service Mgmt	49,646	44,825	13,348	107,818	148	3 497	645	108,463
IT Services	101,970	92,069	24,331	218,370	2,697	9,054	11,751	230,121
Other Program Expenses	128,236	115,599	35,114	278,949	28,097	93,110	121,207	400,156
TOTAL PROGRAM EXPENSES	6,253,614	5,646,367	1,601,046	13,501,027	301,898	3 1,013,688	1,315,586	14,816,613
ADMINISTRATIVE COSTS								
Management & General (Note 1 & 3)	379,776	327,811	90,892	798,478	20,978	57,192	78,170	876,649
Communication & Outreach (Note 2 & 3)	90,095	59,599	36,582	186,275	27,515	19,027	46,542	232,817
<b>Total Administrative Costs</b>	469,870	387,409	127,474	984,753	48,494	76,219	124,712	1,109,466
Total Expenses	6,723,485	6,033,777	1,728,519	14,485,781	350,392	2 1,089,907	1,440,299	15,926,079
REVENUE LESS EXPENSES	3,906,533	976,468	2,840,250	7,723,251	2,894,334	1,127,798	4,022,131	157,437 11,902,820
Cumulative Carryover at 12/31/03 (Note 5)	9,086,601	5,136,318	2,741,756	16,964,675	9,892,83	7 1,188,963	11,081,800	335,044 28,381,519

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. This is not a GAAP formated Income Statement.

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

Note 5) Cumulative carryover at 12/31/03 has been adjusted effective April 1, 2004 to reflect completed reconciliations of prior years' numbers.

## ENERGY TRUST OF OREGON, INC. SIGNED AND PENDING CONTRACT COMMITMENTS - 06/30/04

ontract Description and General Total ions & Marketing Total y Ilding/Production Efficiency rket transformation ansition Agreement rket Transformation one Energy Savings ansition Agreement we Building Efficiency cient New Homes cient New Homes cient Home Products ernet Energy Audit D Traffic Signal Program onsumer Info Transfer monstration Project Services validing Performance Services ar Water Heating Installers to Bilgence Services ta Requests repon Offset Study all plate Purchase Agreement of Place Incentives sidential Program Consulting offsessional Service Contract offset Study ar Electric Installers	Total Contract Commitment  835,811  291,850  19,959,778 19,090,000 15,921,500 14,000,000 12,068,759 11,830,000 4,830,000 4,418,379 2,630,867 393,000 350,000 137,500 107,586 95,900 59,998 555,500 50,112 50,000 45,000 25,000 24,106 17,600 10,000 10,000 10,000 106,180,584	Obligated through 06/30/04 304,197 137,743 7,580,240 15,307,194 7,700,690 6,343,802 9,610,581 714,139 175,857 290,645 25,250 187,163 39,430 19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	Contract Commitment 531,613 154,107  12,379,538 19,090,000 614,306 6,299,310 5,724,957 2,219,419 4,115,861 4,242,522 346,750 162,838 98,070 87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100 10,000 58,043,382	12/12/02 01/01/05 03/01/02 03/01/02 02/01/03 03/01/02 07/21/03 04/01/04 04/27/04 04/30/04 11/01/03 04/01/04 07/01/04 05/01/04	12/31// 12/31// 12/31// 12/31// 03/31// 04/26// 06/30// 11/01// 12/31// 12/31// 12/31// 12/31// 12/31//
and General Total ions & Marketing Total y  Ilding/Production Efficiency rket transformation ansition Agreement rket Transformation ome Energy Savings ansition Agreement we Building Efficiency cient New Homes cient Home Products ernet Energy Audit D Traffic Signal Program onsumer Info Transfer monstration Project Services using Demo Project Incentive nning Professional Services ilding Performance Services ar Water Heating Installers te Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract incy Total	835,811 291,850 19,959,778 19,090,000 15,921,500 14,000,000 12,068,759 11,830,000 4,418,379 2,630,867 393,000 350,000 137,500 107,590 59,998 55,500 50,112 50,000 45,000 225,000 24,106 17,600 10,000 10,000 106,180,584	304,197 137,743 7,580,240 15,307,194 7,700,690 6,343,802 9,610,581 714,139 175,857 290,645 25,250 187,163 39,430 19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	531,613 154,107 12,379,538 19,090,000 614,306 6,299,310 5,724,957 2,219,419 4,115,861 4,242,522 2,340,222 367,750 162,838 98,070 87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100 10,000	12/12/02 01/01/05 03/01/02 03/01/02 02/01/03 03/01/02 07/21/03 04/01/04 04/27/04 06/01/03 02/01/04 04/30/04 11/01/03 04/01/04 05/01/04 05/10/04	12/31// 12/31// 12/31// 12/31// 12/31// 07/21// 03/31// 04/26// 06/30// 01/31// 12/31// 12/31// 12/31// 12/31// 12/31// 12/31// 12/31//
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cient New Homes cient Home Products ernet Energy Audit D Traffic Signal Program insumer Info Transfer imonstration Project Services susing Demo Project Incentive nning Professional Services liding Performance Services ar Water Heating Installers te Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement ince Place Incentives sidential Program Consulting ofessional Service Contract incy Total	4,418,379 2,630,867 393,000 350,000 137,500 107,586 95,900 59,998 55,500 50,112 50,000 45,000 22,000 24,106 17,600 10,000 10,000 106,180,584	175,857 290,645 25,250 187,163 39,430 19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	4,242,522 2,340,222 367,750 162,838 98,070 87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100	04/01/04 01/01/04 04/27/04 06/01/03 08/15/03 02/01/04 04/30/04 11/01/03 03/23/04 07/01/02 03/01/04 05/10/04 05/01/04	03/31// 12/31// 04/26// 06/30// 01/31// 11/01// 12/31// 12/31// 09/30// 12/31// 12/31//
cient Home Products ernet Energy Audit D Traffic Signal Program msumer Info Transfer monstration Project Services using Demo Project Incentive nning Professional Services ilding Performance Services ar Water Heating Installers te Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract incy Total	2,630,867 393,000 350,000 137,500 107,586 95,900 59,998 55,500 50,112 50,000 45,000 24,106 17,600 10,000 106,180,584	290,645 25,250 187,163 39,430 19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	2,340,222 367,750 162,838 98,070 87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100 10,000	01/01/04 04/27/04 06/01/03 08/15/03 02/01/04 04/30/04 11/01/03 04/01/04 03/23/04 07/01/02 03/01/04 05/10/04 05/10/04	12/31/ 04/26/ 06/30/ 01/31/ 11/01/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
ernet Energy Audit D Traffic Signal Program insumer Info Transfer monstration Project Services susing Demo Project Incentive nning Professional Services ilding Performance Services ar Water Heating Installers the Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement ince Place Incentives sidential Program Consulting ofessional Service Contract incy Total	393,000 350,000 137,500 107,500 59,998 55,500 50,112 50,000 45,000 25,000 24,106 17,600 10,000 106,180,584	25,250 187,163 39,430 19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	367,750 162,838 98,070 87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100	04/27/04 06/01/03 08/15/03 02/01/04 04/30/04 11/01/03 04/01/04 03/23/04 07/01/02 03/01/04 05/10/04 05/10/04	04/26/ 06/30/ 01/31/ 11/01/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
D Traffic Signal Program Insumer Info Transfer Insumer Ins	350,000 137,500 107,586 95,900 59,998 55,500 50,112 50,000 45,000 24,106 17,600 10,000 106,180,584	187,163 39,430 19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	162,838 98,070 87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100 10,000	06/01/03 08/15/03 02/01/04 04/30/04 11/01/03 04/01/04 03/23/04 07/01/02 03/01/04 05/10/04 05/10/04	06/30/ 01/31/ 11/01/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
msumer Info Transfer monstration Project Services using Demo Project Incentive nning Professional Services idding Performance Services ar Water Heating Installers the Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement ince Place Incentives sidential Program Consulting offessional Service Contract incy Total	137,500 107,586 95,900 59,998 55,500 50,112 50,000 45,000 24,106 17,600 10,000 106,180,584	39,430 19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	98,070 87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100	08/15/03 02/01/04 04/30/04 11/01/03 04/01/04 03/23/04 07/01/02 03/01/04 05/10/04 05/10/04	01/31/ 11/01/ 12/31/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
monstration Project Services susing Demo Project Incentive nning Professional Services ilding Performance Services ar Water Heating Installers the Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract incy Total	107,586 95,900 59,998 55,500 50,112 50,000 45,000 22,000 24,106 17,600 10,000 10,000 106,180,584	19,792 14,534 3,058 45,968 45,154 11,462 9,288 12,053	87,794 95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100	02/01/04 04/30/04 11/01/03 04/01/04 03/23/04 07/01/02 03/01/04 05/10/04 05/01/04	11/01/ 12/31/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
nusing Demo Project Incentive nning Professional Services Idding Performance Services ar Water Heating Installers te Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract incy Total	95,900 59,998 55,500 50,112 50,000 45,000 25,000 24,106 17,600 10,000 10,000 106,180,584	14,534 3,058 45,968 45,154 11,462 9,288 12,053	95,900 45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100	04/30/04 11/01/03 04/01/04 03/23/04 07/01/02 03/01/04 05/10/04 05/01/04	11/01/ 12/31/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
nning Professional Services ilding Performance Services ar Water Heating Installers the Diligence Services ta Requests rbon Offset Study the Purchase Agreement the Place Incentives sidential Program Consulting ofessional Service Contract the Place Incentives sidential Program Consulting the Purchase Agreement the Place Incentives sidential Program Consulting the Place Incentives sidential Program Consulting the Place Incentives sidential Program Consulting the Place Incentive Contract the Place Incentive	59,998 55,500 50,112 50,000 45,000 25,000 24,106 17,600 10,000 106,180,584	3,058 45,968 45,154 11,462 9,288 12,053	45,464 52,442 4,144 4,846 33,538 15,713 12,053 17,600 9,100	03/23/04 07/01/02 03/23/04 07/01/02 03/01/04 05/10/04 01/01/04	11/01/ 12/31/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
ar Water Heating Installers the Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract ency Total	50,112 50,000 45,000 25,000 24,106 17,600 10,000 106,180,584	45,968 45,154 11,462 9,288 12,053	4,144 4,846 33,538 15,713 12,053 17,600 9,100	03/23/04 07/01/02 03/01/04 05/10/04 05/01/04	12/31/ 12/31/ 12/31/ 09/30/ 12/31/ 12/31/
ne Diligence Services ta Requests rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract ency Total	50,000 45,000 25,000 24,106 17,600 10,000 10,000	45,154 11,462 9,288 12,053	4,846 33,538 15,713 12,053 17,600 9,100 10,000	07/01/02 03/01/04 05/10/04 05/01/04 01/01/04	12/31/ 12/31/ 09/30/ 12/31/ 12/31/
ta Requests rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract ncy Total	45,000 25,000 24,106 17,600 10,000 10,000 106,180,584	11,462 9,288 12,053 900	33,538 15,713 12,053 17,600 9,100 10,000	07/01/02 03/01/04 05/10/04 05/01/04 01/01/04	12/31/ 12/31/ 09/30/ 12/31/ 12/31/
rbon Offset Study all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract ncy Total	25,000 24,106 17,600 10,000 10,000 106,180,584	9,288 12,053 900	15,713 12,053 17,600 9,100 10,000	03/01/04 05/10/04 05/01/04 01/01/04	12/31/ 09/30/ 12/31/ 12/31/
all plate Purchase Agreement nce Place Incentives sidential Program Consulting ofessional Service Contract ncy Total	24,106 17,600 10,000 10,000 106,180,584	12,053 900	12,053 17,600 9,100 10,000	05/10/04 05/01/04 01/01/04	09/30/ 12/31/ 12/31/
nce Place Incentives sidential Program Consulting ofessional Service Contract oncy Total	17,600 10,000 10,000 106,180,584	900	17,600 9,100 10,000	05/01/04 01/01/04	12/31/
sidential Program Consulting ofessional Service Contract ency Total	10,000 10,000 <b>106,180,584</b>		9,100 10,000	01/01/04	12/31/
ofessional Service Contract ency Total	10,000 106,180,584		10,000		
ncy Total	106,180,584	48,137,202		07/09/04	06/30/
rgy		46,137,202	50,043,302		33,30
	2,956,347				
ar Liecti it ilistaliers	2,730,317	1,948,646	1,007,701		
droelectric Project	475,000	1,740,040	475,000	02/17/04	02/17/
ar Monitoring	184,266	129,064	55,202	02/17/04	
emometer Loan Program	136,856	68,428	68,428	10/01/02	
newable Program Consulting	75,000	51,916	23.084	08/01/02	06/30/
newable Program Consulting	50,000	11,414	38,586	12/01/03	12/31/
all Wind Consulting	49,453	40,389	9,064	03/01/04	
otovoltaic Project Agreement	45,000		45,000	06/01/04	06/01/
tall 5PV Solar Elec Systems	43,000	15,000	28,000	06/21/04	06/30/
tall 5+ kW PV on public fac	35,000		35,000	07/10/04	07/10/
newable Programs Consultant	27,000	3,803	23,198	01/01/04	
ind Energy System	23,119		23,119	06/30/03	
ind Consultant	3,000		3,000	05/01/04	
newable Program Consulting	2,025	1,025	1,000	01/01/04	12/31/
nergy Total	4,105,066	2,269,684	1,835,382		
	0,000	20.700	020.201	05/01/04	0.4/20
Il Center Services	860,000	39,799	820,201	05/01/04	
04 Evaluation Pool Aluation Task Order	357,377 286,120	36,416 258,525	320,961 27,595	01/01/04 05/01/03	
ogram Tracking	280,583	258,525	4.056	05/01/03	05/22/
ogram Tracking Aluation Task Order	233,000	227.454	25211	10/14/02	25/21
II Center (06/31-02/04)	200,000	193,368	6,632	06/01/03	
Professional Services	196,900	135,528	61,372	02/01/03	03/31/
04 Evaluation Pool	144,360	12,250	132,110	01/01/04	12/31/
04 Evaluation Pool	96,000	13,096	82,904	01/01/04	
aluation Task Order	81,000	40,369	40,631	05/01/03	
04 Evaluation Pool	60,000	•	60,000	12/01/03	04/30/
nning Professional Services	40,000	8,930	31,070	12/19/03	12/19/
nsulting Professional Svcs	37,700	24,635	13,065	11/17/03	
	31,000		31,000		
Professional Services	20,920	14,095	6,825	12/19/03	12/19/
nning Professional Services	20,000	11,460	8,540	12/01/03	11/30/
nning Professional Services nning Professional Services	19,720	19,464	256	01/01/04	12/31/
nning Professional Services nning Professional Services 04 Evaluation Pool	12,000		12,000		
nning Professional Services nning Professional Services D4 Evaluation Pool nning Professional Services		356			
nning Professional Services nning Professional Services 24 Evaluation Pool nning Professional Services nning Professional Services	10,000				
nning Professional Services nning Professional Services 04 Evaluation Pool nning Professional Services nning Professional Services nning Professional Services	10,000 9,600	1,760		11/01/03	02/28/
nning Professional Services nning Professional Services 04 Evaluation Pool nning Professional Services nning Professional Services nning Professional Services chnical Consulting	10,000 9,600 1,500	1,315	1 700 00.		1
nning Professional Services nning Professional Services 04 Evaluation Pool nning Professional Services nning Professional Services nning Professional Services	10,000 9,600		1,702,231	l	
)∠ nı	Evaluation Pool ning Professional Services sulting Professional Svcs rofessional Services ning Professional Services ning Professional Services Evaluation Pool	Evaluation Pool         60,000           ning Professional Services         40,000           sulting Professional Svcs         37,700           rofessional Services         31,000           ning Professional Services         20,920           ning Professional Services         20,000           It Evaluation Pool         19,720           ning Professional Services         12,000	Evaluation Pool   60,000   8,930   8	Evaluation Pool   60,000   8,930   31,070	Evaluation Pool   60,000   12/01/03   12/000   12/000   12/000   12/000   12/000   12/000   12/01/03   12/01