2011 Budget Recap - Round 2: Approved Final

PROGRAM	BUDGET ($M)			ELECTRIC SAVINGS[1]				GAS SAVINGS[1]			
				GOALS aMW		COST Levelized ($/kWh)		GOALS Annual Therms		COST Levelized ($/Therm)	
	ELECTRIC	GAS	TOTAL	Conservative	Stretch Goal	Conservative	Stretch Goal	Conservative	Stretch Goal	Conservative	Stretch Goal
ENERGY EFFICIENCY											
Commercial											
Business Energy Solutions – Existing Buildings	26.1	4.7	30.9	10.39	13.85	0.030	0.023	1,123,383	1,497,844	0.383	0.287
Business Energy Solutions – New Buildings	11.2	2.6	13.8	2.02	2.70	0.056	0.042	418,048	557,397	0.504	0.378
Mkt Transformation (Alliance)	3.0	0.0	3.0	1.60	2.13	0.021	0.016	NA			
Total Commercial	**40.4**	**7.3**	**47.7**	**14.0**	**18.7**	**0.033**	**0.025**	**1,541,431**	**2,055,241**	**0.418**	**0.313**
Industrial											
Production Efficiency	27.7	1.3	29.0	11.28	15.04	0.038	0.029	342,225	456,300	0.476	0.357
Mkt Transformation (Alliance)	1.4	0.0	1.4	0.83	1.11	0.026	0.019	NA			
Total Industrial	**29.1**	**1.3**	**30.4**	**12.1**	**16.2**	**0.037**	**0.028**	**342,225**	**456,300**	**0.476**	**0.357**
Residential											
Home Energy Solutions – Existing Homes	13.8	12.0	25.8	4.37	5.83	0.051	0.038	1,388,233	1,850,977	0.698	0.524
Home Energy Solutions – New Homes & Products	14.9	2.8	17.8	3.80	5.06	0.060	0.045	117,998	157,330	1.645	1.233
Mkt Transformation (Alliance)	3.7	0.0	3.7	2.95	3.94	0.022	0.017	NA			
Total Residential	**32.5**	**14.8**	**47.3**	**11.1**	**14.8**	**0.047**	**0.035**	**1,506,231**	**2,008,308**	**0.783**	**0.587**
Gas market transformation-new homes								542,134	542,134		
Gas market transformation-existing homes								-	-		
Total Gas Market Transformation								**542,134**	**542,134**		
Total Energy Efficiency	**$102.0**	**$23.4**	**$125.4**	**37.2**	**49.7**	**0.038**	**0.028**	**3,932,020**	**5,061,983**	**0.495**	**0.385**

	BUDGET ($M)			ELECTRIC GENERATION1			
				GOALS aMW		COST ($mils/ aMW)	
	ELECTRIC	GAS	TOTAL	Conservative	Best Case	Conservative	Best Case
RENEWABLE RESOURCES2							
Biopower	4.4		4.4	1.11	2.59	3.91	1.68
Open Solicitation	3.8		3.8	1.06	2.11	3.63	1.82
Solar Electric	6.0		6.0	0.18	0.42	32.87	14.14
Utility-Scale							
Wind							
Total Renewable Resources	**$14.2**		**$14.2**	**2.4**	**5.1**	**6.03**	**2.76**

Evaluation schedule can now be viewed on the Planning & Evaluation One-Pager under "Other Programs."

1 some columns may not add due to rounding

2 Budget amounts for Renewable Resources are activity based and include dedicated funds

Energy Trust of Oregon
Year to Date by Program / Service Territory
For the Twelve Months Ending December 31, 2011
Approved Final Projection 2011

	ENERGY EFFICIENCY							RENEWABLE ENERGY				TOTAL		
	PGE	PacifiCorp	Total	NWN Industrial DSM	NW Natural	Cascade	Total	PGE	PacifiCorp	Total	Other	All Programs	2011 Round 1	Change
REVENUES														
Public Purpose Funding	$30,145,090	$16,852,328	$46,997,418		$23,700,000	$2,286,459	$72,983,877	$9,091,361	$5,082,448	$14,173,809		$87,157,686	$80,009,233	$7,148,453
Incremental / New funding	32,496,249	23,296,912	55,793,161	291,667			56,084,828					56,084,828	52,784,828	3,300,000
Revenue from Investments											117,971	117,971	117,971	
TOTAL PROGRAM REVENUE	**62,641,339**	**40,149,240**	**102,790,579**	**291,667**	**23,700,000**	**2,286,459**	**129,068,704**	**9,091,361**	**5,082,448**	**14,173,809**	**117,971**	**143,360,485**	**132,912,032**	**35,848,453**
EXPENSES														
Program Management (Note 3)	2,687,320	1,332,443	4,019,763	10,341	1,154,859	95,855	5,280,818	550,621	365,048	915,669		6,196,487	9,634,306	(3,437,819)
Program Delivery	19,257,562	10,505,846	29,763,408	109,668	4,132,701	416,805	34,422,581	122,900	67,100	190,000		34,612,581	29,212,032	5,400,549
Incentives	34,706,776	17,898,201	52,604,977	355,000	10,556,242	1,209,697	64,725,916	8,734,111	6,594,637	15,328,748		80,054,664	75,116,795	4,937,869
Program Eval & Planning Svcs.	2,382,724	1,222,948	3,605,672	16,590	948,082	94,867	4,665,211	242,932	151,554	394,486		5,059,697	5,058,495	1,202
Program Marketing/Outreach	2,745,449	1,338,767	4,084,215	3,054	1,450,796	122,818	5,660,884	250,273	135,278	385,551		6,046,435	6,026,471	19,964
Program Legal Services	0	0	0	0	0	0	0	2,798	1,202	4,000		4,000	4,000	0
Program Quality Assurance	86,043	44,976	131,020	142	63,512	5,327	200,000	5,500	4,500	10,000		210,000	80,000	130,000
Outsourced Services	555,983	360,303	916,287	12,866	182,851	115,138	1,227,142	437,235	262,215	699,450		1,926,592	1,766,592	160,000
Trade Allies	191,510	91,611	283,121	812	90,615	8,896	383,443	24,910	14,595	39,505		422,948	412,965	9,983
Cust. Svc. Mgmt.	536,459	284,105	820,564	960	476,128	40,479	1,338,131	93,207	54,946	148,153		1,486,284	1,483,749	2,535
IT Services	1,342,373	686,707	2,029,080	4,439	741,110	68,883	2,843,511	164,376	106,487	270,863		3,114,374	2,794,626	319,748
Other Program Expenses	240,309	124,544	364,853	1,477	103,078	9,862	479,270	153,589	97,784	251,373		730,643	677,843	52,800
TOTAL PROGRAM EXPENSES	**64,732,507**	**33,890,451**	**98,622,958**	**515,350**	**19,899,972**	**2,188,627**	**121,226,907**	**10,782,450**	**7,855,348**	**18,637,798**		**139,864,705**	**132,267,875**	**7,596,830**
ADMINISTRATIVE COSTS														
Management & General (Notes 1 & 2)	1,392,276	728,921	2,121,197	11,084	428,011	47,073	2,607,366	231,911	168,954	400,865		3,008,231	2,957,346	50,885
Communications & Customer Svc (Notes 1 & 2)	830,984	435,059	1,266,043	6,616	255,460	28,096	1,556,214	138,416	100,841	239,257		1,795,471	1,777,374	18,097
Total Administrative Costs	**2,223,260**	**1,163,979**	**3,387,240**	**17,700**	**683,471**	**75,169**	**4,163,580**	**370,327**	**269,795**	**640,122**		**4,803,702**	**4,734,721**	**68,981**
TOTAL PROG & ADMIN EXPENSES	**66,955,769**	**35,054,433**	**102,010,202**	**533,051**	**20,583,442**	**2,263,795**	**125,390,488**	**11,152,779**	**8,125,142**	**19,277,921**		**144,668,409**	**137,002,596**	**7,665,813**
TOTAL REVENUE LESS EXPENSES	**(4,314,430)**	**5,094,807**	**780,377**	**(241,384)**	**3,116,558**	**22,664**	**3,678,216**	**(2,061,418)**	**(3,042,694)**	**(5,104,112)**	**117,971**	**(1,307,924)**	**(4,090,564)**	**2,782,640**
Cumulative Carryover	7,241,327	(2,931,495)	4,309,832	318,593	740,194	94,464	5,463,084	6,566,949	4,793,337	11,360,286	9,988,300	26,811,669	38,906,154	(12,094,485)
Interest attributed									1,700,000	1,700,000	(1,700,000)			
TOTAL NET ASSETS CUMULATIVE	**2,926,896**	**2,163,312**	**5,090,208**	**77,209**	**3,856,752**	**117,128**	**9,141,300**	**4,505,531**	**3,450,644**	**7,956,173**	**8,406,271**	**25,503,745**	**34,815,590**	**(9,311,845)**

Note 1) Both Management & General and Communications & Customer Service Expenses (Administrative) have been allocated based on total expenses.
Note 2) 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 3) Program Management costs include both outsourced and internal staff.

The Energy Trust of Oregon, Inc
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2011
Approved Final Projection 2011-P-02.2

	PGE	Pacific Power	Subtotal Elec. Utilities	NW Non Industrial DSM	Northwest Natural Gas	Cascade	Subtotal Gas Providers	Total	2011 Round 1	Difference
Energy Efficiency										
Commercial										
Business Energy Solutions - Existing Buildings	$18,427,800	$7,696,238	$26,124,038	$146,240	$4,028,598	$570,417	$4,745,255	$30,869,293	$27,690,549	($3,178,744)
Business Energy Solutions - New Buildings	7,339,408	3,906,125	11,245,533	0	2,434,359	124,162	2,558,521	13,804,054	13,781,916	(22,138)
Market Transformation (NEEA)	1,735,158	1,308,977	3,044,135	0			0	3,044,135	3,049,640	5,505
Total Commercial	**27,502,366**	**12,911,340**	**40,413,706**	**146,240**	**6,462,957**	**694,579**	**7,303,776**	**47,717,482**	**44,522,105**	**(3,195,377)**
Industrial										
Business Energy Solutions - Production Efficie	17,691,607	9,995,727	27,687,334	386,809	577,941	300,194	1,264,944	28,952,278	26,137,323	(2,814,955)
Market Transformation (NEEA)	816,136	615,680	1,431,816	0			0	1,431,816	1,432,915	1,099
Total Industrial	**18,507,743**	**10,611,407**	**29,119,150**	**386,809**	**577,941**	**300,194**	**1,264,944**	**30,384,094**	**27,570,238**	**(2,813,856)**
Residential										
Home Energy Solutions - Existing Homes	8,788,627	5,055,576	13,844,203	0	11,095,131	873,671	11,968,802	25,813,005	23,812,198	(2,000,807)
Home Energy Solutions - New Homes/Product	10,047,923	4,885,023	14,932,946	0	2,447,414	395,352	2,842,766	17,775,712	17,762,465	(13,247)
Market Transformation (NEEA)	2,109,111	1,591,084	3,700,195	0			0	3,700,195	3,705,874	5,679
Total Residential	**20,945,661**	**11,531,683**	**32,477,344**	**0**	**13,542,545**	**1,269,023**	**14,811,568**	**47,288,912**	**45,280,537**	**(2,008,375)**
Energy Efficiency Program Costs	**66,955,769**	**35,054,433**	**102,010,202**	**533,051**	**20,583,442**	**2,263,795**	**23,380,288**	**125,390,488**	**117,372,880**	**(8,017,608)**
Renewables										
Biopower	3,092,498	3,479,683	6,572,181	0			0	6,572,181	6,488,134	(84,047)
Open Solicitation	4,302,381	2,430,128	6,732,509	0			0	6,732,509	7,180,142	447,633
Solar Electric (Photovoltaic)	3,757,900	2,215,331	5,973,231	0			0	5,973,231	5,961,441	(11,790)
Renewables Program Costs	**11,152,779**	**8,125,142**	**19,277,921**	**0**			**0**	**19,277,921**	**19,629,717**	**351,796**
Cost Grand Total	**78,108,548**	**43,179,575**	**121,288,123**	**533,051**	**20,583,442**	**2,263,795**	**23,380,288**	**144,668,409**	**137,002,597**	**(7,665,812)**

Energy Trust of Oregon
Statement of Functional Expense
For the Year Ending December 31, 2011
Approved Final Budget 2011-P-02

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communication & Outreach	Total Admin Expenses	Total
Program Expenses							
Incentives/ Program Management & Delivery	106,641,575	15,523,748	122,165,323			0	122,165,323
Payroll and Related Expenses	2,000,016	910,669	2,910,685	1,800,243	576,708	2,376,951	5,287,636
Outsourced Services	5,763,249	1,229,001	6,992,250	398,318	867,916	1,266,234	8,258,484
Planning and Evaluation	1,777,711	264,486	2,042,197	36,847	25,918	62,765	2,104,962
Customer Service Management	1,338,131	148,153	1,486,284			0	1,486,284
Trade Allies Network	383,444	39,505	422,949			0	422,949
Total Program Expenses	**117,904,126**	**18,115,563**	**136,019,689**	**2,235,408**	**1,470,542**	**3,705,950**	**139,725,639**
Program Support Costs							
Supplies	14,893	5,352	20,245	14,404	6,799	21,203	41,448
Postage and Shipping Expenses	5,833	2,647	8,480	7,404	11,879	19,283	27,763
Telephone	4,156	1,796	5,952	7,087	1,275	8,362	14,314
Printing and Publications	127,116	50,184	177,300	6,628	27,614	34,242	211,542
Occupancy Expenses	118,433	53,752	172,185	89,421	38,154	127,575	299,760
Insurance	24,093	10,935	35,028	18,191	7,762	25,953	60,981
Equipment	6,786	43,080	49,866	5,123	4,186	9,309	59,175
Travel	64,931	56,823	121,754	33,118	10,516	43,634	165,388
Meetings, Trainings & Conferences	50,895	20,000	70,895	120,091	12,000	132,091	202,986
Depreciation & Amortization	5,098	2,314	7,412	3,849	1,642	5,491	12,903
Dues, Licenses and Fees	56,404	4,201	60,605	10,330	10,643	20,973	81,578
Miscellaneous Expenses	634	288	922	554	204	758	1,680
IT Services	2,843,511	270,863	3,114,374	456,620	192,254	648,874	3,763,248
Total Program Support Costs	**3,322,783**	**522,235**	**3,845,018**	**772,821**	**324,930**	**1,097,751**	**4,942,769**
TOTAL EXPENSES	**121,226,907**	**18,637,798**	**139,864,705**	**3,008,231**	**1,795,471**	**4,803,702**	**144,668,409**

PUC Performance Measure	***11.0%***
Administrative plus Program Support Costs	***6.0%***

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Month ending December 31, 2011
Energy Efficiency Programs

PGE 2011

	Program								
	Existing Buildings	**New Buildings**	**Mkt Tr (NEEA) Commercial**	**Production Efficiency**	**Mkt Tr (NEEA) Industrial**	**Existing Homes**	**New Homes & Products**	**Mkt Tr (NEEA) Residential**	**Grand Total**
Expenses									
Program Management (Note 3)	923,428	411,822	18,213	375,243	6,802	584,285	359,206	8,320	**4,969,290**
Program Delivery	4,019,005	2,613,312	1,637,588	3,905,460	762,659	1,385,118	2,928,161	2,006,259	**16,854,514**
Incentives	10,932,745	2,855,912		11,981,438		4,392,870	4,543,811		**34,706,776**
Program Eval & Planning Svcs.	637,736	424,373	17,265	486,867	17,325	393,820	383,090	22,249	**2,382,724**
Program Marketing/Outreach	503,930	364,774		74,805		794,850	1,007,090		**2,866,526**
Program Legal Services									
Program Quality Assurance	17,912	15,974				40,830	11,327		**86,043**
Outsourced Services	214,919	157,821		129,239		46,274	7,731		**555,983**
Trade Allies	95,529	19,326		2,568		44,441	29,646		**191,510**
Cust. Svc. Mgmt.	112,146	6,152		3,378		341,635	73,148		**536,459**
IT Services	306,364	180,202	3,413	94,954	1,719	420,560	333,443	1,719	**1,342,373**
Other Program Expenses	52,191	46,036	1,062	50,206	531	52,119	37,631	531	**240,309**
Total Program Expenses	**17,815,906**	**7,095,704**	**1,677,541**	**17,104,158**	**789,036**	**8,496,801**	**9,714,284**	**2,039,078**	**64,732,507**
Management & General (Notes 1 & 2)	383,187	152,615	36,081	367,879	16,971	182,750	208,936	43,857	**1,392,276**
Communications & Customer Svc (Notes 1 & 2)	228,706	91,089	21,535	219,569	10,129	109,075	124,704	26,176	**830,984**
Total Administrative Costs	**611,893**	**243,704**	**57,616**	**587,448**	**27,100**	**291,826**	**333,640**	**70,033**	**2,223,260**
Total Program & Admin	**18,427,800**	**7,339,408**	**1,735,158**	**17,691,607**	**816,136**	**8,788,627**	**10,047,923**	**2,109,111**	**66,955,769**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Month ending December 31, 2011
Energy Efficiency Programs

Pacific Power 2011					**Program**				
	Existing Buildings	**New Buildings**	**Mkt Tr (NEEA) Commercial**	**Production Efficiency**	**Mkt Tr (NEEA) Industrial**	**Existing Homes**	**New Homes & Products**	**Mkt Tr (NEEA) Residential**	**Grand Total**
Expenses									
Program Management (Note 3)	342,985	219,217	13,739	249,211	5,132	321,687	174,195	6,277	**2,361,949**
Program Delivery	1,718,355	1,390,612	1,235,373	1,908,070	575,339	745,662	1,418,941	1,513,494	**9,421,716**
Incentives	4,598,579	1,520,432		7,038,505		2,524,752	2,215,933		**17,898,201**
Program Eval & Planning Svcs.	266,346	225,857	13,024	275,079	13,069	226,541	186,248	16,784	**1,222,948**
Program Marketing/Outreach	180,508	194,175		42,265		433,967	487,851		**1,393,390**
Program Legal Services									
Program Quality Assurance	7,481	8,502				23,487	5,507		**44,976**
Outsourced Services	89,949	83,662		65,315		117,618	3,759		**360,303**
Trade Allies	39,897	10,285		1,451		25,564	14,413		**91,611**
Cust. Svc. Mgmt.	46,837	3,274		1,908		196,522	35,563		**284,105**
IT Services	127,951	95,906	2,575	53,649	1,296	241,923	162,111	1,296	**686,707**
Other Program Expenses	21,797	24,501	802	28,367	401	29,981	18,295	401	**124,544**
Total Program Expenses	**7,440,685**	**3,776,423**	**1,265,513**	**9,663,820**	**595,237**	**4,887,706**	**4,722,815**	**1,538,252**	**33,890,451**
Management & General (Notes 1 & 2)	160,035	81,224	27,219	207,851	12,802	105,126	101,579	33,085	**728,921**
Communications & Customer Svc (Notes 1 & 2)	95,518	48,479	16,246	124,056	7,641	62,745	60,628	19,747	**435,059**
Total Administrative Costs	**255,553**	**129,702**	**43,465**	**331,907**	**20,443**	**167,870**	**162,206**	**52,832**	**1,163,979**
Total Program & Admin	**7,696,238**	**3,906,125**	**1,308,977**	**9,995,727**	**615,680**	**5,055,576**	**4,885,023**	**1,591,084**	**35,054,433**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Month ending December 31, 2011
Energy Efficiency Programs

NWN Industrial DSM 2011

	Program								
	Existing Buildings	**New Buildings**	**Mkt Tr (NEEA) Commercial**	**Production Efficiency**	**Mkt Tr (NEEA) Industrial**	**Existing Homes**	**New Homes & Products**	**Mkt Tr (NEEA) Residential**	**Grand Total**
Expenses									
Program Management (Note 3)	1,679			8,662					**10,341**
Program Delivery	26,667			83,001					**109,668**
Incentives	100,000			255,000					**355,000**
Program Eval & Planning Svcs.	5,238			11,352					**16,590**
Program Marketing/Outreach	1,470			1,584					**3,054**
Program Legal Services									
Program Quality Assurance	142								**142**
Outsourced Services	1,701			11,165					**12,866**
Trade Allies	757			54					**812**
Cust. Svc. Mgmt.	889			72					**960**
IT Services	2,428			2,011					**4,439**
Other Program Expenses	414			1,063					**1,477**
Total Program Expenses	**141,384**	**-**	**-**	**373,965**	**-**	**-**	**-**	**-**	**515,350**
Management & General (Notes 1 & 2)	3,041			8,043					**11,084**
Communications & Customer Svc (Notes 1 & 2)	1,815			4,801					**6,616**
Total Administrative Costs	**4,856**	**-**	**-**	**12,844**	**-**	**-**	**-**	**-**	**17,700**
Total Program & Admin	**146,240**	**-**	**-**	**386,809**	**-**	**-**	**-**	**-**	**533,051**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Month ending December 31, 2011
Energy Efficiency Programs

NWN 2011	Program								
	Existing Buildings	New Buildings	Mkt Tr (NEEA) Commercial	Production Efficiency	Mkt Tr (NEEA) Industrial	Existing Homes	New Homes & Products	Mkt Tr (NEEA) Residential	Grand Total
Expenses									
Program Management (Note 3)	187,292	131,390		11,460		738,628	86,090		**1,595,793**
Program Delivery	786,659	816,286		116,908		1,712,194	700,654		**3,668,372**
Incentives	2,488,451	986,037		382,590		5,605,401	1,093,763		**10,556,242**
Program Eval & Planning Svcs.	149,296	163,211		21,962		487,529	126,085		**948,082**
Program Marketing/Outreach	104,192	116,111		2,367		987,166	240,960		**1,474,191**
Program Legal Services									
Program Quality Assurance	3,911	5,256				51,619	2,725		**63,512**
Outsourced Services	51,403	52,405		18,682		58,501	1,860		**182,851**
Trade Allies	20,857	6,359		81		56,184	7,133		**90,615**
Cust. Svc. Mgmt.	24,485	2,024		107		431,912	17,599		**476,128**
IT Services	66,889	59,298		3,005		531,692	80,226		**741,110**
Other Program Expenses	11,395	15,149		1,589		65,891	9,054		**103,078**
Total Program Expenses	**3,894,829**	**2,353,527**	**-**	**558,751**	**-**	**10,726,718**	**2,366,148**	**-**	**19,899,972**
Management & General (Notes 1 & 2)	83,771	50,620		12,018		230,712	50,891		**428,011**
Communications & Customer Svc (Notes 1 & 2)	49,999	30,213		7,173		137,701	30,375		**255,460**
Total Administrative Costs	**133,769**	**80,833**	**-**	**19,190**	**-**	**368,413**	**81,266**	**-**	**683,471**
Total Program & Admin	**4,028,598**	**2,434,359**	**-**	**577,941**	**-**	**11,095,131**	**2,447,414**	**-**	**20,583,442**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Month ending December 31, 2011
Energy Efficiency Programs

Cascade 2011

	Program								
	Existing Buildings	**New Buildings**	**Mkt Tr (NEEA) Commercial**	**Production Efficiency**	**Mkt Tr (NEEA) Industrial**	**Existing Homes**	**New Homes & Products**	**Mkt Tr (NEEA) Residential**	**Grand Total**
Expenses									
Program Management (Note 3)	19,946	6,914		4,395		50,704	13,896		**160,658**
Program Delivery	105,851	43,849		44,833		108,970	113,302		**348,563**
Incentives	368,638	47,957		219,810		395,863	177,429		**1,209,697**
Program Eval & Planning Svcs.	20,431	8,069		8,810		37,996	19,560		**94,867**
Program Marketing/Outreach	10,618	6,124		1,229		65,966	38,880		**126,257**
Program Legal Services									
Program Quality Assurance	554	268				4,065	440		**5,327**
Outsourced Services	7,934	2,632		8,665		95,607	300		**115,138**
Trade Allies	2,953	324		42		4,424	1,152		**8,896**
Cust. Svc. Mgmt.	3,467	103		56		34,010	2,843		**40,479**
IT Services	9,471	3,024		1,561		41,867	12,960		**68,883**
Other Program Expenses	1,613	773		825		5,189	1,463		**9,862**
Total Program Expenses	**551,477**	**120,038**	**-**	**290,226**	**-**	**844,661**	**382,225**	**-**	**2,188,627**
Management & General (Notes 1 & 2)	11,861	2,582		6,242		18,167	8,221		**47,073**
Communications & Customer Svc (Notes 1 & 2)	7,079	1,541		3,726		10,843	4,907		**28,096**
Total Administrative Costs	**18,941**	**4,123**	**-**	**9,968**	**-**	**29,010**	**13,128**	**-**	**75,169**
Total Program & Admin	**570,417**	**124,162**	**-**	**300,194**	**-**	**873,671**	**395,352**	**-**	**2,263,795**

Energy Trust of Oregon
Program Budget Expense by Service Territory
For the Twelve Months Ending December 31, 2011
Renewable Energy Programs

PGE 2011

	Biopower	Open Solicitation	Solar Electric	Grand Total
Expense				
Program Management (Note 3)	89,141	263,365	198,114	550,621
Program Delivery		64,500	58,400	122,900
Incentives	2,625,000	3,409,111	2,700,000	8,734,111
Program Eval & Planning Svcs.	46,990	119,828	76,113	242,932
Program Marketing/Outreach	12,633	27,757	209,883	250,273
Program Legal Services	1,540		1,258	2,798
Program Quality Assurance		5,500		5,500
Outsourced Services	180,273	121,225	135,737	437,235
Trade Allies		3,629	21,281	24,910
Cust. Svc. Mgmt.			93,207	93,207
IT Services	21,682	82,232	60,463	164,376
Other Program Expenses	12,552	62,372	78,664	153,589
Total Program Expenses	**2,989,812**	**4,159,519**	**3,633,119**	**10,782,450**
Management & General (Notes 1 & 2)	64,305	89,464	78,142	231,911
Communications & Customer Svc (Notes 1 & 2)	38,381	53,397	46,639	138,416
Total Administrative Costs	**102,686**	**142,861**	**124,780**	**370,327**
Total Program & Admin	**3,092,498**	**4,302,381**	**3,757,900**	**11,152,779**

Energy Trust of Oregon
Program Budget Expense by Service Territory
For the Twelve Months Ending December 31, 2011
Renewable Energy Programs

Pacific Power 2011

	Biopower	Open Solicitation	Solar Electric	Grand Total
Expense				
Program Management (Note 3)	100,302	148,758	115,989	365,048
Program Delivery		45,500	21,600	67,100
Incentives	3,088,737	1,905,900	1,600,000	6,594,637
Program Eval & Planning Svcs.	40,146	59,456	51,953	151,554
Program Marketing/Outreach	3,774	9,544	121,960	135,278
Program Legal Services	460		742	1,202
Program Quality Assurance		4,500		4,500
Outsourced Services	96,082	86,115	80,018	262,215
Trade Allies		2,050	12,545	14,595
Cust. Svc. Mgmt.			54,946	54,946
IT Services	24,396	46,447	35,643	106,487
Other Program Expenses	10,245	41,166	46,374	97,784
Total Program Expenses	**3,364,141**	**2,349,436**	**2,141,771**	**7,855,348**
Management & General (Notes 1 & 2)	72,357	50,532	46,065	168,954
Communications & Customer Svc (Notes 1 & 2)	43,186	30,160	27,494	100,841
Total Administrative Costs	**115,543**	**80,692**	**73,560**	**269,795**
Total Program & Admin	**3,479,683**	**2,430,128**	**2,215,331**	**8,125,142**