2010 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	21.3	4.9	26.2	8.08	10.78	0.032	0.024	922,320	1,229,760	0.478	0.359
Business Energy Solutions – New Buildings	11.7	1.6	13.3	3.74	4.99	0.030	0.022	274,104	365,472	0.489	0.367
Mkt Transformation (Alliance)	2.5	0.0	2.5	1.33	1.77	0.021	0.016	NA			
Total Commercial	**35.5**	**6.5**	**42.0**	**13.2**	**17.5**	**0.030**	**0.022**	**1,196,424**	**1,595,232**	**0.480**	**0.360**
Industrial											
Production Efficiency	22.7	2.3	25.0	8.98	11.97	0.039	0.030	666,900	889,200	0.453	0.340
Mkt Transformation (Alliance)	1.2	0.0	1.2	1.05	1.40	0.017	0.013	NA			
Total Industrial	**23.9**	**2.3**	**26.2**	**10.0**	**13.4**	**0.037**	**0.028**	**666,900**	**889,200**	**0.453**	**0.340**
Residential											
Home Energy Solutions – Existing Homes	12.0	12.5	24.5	3.19	4.26	0.053	0.040	1,128,544	1,504,725	0.829	0.621
Home Energy Solutions – New Homes & Products	14.4	2.2	16.6	3.76	5.02	0.058	0.044	102,619	136,825	1.584	1.188
Mkt Transformation (Alliance)	3.0	0.0	3.0	3.60	4.80	0.015	0.011	NA			
Total Residential	**29.4**	**14.7**	**44.1**	**10.6**	**14.1**	**0.043**	**0.033**	**1,231,163**	**1,641,550**	**0.891**	**0.669**
Gas market transformation-new homes								525,225	525,225		
Gas market transformation-existing homes								230,000	230,000		
Total Gas Market Transformation								**755,225**	**755,225**		
Total Energy Efficiency	**$88.8**	**$23.5**	**$112.3**	**33.7**	**45.0**	**0.035**	**0.026**	**3,849,712**	**4,881,207**	**0.504**	**0.398**

	BUDGET ($M)			ELECTRIC GENERATION1			
				GOALS aMW		COST ($mils/ aMW)	
	ELECTRIC	GAS	TOTAL	Conservative	Best Case	Conservative	Best Case
RENEWABLE RESOURCES2							
Biopower	6.3		6.3	1.39	3.23	4.53	1.95
Open Solicitation	7.9		7.9	2.07	4.14	3.80	1.90
Solar Electric	20.0		20.0	1.00	2.33	20.00	8.60
Utility-Scale							
Wind							
Total Renewable Resources	**$34.2**		**$34.2**	**4.5**	**9.7**	**7.66**	**3.52**

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, 2010
Approved Final 2010 Budget 2.2

	ENERGY EFFICIENCY									RENEWABLE ENERGY				TOTAL		
	PGE	PacifiCorp	Total	NWN WA	Industrial DSM	NW Natural	Cascade	Avista	Total	PGE	PacifiCorp	Total	Other	All Programs	2010 Round 1	Change
REVENUES																
Public Purpose Funding	$29,267,029	$16,361,483	$45,628,512			$23,699,999	$1,999,322	($11,547)	$71,316,286	$8,826,564	$4,934,416	$13,760,980		$85,077,265	$85,569,015	($491,750)
Incremental / New funding	20,391,504	19,658,167	40,049,671	423,501	1,608,333				42,081,505					42,081,505	53,785,867	($11,704,362)
Incremental Funding Yet to be Committed																
Consumer Owned Electric Funding															14,849	($14,849)
Revenue from Investments													117,971	117,971	117,971	
TOTAL PROGRAM REVENUE	**49,658,532**	**36,019,650**	**85,678,182**	**423,501**	**1,608,333**	**23,699,999**	**1,999,322**	**(11,547)**	**113,397,791**	**8,826,564**	**4,934,416**	**13,760,980**	**117,971**	**127,276,741**	**139,487,702**	**(12,210,961)**
EXPENSES																
Program Management (Note 3)	2,359,403	1,301,043	3,660,447	50,375	39,610	1,125,405	104,735		4,980,571	563,039	309,266	872,305		5,852,876	6,386,161	(533,285)
Program Delivery	15,652,947	9,351,185	25,004,132	115,687	421,012	3,749,709	470,717		29,761,257	122,900	67,100	190,000		29,951,257	28,805,131	1,146,126
Incentives	28,064,447	17,505,387	45,569,834	369,650	1,158,000	9,440,599	1,131,174		57,669,257	20,063,592	9,447,776	29,511,368		87,180,625	85,962,097	1,218,528
Program Eval & Planning Svcs.	2,158,152	1,363,216	3,521,368	45,903	60,093	867,303	90,737		4,585,404	258,592	143,362	401,954		4,987,358	4,995,118	(7,760)
Program Marketing/Outreach	2,343,858	1,265,031	3,608,888	29,079	92,024	1,273,028	124,044		5,127,063	252,627	110,762	363,389		5,490,452	5,530,447	(39,995)
Program Legal Services	0	0	0	5,000	0	0	0		5,000	2,906	1,094	4,000		9,000	9,000	0
Program Quality Assurance	77,733	48,946	126,679	2,596	514	64,876	5,336		200,000	5,500	4,500	10,000		210,000	210,000	0
Outsourced Services	656,454	443,189	1,099,643	6,449	29,784	347,703	22,288		1,505,867	641,774	420,426	1,062,200		2,568,067	2,756,067	(188,000)
Trade Allies	186,443	94,678	281,121	4,080	3,044	94,401	9,171		391,818	27,680	12,688	40,368		432,186	416,018	16,168
Cust. Svc. Mgmt.	510,928	274,289	785,218	21,568	3,602	512,898	41,725		1,365,011	103,198	47,932	151,130		1,516,141	1,500,504	15,637
IT Services	1,048,868	614,886	1,663,753	20,728	20,888	530,382	51,682		2,287,434	224,856	118,254	343,110		2,630,544	3,378,870	(748,326)
Other Program Expenses	224,821	148,322	373,143	16,255	5,994	109,585	10,682		515,659	170,018	91,585	261,603		777,262	745,914	31,348
TOTAL PROGRAM EXPENSES	**53,284,054**	**32,410,172**	**85,694,226**	**687,370**	**1,834,565**	**18,115,890**	**2,062,291**		**108,394,341**	**22,436,682**	**10,774,745**	**33,211,427**		**141,605,768**	**140,695,330**	**910,438**
ADMINISTRATIVE COSTS																
Management & General (Notes 1 & 2)	1,230,254	748,306	1,978,560	15,870	42,358	418,270	47,615		2,502,674	518,031	248,774	766,805		3,269,480	2,974,994	294,486
Communications & Customer Svc (Notes 1 & 2)	694,730	422,571	1,117,301	8,962	23,919	236,199	26,889		1,413,270	292,535	140,483	433,018		1,846,288	1,747,015	99,273
Total Administrative Costs	**1,924,984**	**1,170,877**	**3,095,861**	**24,832**	**66,277**	**654,469**	**74,504**		**3,915,944**	**810,566**	**389,257**	**1,199,823**		**5,115,768**	**4,722,009**	**393,759**
TOTAL PROG & ADMIN EXPENSES	**55,209,034**	**33,581,045**	**88,790,079**	**712,202**	**1,900,842**	**18,770,360**	**2,136,796**		**112,310,279**	**23,247,248**	**11,164,001**	**34,411,250**		**146,721,527**	**145,417,339**	**(292,138,866)**
TOTAL REVENUE LESS EXPENSES	**(5,550,502)**	**2,438,605**	**(3,111,897)**	**(288,701)**	**(292,509)**	**4,929,639**	**(137,474)**	**(11,547)**	**1,087,512**	**(14,420,684)**	**(6,229,585)**	**(20,650,270)**	**117,971**	**(19,444,786)**	**(5,929,637)**	**(13,515,149)**
Cumulative Carryover at 12/31/08 (Note 4)	12,791,828	(5,370,100)	7,421,728	288,701	611,102	(4,189,445)	231,938	11,547	4,375,572	20,987,633	11,022,923	32,010,556	9,870,329	46,256,456	44,963,021	1,293,435
Interest attributed	1,740,000	1,160,000	2,900,000			5,000,000			7,900,000		1,700,000	1,700,000	(9,600,000)			
Interest Re-attributed	(1,740,000)		(1,740,000)			(5,000,000)			(6,740,000)					(6,740,000)		
TOTAL NET ASSETS CUMULATIVE	**7,241,327**	**(1,771,495)**	**5,469,832**	**0**	**318,593**	**740,194**	**94,464**	**0**	**6,623,084**	**6,566,949**	**6,493,337**	**13,060,286**	**388,300**	**20,071,670**	**39,033,384**	**(12,221,714)**

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.
Note 4) Cumulative carryover at 12/31/2008 reflects audited results.

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Approved Final Budget 2010-B-02

	PGE	Pacific Power	Other Electric	Subtotal Elec. Utilities	NW Non Industrial	Northwest Natural Gas	Northwest WA	Cascade	Avista	Subtotal Gas Providers	Total	2010 Round 1	Difference
Energy Efficiency													
Commercial													
Business Energy Solutions - Existing Buildi	$15,689,094	$5,602,537		$21,291,631	$447,302	$3,675,805	$239,573	$499,388		$4,862,068	$26,153,699	$26,527,379	$373,680
Business Energy Solutions - New Buildings	5,129,204	6,566,583		11,695,787	0	1,528,162		101,416		1,629,578	13,325,365	13,412,772	87,407
Market Transformation (NEEA)	1,430,252	1,078,962		2,509,214	0					0	2,509,214	2,502,657	(6,557)
Total Commercial	**22,248,550**	**13,248,082**		**35,496,632**	**447,302**	**5,203,967**	**239,573**	**600,804**		**6,491,646**	**41,988,278**	**42,442,808**	**454,530**
Industrial													
Business Energy Solutions - Production Eff	13,431,955	9,278,998		22,710,953	1,453,540	531,092		346,067		2,330,699	25,041,652	25,116,240	74,588
Market Transformation (NEEA)	674,525	508,852		1,183,377	0					0	1,183,377	1,178,453	(4,924)
Total Industrial	**14,106,480**	**9,787,850**		**23,894,330**	**1,453,540**	**531,092**		**346,067**		**2,330,699**	**26,225,029**	**26,294,693**	**69,664**
Residential													
Home Energy Solutions - Existing Homes	7,464,865	4,494,023		11,958,888	0	11,213,161	472,628	837,325		12,523,114	24,482,002	23,705,431	(776,571)
Home Energy Solutions - New Homes/Proc	9,653,641	4,741,856		14,395,497	0	1,822,139		352,599		2,174,738	16,570,235	16,710,977	140,742
Market Transformation (NEEA)	1,735,498	1,309,235		3,044,733	0					0	3,044,733	3,036,304	(8,429)
Total Residential	**18,854,004**	**10,545,114**		**29,399,118**	**0**	**13,035,300**	**472,628**	**1,189,924**		**14,697,852**	**44,096,970**	**43,452,712**	**(644,258)**
Energy Efficiency Program Costs	**55,209,034**	**33,581,045**		**88,790,079**	**1,900,842**	**18,770,360**	**712,202**	**2,136,796**		**23,520,200**	**112,310,279**	**112,190,213**	**(120,064)**
Renewables													
Biopower	999,564	1,183,612		2,183,176	0					0	2,183,176	2,190,871	7,695
Open Solicitation	8,575,030	3,629,843		12,204,873	0					0	12,204,873	10,490,366	(1,714,507)
Solar Electric (Photovoltaic)	13,672,654	6,350,547		20,023,201	0					0	20,023,201	20,545,887	522,686
Renewables Program Costs	**23,247,248**	**11,164,001**		**34,411,250**	**0**					**0**	**34,411,250**	**33,227,124**	**(1,184,126)**
Cost Grand Total	**78,456,282**	**44,745,046**		**123,201,329**	**1,900,842**	**18,770,360**	**712,202**	**2,136,796**		**23,520,200**	**146,721,529**	**145,417,337**	**(1,304,190)**

Energy Trust of Oregon
Statement of Functional Expense
For the Year Ending December 31, 2010
Approved Final Budget 2010-B-02.2

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communication & Outreach	Total Admin Expenses	Total
Program Expenses							
Incentives/ Program Management & Delivery	94,193,368	29,706,369	123,899,737			0	123,899,737
Payroll and Related Expenses	1,904,777	867,304	2,772,081	1,719,260	549,246	2,268,506	5,040,587
Outsourced Services	5,908,361	1,569,588	7,477,949	591,853	890,816	1,482,669	8,960,618
Planning and Evaluation	1,827,902	271,954	2,099,856	37,887	26,650	64,537	2,164,393
Customer Service Management	1,365,011	151,130	1,516,141			0	1,516,141
Trade Allies Network	391,817	40,368	432,185			0	432,185
Total Program Expenses	**105,591,237**	**32,606,712**	**138,197,949**	**2,349,000**	**1,466,711**	**3,815,711**	**142,013,660**
Program Support Costs							
Supplies	14,620	5,310	19,930	13,500	6,840	20,340	40,270
Postage and Shipping Expenses	5,698	2,626	8,324	7,452	11,899	19,351	27,675
Telephone	4,065	3,281	7,346	7,119	1,288	8,407	15,753
Printing and Publications	126,928	50,154	177,082	6,694	27,643	34,337	211,419
Occupancy Expenses	111,034	51,180	162,214	86,746	37,013	123,759	285,973
Insurance	22,297	10,277	32,574	17,419	7,432	24,851	57,425
Equipment	6,876	43,170	50,046	5,372	4,292	9,664	59,710
Travel	83,779	52,722	136,501	33,119	10,016	43,135	179,636
Meetings, Trainings & Conferences	52,145	35,100	87,245	120,091	13,000	133,091	220,336
Depreciation & Amortization	4,980	2,295	7,275	3,890	1,660	5,550	12,825
Dues, Licenses and Fees	82,618	5,200	87,818	9,834	10,144	19,978	107,796
Miscellaneous Expenses	619	285	904	559	206	765	1,669
IT Services	2,287,435	343,111	2,630,546	608,686	248,142	856,828	3,487,374
Total Program Support Costs	**2,803,093**	**604,714**	**3,407,807**	**920,480**	**379,577**	**1,300,057**	**4,707,864**
TOTAL EXPENSES	**108,394,341**	**33,211,427**	**141,605,768**	**3,269,479**	**1,846,288**	**5,115,768**	**146,721,539**

PUC Performance Measure	***11.0%***
Administrative plus Program Support Costs	***6.7%***

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Energy Efficiency Programs

PGE 2010

	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)	887,938	327,648	17,346	258,897	6,479	495,691	357,481	7,924	**2,359,403**
Program Delivery	3,319,594	1,941,974	1,339,818	2,752,117	623,981	1,218,189	2,815,822	1,641,452	**15,652,947**
Incentives	9,019,528	1,818,252		9,193,066		3,692,310	4,341,291		**28,064,447**
Program Eval & Planning Svcs.	1,080,039	525,265	17,753	475,826	17,814	962,094	1,400,344	22,877	**4,502,010**
Program Legal Services									
Program Quality Assurance	17,993	11,570				36,516	11,654		**77,733**
Outsourced Services	210,826	147,871		131,457		152,560	13,741		**656,454**
Trade Allies	98,054	14,304		2,304		40,613	31,167		**186,443**
Cust. Svc. Mgmt.	114,913	4,546		3,025		311,675	76,770		**510,928**
IT Services	342,991	121,116	4,427	104,131	2,213	243,609	228,168	2,213	**1,048,868**
Other Program Expenses	50,184	37,818	1,041	42,800	520	51,330	40,608	520	**224,821**
Total Program Expenses	**15,142,060**	**4,950,363**	**1,380,384**	**12,963,621**	**651,007**	**7,204,587**	**9,317,045**	**1,674,987**	**53,284,054**
Management & General (Notes 1 & 2)	349,609	114,297	31,871	299,312	15,031	166,344	215,118	38,673	**1,230,254**
Communications & Customer Svc (Notes 1 & 2)	197,425	64,544	17,998	169,023	8,488	93,935	121,478	21,839	**694,730**
Total Administrative Costs	**547,035**	**178,841**	**49,869**	**468,335**	**23,519**	**260,279**	**336,596**	**60,512**	**1,924,984**
Total Program & Admin	**15,689,094**	**5,129,204**	**1,430,252**	**13,431,955**	**674,525**	**7,464,865**	**9,653,641**	**1,735,498**	**55,209,037**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Energy Efficiency Programs

Pacific Power 2010

	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)	286,976	304,868	13,085	197,063	4,887	313,056	175,130	5,978	**1,301,043**
Program Delivery	1,198,736	1,427,623	1,010,740	1,831,374	470,722	794,556	1,379,146	1,238,288	**9,351,185**
Incentives	3,193,376	3,567,670		6,423,349		2,184,839	2,136,153		**17,505,387**
Program Eval & Planning Svcs.	364,781	605,738	13,392	328,708	13,438	598,898	686,033	17,258	**2,628,246**
Program Legal Services									
Program Quality Assurance	6,425	14,813				21,983	5,724		**48,946**
Outsourced Services	140,446	189,309		69,789		34,351	9,293		**443,189**
Trade Allies	35,015	18,313		1,591		24,450	15,309		**94,678**
Cust. Svc. Mgmt.	41,035	5,820		2,089		187,636	37,709		**274,289**
IT Services	122,481	155,057	3,339	71,935	1,670	146,658	112,076	1,670	**614,886**
Other Program Expenses	17,921	48,415	785	29,567	393	30,902	19,946	393	**148,322**
Total Program Expenses	**5,407,193**	**6,337,625**	**1,041,342**	**8,955,465**	**491,110**	**4,337,329**	**4,576,521**	**1,263,586**	**32,410,172**
Management & General (Notes 1 & 2)	124,845	146,327	24,043	206,769	11,339	100,143	105,665	29,175	**748,306**
Communications & Customer Svc (Notes 1 & 2)	70,500	82,631	13,577	116,764	6,403	56,551	59,670	16,475	**422,571**
Total Administrative Costs	**195,345**	**228,958**	**37,620**	**323,533**	**17,742**	**156,694**	**165,335**	**45,650**	**1,170,877**
Total Program & Admin	**5,602,537**	**6,566,583**	**1,078,962**	**9,278,998**	**508,852**	**4,494,023**	**4,741,856**	**1,309,235**	**33,581,045**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Energy Efficiency Programs

NWN WA 2010

	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)	3,098					47,277			**50,375**
Program Delivery	39,500					76,187			**115,687**
Incentives	152,125					217,525			**369,650**
Program Eval & Planning Svcs.	16,836					58,146			**74,982**
Program Legal Services	2,500					2,500			**5,000**
Program Quality Assurance	275					2,321			**2,596**
Outsourced Services	3,219					3,230			**6,449**
Trade Allies	1,499					2,582			**4,080**
Cust. Svc. Mgmt.	1,757					19,811			**21,568**
IT Services	5,243					15,485			**20,728**
Other Program Expenses	5,168					11,087			**16,255**
Total Program Expenses	**231,220**	**-**	**-**	**-**	**-**	**456,150**	**-**	**-**	**687,370**
Management & General (Notes 1 & 2)	5,339					10,532			**15,870**
Communications & Customer Svc (Notes 1 & 2)	3,015					5,947			**8,962**
Total Administrative Costs	**8,353**	**-**	**-**	**-**	**-**	**16,479**	**-**	**-**	**24,832**
Total Program & Admin	**239,573**	**-**	**-**	**-**	**-**	**472,628**	**-**	**-**	**712,202**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Energy Efficiency Programs

NWN Industrial DSM 2010

	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)	5,784			33,826					**39,610**
Program Delivery				421,012					**421,012**
Incentives	300,000			858,000					**1,158,000**
Program Eval & Planning Svcs.	102,099			50,018					**152,117**
Program Legal Services									
Program Quality Assurance	514								**514**
Outsourced Services	6,010			23,774					**29,784**
Trade Allies	2,799			246					**3,044**
Cust. Svc. Mgmt.	3,280			322					**3,602**
IT Services	9,789			11,099					**20,888**
Other Program Expenses	1,432			4,562					**5,994**
Total Program Expenses	**431,706**	**-**	**-**	**1,402,859**	**-**	**-**	**-**	**-**	**1,834,565**
Management & General (Notes 1 & 2)	9,967			32,390					**42,358**
Communications & Customer Svc (Notes 1 & 2)	5,629			18,291					**23,919**
Total Administrative Costs	**15,596**	**-**	**-**	**50,681**	**-**	**-**	**-**	**-**	**66,277**
Total Program & Admin	**447,302**	**-**	**-**	**1,453,540**	**-**	**-**	**-**	**-**	**1,900,842**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Energy Efficiency Programs

NWN 2010

	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)	190,255	93,446		11,705		762,825	67,174		**1,125,405**
Program Delivery	695,990	546,263		83,387		1,894,745	529,324		**3,749,709**
Incentives	2,155,240	558,045		382,590		5,523,285	821,439		**9,440,599**
Program Eval & Planning Svcs.	241,882	176,279		18,276		1,438,067	265,828		**2,140,332**
Program Legal Services									
Program Quality Assurance	4,220	3,392				55,068	2,196		**64,876**
Outsourced Services	117,889	45,344		10,687		172,136	1,647		**347,703**
Trade Allies	22,998	4,193		90		61,247	5,874		**94,401**
Cust. Svc. Mgmt.	26,952	1,333		118		470,028	14,468		**512,898**
IT Services	80,445	35,502		4,055		367,379	43,001		**530,382**
Other Program Expenses	11,770	11,085		1,667		77,410	7,653		**109,585**
Total Program Expenses	**3,547,639**	**1,474,881**	**-**	**512,574**	**-**	**10,822,190**	**1,758,605**	**-**	**18,115,890**
Management & General (Notes 1 & 2)	81,910	34,053		11,835		249,869	40,604		**418,270**
Communications & Customer Svc (Notes 1 & 2)	46,255	19,230		6,683		141,102	22,929		**236,199**
Total Administrative Costs	**128,165**	**53,283**	**-**	**18,518**	**-**	**390,971**	**63,533**	**-**	**654,469**
Total Program & Admin	**3,675,805**	**1,528,162**	**-**	**531,092**	**-**	**11,213,161**	**1,822,137**	**-**	**18,770,360**

Energy Trust of Oregon
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Energy Efficiency Programs

Cascade 2010

	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)	20,547	6,374		5,673		59,178	12,964		**104,735**
Program Delivery	93,175	37,777		87,086		150,350	102,329		**470,717**
Incentives	311,255	35,370		219,810		405,515	159,224		**1,131,174**
Program Eval & Planning Svcs.	29,402	11,799		11,909		110,366	51,305		**214,781**
Program Legal Services									
Program Quality Assurance	573	225				4,112	425		**5,336**
Outsourced Services	7,710	2,876		5,660		5,723	319		**22,288**
Trade Allies	3,124	278		58		4,574	1,137		**9,171**
Cust. Svc. Mgmt.	3,662	88		77		35,099	2,800		**41,725**
IT Services	10,929	2,356		2,642		27,433	8,321		**51,682**
Other Program Expenses	1,599	736		1,086		5,780	1,481		**10,682**
Total Program Expenses	**481,976**	**97,880**	**-**	**334,001**	**-**	**808,130**	**340,304**	**-**	**2,062,291**
Management & General (Notes 1 & 2)	11,128	2,260		7,712		18,659	7,857		**47,615**
Communications & Customer Svc (Notes 1 & 2)	6,284	1,276		4,355		10,537	4,437		**26,889**
Total Administrative Costs	**17,412**	**3,536**	**-**	**12,066**	**-**	**29,195**	**12,294**	**-**	**74,504**
Total Program & Admin	**499,388**	**101,416**	**-**	**346,067**	**-**	**837,325**	**352,599**	**-**	**2,136,796**

Energy Trust of Oregon
Program Budget Expense by Service Territory
Ending December 31,2010
Renewable Energy Programs

PGE 2010

	Biopower	Open Solicitation	Solar Electric	Grand Total
Expense				
Program Management (Note 3)	82,606	275,766	204,667	563,039
Program Delivery		64,500	58,400	122,900
Incentives	574,250	7,366,471	12,122,871	20,063,592
Program Eval & Planning Svcs.	59,037	156,210	295,972	511,219
Program Marketing/Outreach	1,540		1,366	2,906
Program Legal Services		5,500		5,500
Program Quality Assurance	201,202	227,457	213,115	641,774
Outsourced Services		4,077	23,602	27,680
Cust. Svc. Mgmt.			103,198	103,198
IT Services	25,741	114,409	84,706	224,856
Other Program Expenses	20,336	61,652	88,030	170,018
Total Program Expenses	**964,712**	**8,276,043**	**13,195,927**	**22,436,682**
Management & General (Notes 1 & 2)	22,274	191,082	304,675	518,031
Communications & Customer Svc (Notes 1 & 2)	12,578	107,905	172,051	292,535
Total Administrative Costs	**34,852**	**298,987**	**476,727**	**810,566**
Total Program & Admin	**999,564**	**8,575,030**	**13,672,654**	**23,247,248**

Energy Trust of Oregon
Program Budget Expense by Service Territory
Ending December 31,2010
Renewable Energy Programs

Pacific Power 2010

	Biopower	Open Solicitation	Solar Electric	Grand Total
Expense				
Program Management (Note 3)	97,816	116,733	94,717	309,266
Program Delivery		45,500	21,600	67,100
Incentives	846,167	2,974,086	5,627,523	9,447,776
Program Eval & Planning Svcs.	45,620	61,968	146,536	254,124
Program Marketing/Outreach	460		634	1,094
Program Legal Services		4,500		4,500
Program Quality Assurance	107,398	214,043	98,985	420,426
Outsourced Services		1,726	10,963	12,688
Cust. Svc. Mgmt.			47,932	47,932
IT Services	30,480	48,430	39,344	118,254
Other Program Expenses	14,403	36,295	40,887	91,585
Total Program Expenses	**1,142,344**	**3,503,280**	**6,129,121**	**10,774,745**
Management & General (Notes 1 & 2)	26,375	80,886	141,513	248,774
Communications & Customer Svc (Notes 1 & 2)	14,894	45,677	79,913	140,483
Total Administrative Costs	**41,269**	**126,563**	**221,425**	**389,257**
Total Program & Admin	**1,183,613**	**3,629,843**	**6,350,547**	**11,164,001**