

The Energy Trust of Oregon, Inc
By Program / Service Territory
For the Twelve Months Ending December 31, 2010
2010 P-03 Revised Projection

	ENERGY EFFICIENCY								RENEWABLE ENERGY				TOTAL	Projection approved							
	PGE	PacifiCorp	Other electric	Total Efficiency Electric	NWN-WA	NWN Industrial DSM	NW Natural	Cascade	Avista	Total Efficiency	PGE	PacifiCorp	Total	Other	All Programs	Dec 08	Change				
REVENUES																					
Public Purpose Funding	\$29,482,055	\$17,387,451		\$46,869,506						\$8,933,778	\$850,741			\$56,654,025	\$8,761,390	\$5,244,670	\$14,006,060	\$70,660,085	\$73,539,566	(\$2,879,481)	
Incremental 838 / New gas funding	14,078,321	8,521,223		22,599,544		150,000								22,749,544				22,749,544	21,949,845	\$799,699	
Revenue from Investments																			300,000	300,000	\$0
TOTAL PROGRAM REVENUE	43,560,376	25,908,674		69,469,050		150,000				8,933,778	850,741			79,403,569	8,761,390	5,244,670	14,006,060	300,000	93,709,629	95,789,411	(2,079,782)
EXPENSES																					
Program Management (Note 3)	2,130,860	1,201,622		3,332,482		0	665,438	91,479		4,089,398				729,129	354,476	1,083,605		5,173,003	5,173,003		
Program Delivery	12,222,368	7,670,427		19,892,795		0	2,655,718	324,835		22,873,348				61,100	28,900	90,000		22,963,351	22,963,351		
Incentives	21,276,269	11,787,125		33,063,394		0	4,737,915	608,080		38,409,389				19,478,610	8,196,640	27,675,250		66,084,638	66,084,638		
Program Eval & Planning Svcs.	2,034,276	1,125,271		3,159,547		0	554,849	69,825		3,784,220				392,819	190,375	583,194		4,367,413	4,367,413		
Program Marketing/Outreach	2,424,099	1,285,054		3,709,153		0	766,667	99,330		4,575,150				382,464	133,943	516,407		5,091,555	5,091,555		
Program Legal Services	0	0		0		0	0	0		0				24,429	10,572	35,001		35,000	35,000		
Program Quality Assurance	85,800	53,551		139,351		0	46,410	4,238		190,000				64,800	43,200	108,000		298,000	298,000		
Outsourced Services	573,999	332,956		906,955		0	113,805	14,891		1,035,651				454,014	203,243	657,257		1,692,909	1,692,909		
Trade Allies & Cust. Svc. Mgmt.	345,293	180,072		525,365		0	261,243	21,924		808,532				54,017	14,581	68,598		877,130	877,130		
IT Services	1,368,888	769,336		2,138,223		0	439,452	50,906		2,628,581				194,580	93,024	287,604		2,916,185	2,916,185		
Other Program Expenses	247,603	138,757		386,360		0	65,015	8,114		459,489				161,719	74,120	235,839		695,327	695,327		
TOTAL PROGRAM EXPENSES	42,709,455	24,544,170		67,253,625		0	10,306,511	1,293,621		78,853,758				21,997,680	9,343,075	31,340,755		110,194,511	110,194,511		
ADMINISTRATIVE COSTS																					
Management & General (Notes 1 & 2)	1,120,226	643,769		1,763,995		0	270,329	33,930		2,068,255				576,977	245,060	822,037		2,890,292	2,890,292	-	
Communications & Customer Svc (Notes 1 & 2)	528,496	303,715		832,211		0	127,535	16,008		975,753				272,204	115,613	387,817		1,363,570	1,363,570	-	
Total Administrative Costs	1,648,722	947,484		2,596,206		0	397,864	49,938		3,044,008				849,181	360,673	1,209,854		4,253,862	4,253,862	-	
TOTAL PROG & ADMIN EXPENSES	44,358,177	25,491,654		69,849,831		0	10,704,376	1,343,559		81,897,766				22,846,861	9,703,748	32,550,609		114,448,373	114,448,373	-	
TOTAL REVENUE LESS EXPENSES	(797,801)	417,020		(380,781)		150,000	(1,770,598)	(492,818)		(2,494,197)				(14,085,471)	(4,459,078)	(18,544,549)		300,000	(20,738,744)	(18,658,962)	(2,079,782)
Cumulative Carryover at 12/31/09 - revised	9,330,156	(6,045,610)	115	3,284,661	11,170	45,341	(4,801,917)	37,106	43,467	(1,380,172)				13,652,533	6,538,266	20,190,799	9,777,881	28,588,393	27,099,115	1,489,278	
Interest attributed to cover potential shortfalls	0	1,160,000		1,160,000			5,000,000			6,160,000					1,700,000	1,700,000	(7,860,000)				
TOTAL NET ASSETS CUMULATIVE	8,532,355	(4,468,590)	115	4,063,880	11,170	195,341	(1,572,515)	(455,712)	43,467	2,285,631				(432,938)	3,779,188	3,346,250	2,217,881	7,849,649	8,440,153	(590,504)	

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.

The Energy Trust of Oregon, Inc
Program Expenses by Service Territory
For the Twelve Months Ending December 31, 2010
Revised Projection 2010-P-03

	PGE	Pacific Power	Subtotal Elec. Utilities	Northwest Natural Gas	Cascade	Subtotal Gas Providers	Total
Energy Efficiency							
Commercial							
Business Energy Solutions - Existing Buildings	\$10,329,775	\$2,410,755	\$12,740,530	\$1,368,991	\$198,678	\$1,567,669	\$14,308,199
Business Energy Solutions - New Buildings	6,281,940	4,958,879	11,240,819	1,057,093	155,869	1,212,962	12,453,781
Market Transformation (NEEA)	970,773	732,337	1,703,110			-	1,703,110
Total Commercial	17,582,488	8,101,971	25,684,459	2,426,084	354,547	2,780,631	28,465,090
Industrial							
Business Energy Solutions - Production Efficiency	9,813,183	7,170,751	16,983,934	229,108		229,108	17,213,042
Market Transformation (NEEA)	508,354	383,495	891,849			-	891,849
Total Industrial	10,321,537	7,554,246	17,875,783	229,108		229,108	18,104,891
Residential							
Home Energy Solutions - Existing Homes	6,590,035	3,553,843	10,143,878	6,428,376	482,598	6,910,974	17,054,852
Home Energy Solutions - New Homes/Products	9,360,063	5,901,345	15,261,408	1,620,811	506,413	2,127,224	17,388,632
Market Transformation (NEEA)	504,051	380,249	884,300			-	884,300
Total Residential	16,454,149	9,835,437	26,289,586	8,049,187	989,011	9,038,198	35,327,784
Energy Efficiency Program Costs	44,358,174	25,491,654	69,849,828	10,704,379	1,343,558	12,047,937	81,897,765
Renewables							
Biopower	8,727,022	3,672,929	12,399,951			-	12,399,951
Open Solicitation	5,107,728	2,611,825	7,719,553			-	7,719,553
Solar Electric (Photovoltaic)	7,748,654	2,091,671	9,840,325			-	9,840,325
Utility Scale Projects	8,141	6,140	14,281			-	14,281
Wind	1,255,317	1,321,182	2,576,499			-	2,576,499
Renewables Program Costs	22,846,862	9,703,747	32,550,609			-	32,550,609
Cost Grand Total	67,205,036	35,195,401	102,400,437	10,704,379	1,343,558	12,047,937	114,448,374

Energy Trust of Oregon
Statement of Functional Expense
For the Twelve Months Ending December 31, 2010
Revised Projection 2010-P-03

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communication & Outreach	Total Admin Expenses	Total
Program Expenses							
Incentives/ Program Mgmt & Delivery	66,419,243	27,765,250	94,184,493			0	94,184,493
Payroll and Related Expenses	1,670,146	1,083,606	2,753,752	1,627,180	601,205	2,228,385	4,982,137
Outsourced Services	5,089,047	1,481,665	6,570,712	478,201	371,418	849,619	7,420,331
Planning and Evaluation	1,778,719	418,194	2,196,913	27,880	2,788	30,668	2,227,581
Customer Service Management	808,533	68,598	877,131			0	877,131
Total Program Expenses	75,765,688	30,817,313	106,583,001	2,133,261	975,411	3,108,672	109,691,673
Program Support Costs							
Supplies	11,425	5,890	17,315	13,108	5,261	18,369	35,684
Postage and Shipping Expenses	4,771	2,765	7,536	8,296	22,345	30,641	38,177
Telephone	2,633	4,410	7,043	5,510	890	6,400	13,443
Printing and Publications	176,656	48,097	224,753	6,493	30,189	36,682	261,435
Occupancy Expenses	103,436	59,957	163,393	81,003	37,827	118,830	282,223
Insurance	19,917	11,545	31,462	15,598	7,284	22,882	54,344
Equipment	13,376	7,753	21,129	16,655	5,922	22,577	43,706
Travel	42,098	55,927	98,025	57,978	18,042	76,020	174,045
Meetings, Trainings & Conferences	41,100	35,200	76,300	152,433	12,360	164,793	241,093
Depreciation & Amortization	1,562	905	2,467	1,223	571	1,794	4,261
Dues, Licenses and Fees	41,918	3,042	44,960	9,581	5,303	14,884	59,844
Miscellaneous Expenses	596	346	942	570	218	788	1,730
IT Services	2,628,579	287,604	2,916,183	388,584	241,948	630,532	3,546,715
Total Program Support Costs	3,088,067	523,442	3,611,509	757,031	388,160	1,145,191	4,756,700
TOTAL EXPENSES	78,853,755	31,340,755	110,194,510	2,890,292	1,363,571	4,253,863	114,448,373

OPUC Performance Measure	8.4%
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