

Energy Trust of Oregon, Inc
BALANCE SHEET
March 31, 2014
(Unaudited)



	MAR 2014	FEB 2014	DEC 2013	MAR 2013	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	88,795,538	82,634,304	76,484,638	77,208,200	6,161,234	12,310,900	11,587,338
Restricted Cash (Escrow Funds)	4,637	77,993	0	381,118	(73,355)	4,637	(376,481)
Investments	23,517,122	23,285,020	25,270,363	0	232,102	(1,753,241)	23,517,122
Restricted Investments (Escrow Funds)	0	0	77,988	0	0	(77,988)	0
Receivables	29,577	2,468	8,276	4,243	27,109	21,301	25,334
Prepaid Expenses	564,778	576,285	526,087	856,736	(11,507)	38,691	(291,958)
Advances to Vendors	2,306,806	656,419	2,015,420	2,127,038	1,650,387	291,386	179,768
Total Current Assets	115,218,457	107,232,488	104,382,771	80,577,335	7,985,969	10,835,686	34,641,123
Fixed Assets							
Computer Hardware and Software	1,448,587	1,401,967	1,401,967	1,353,958	46,620	46,620	94,629
Leasehold Improvements	313,333	313,333	313,333	313,333	0	0	0
Office Equipment and Furniture	600,662	600,662	600,662	600,662	0	0	0
Total Fixed Assets	2,362,582	2,315,962	2,315,962	2,267,953	46,620	46,620	94,629
Less Depreciation	(1,583,453)	(1,554,740)	(1,500,494)	(1,265,950)	(28,713)	(82,958)	(317,503)
Net Fixed Assets	779,130	761,222	815,468	1,002,003	17,907	(36,338)	(222,874)
Other Assets							
Rental Deposit	64,461	64,461	61,461	64,461	0	3,000	0
Deferred Compensation Asset	499,637	499,637	552,641	424,234	0	(53,004)	75,403
Total Other Assets	564,098	564,098	614,102	488,696	0	(50,004)	75,403
Total Assets	116,561,685	108,557,809	105,812,341	82,068,034	8,003,877	10,749,344	34,493,651
Current Liabilities							
Accounts Payable and Accruals	7,416,917	6,072,573	26,326,508	6,502,727	1,344,344	(18,909,591)	914,190
Deposits Held for Others	0	0	(0)	6,555	0	0	(6,555)
Salaries, Taxes, & Benefits Payable	742,924	666,033	631,548	632,624	76,891	111,376	110,300
Total Current Liabilities	8,159,841	6,738,606	26,958,055	7,141,907	1,421,234	(18,798,215)	1,017,934
Long Term Liabilities							
Deferred Rent	361,033	362,103	364,244	334,712	(1,070)	(3,211)	26,320
Deferred Compensation Payable	499,637	499,637	552,641	424,234	0	(53,004)	75,403
Other Long-Term Liabilities	6,955	6,830	6,830	13,864	125	125	(6,909)
Total Long-Term Liabilities	867,624	868,569	923,714	772,810	(945)	(56,090)	94,814
Total Liabilities	9,027,465	7,607,176	27,881,769	7,914,717	1,420,289	(18,854,305)	1,112,748
Net Assets							
Temporarily Restricted Net Assets	4,637	77,993	77,988	381,118	(73,355)	(73,350)	(376,481)
Unrestricted Net Assets	107,529,583	100,872,640	77,852,585	73,772,199	6,656,943	29,676,999	33,757,385
Total Net Assets	107,534,220	100,950,633	77,930,572	74,153,317	6,583,588	29,603,648	33,380,904
Total Liabilities and Net Assets	116,561,685	108,557,809	105,812,341	82,068,034	8,003,877	10,749,344	34,493,651

BS-Acct-YTD-001

Energy Trust of Oregon, Inc
INCOME STATEMENT
Unaudited Interim Report for Quarter and YTD
For the Period Ending March 31, 2014

	Quarter-to-date			Year-to-date		
	Actual	QTD Budget	Variance	Actual	YTD Budget	Variance
Public Purpose Funding-PGE	\$10,702,236	\$10,035,460	\$666,776	\$10,702,236	\$10,035,460	\$666,776
Public Purpose Funding-PacifiCorp	8,012,838	7,048,056	964,782	8,012,838	7,048,056	964,782
Public Purpose Funding-NW Natural	8,769,676	8,455,929	313,748	8,769,676	8,455,929	313,748
Public Purpose Funding-Cascade	1,551,879	880,306	671,573	1,551,879	880,306	671,573
Total Public Purpose Funding	29,036,629	26,419,751	2,616,879	29,036,629	26,419,751	2,616,879
Incremental Funding - PGE	15,154,857	14,211,393	943,464	15,154,857	14,211,393	943,464
Incremental Funding - PacifiCorp	8,034,878	7,075,035	959,843	8,034,878	7,075,035	959,843
NW Natural - Washington	527,177	645,551	(118,374)	527,177	645,551	(118,374)
Contributions	12,500		12,500	12,500		12,500
Interest Income	31,097	19,500	11,597	31,097	19,500	11,597
TOTAL REVENUE	52,797,138	48,371,230	4,425,908	52,797,138	48,371,230	4,425,908
Program Management (Note 3)	1,644,018	1,617,222	(26,796)	1,644,018	1,617,222	(26,796)
Program Delivery	9,943,091	10,566,121	623,030	9,943,091	10,566,121	623,030
Incentives	7,236,046	12,187,603	4,951,557	7,236,046	12,187,603	4,951,557
Program Evaluation and Planning Services	1,234,004	1,338,230	104,226	1,234,004	1,338,230	104,226
Program Marketing/Outreach	915,312	1,506,165	590,853	915,312	1,506,165	590,853
Program Quality Assurance	23,648	63,750	40,102	23,648	63,750	40,102
Outsourced Services	158,357	474,387	316,030	158,357	474,387	316,030
Trade Allies & Customer Service Management	265,664	292,354	26,690	265,664	292,354	26,690
IT Services	463,368	729,281	265,913	463,368	729,281	265,913
Other Program Expenses	238,226	241,058	2,832	238,226	241,058	2,832
TOTAL PROGRAM EXPENSES	22,121,733	29,016,171	6,894,437	22,121,733	29,016,171	6,894,437
Management & General (Notes 1 & 2)	687,178	912,190	225,012	687,178	912,190	225,012
Communications & Customer Svc (Notes 1 & 2)	385,305	705,014	319,708	385,305	705,014	319,708
Total Administrative Costs	1,072,483	1,617,204	544,720	1,072,483	1,617,204	544,720
Total Expenses	23,194,217	30,633,374	7,439,158	23,194,217	30,633,374	7,439,158
REVENUE LESS EXPENSES	29,602,922	17,737,856	11,865,066	29,602,922	17,737,856	11,865,066

Note 1) Both Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.

Note 2) Administrative costs are allocated for management reporting only. This is not a GAAP formatted Income Statement.

Note 3) Program Management costs include both outsourced and internal staff.

IS-Acct-YTD-004

Energy Trust of Oregon, Inc
INCOME STATEMENT
Unaudited Interim Report for Quarter and YTD
For the Period Ending March 31, 2014

	Quarter-to-date			Year-to-date		
	Actual	PY Actual	Variance	Actual	Prior YTD Actual	Variance
Public Purpose Funding-PGE	\$10,702,236	\$9,983,661	\$718,575	\$10,702,236	\$9,983,661	\$718,575
Public Purpose Funding-PacifiCorp	8,012,838	7,327,869	684,969	8,012,838	7,327,869	684,969
Public Purpose Funding-NW Natural	8,769,676	10,444,861	(1,675,184)	8,769,676	10,444,861	(1,675,184)
Public Purpose Funding-Cascade	1,551,879	955,182	596,697	1,551,879	955,182	596,697
Total Public Purpose Funding	29,036,629	28,711,573	325,057	29,036,629	28,711,573	325,057
Incremental Funding - PGE	15,154,857	14,211,393	943,464	15,154,857	14,211,393	943,464
Incremental Funding - PacifiCorp	8,034,878	7,316,361	718,517	8,034,878	7,316,361	718,517
NW Natural - Washington	527,177	645,551	(118,374)	527,177	645,551	(118,374)
Contributions	12,500		12,500	12,500		12,500
Interest Income	31,097	21,629	9,468	31,097	21,629	9,468
<u>TOTAL REVENUE</u>	<u>52,797,138</u>	<u>50,906,507</u>	<u>1,890,632</u>	<u>52,797,138</u>	<u>50,906,507</u>	<u>1,890,632</u>
Program Management (Note 3)	1,644,018	1,600,145	(43,873)	1,644,018	1,600,145	(43,873)
Program Delivery	9,943,091	9,305,769	(637,322)	9,943,091	9,305,769	(637,322)
Incentives	7,236,046	7,317,812	81,766	7,236,046	7,317,812	81,766
Program Evaluation and Planning Services	1,234,004	859,487	(374,517)	1,234,004	859,487	(374,517)
Program Marketing/Outreach	915,312	1,106,034	190,722	915,312	1,106,034	190,722
Program Quality Assurance	23,648	25,100	1,452	23,648	25,100	1,452
Outsourced Services	158,357	164,151	5,793	158,357	164,151	5,793
Trade Allies & Customer Service Management	265,664	242,058	(23,606)	265,664	242,058	(23,606)
IT Services	463,368	371,423	(91,945)	463,368	371,423	(91,945)
Other Program Expenses	238,226	340,924	102,698	238,226	340,924	102,698
<u>TOTAL PROGRAM EXPENSES</u>	<u>22,121,733</u>	<u>21,332,902</u>	<u>(788,831)</u>	<u>22,121,733</u>	<u>21,332,902</u>	<u>(788,831)</u>
Management & General (Notes 1 & 2)	687,178	626,807	(60,370)	687,178	626,807	(60,370)
Communications & Customer Svc (Notes 1 & 2)	385,305	475,029	89,724	385,305	475,029	89,724
<u>Total Administrative Costs</u>	<u>1,072,483</u>	<u>1,101,837</u>	<u>29,354</u>	<u>1,072,483</u>	<u>1,101,837</u>	<u>29,354</u>
<u>Total Expenses</u>	<u>23,194,217</u>	<u>22,434,739</u>	<u>(759,478)</u>	<u>23,194,217</u>	<u>22,434,739</u>	<u>(759,478)</u>
<u>REVENUE LESS EXPENSES</u>	<u>29,602,922</u>	<u>28,471,768</u>	<u>1,131,154</u>	<u>29,602,922</u>	<u>28,471,768</u>	<u>1,131,154</u>

Note 1) Both Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.

Note 2) Administrative costs are allocated for management reporting only. This is not a GAAP formatted Income Statement.

Note 3) Program Management costs include both outsourced and internal staff.

IS-Acct-YTD-003

Energy Trust of Oregon, Inc
Statement of Functional Expenses
For the Three Months Ending March 31, 2014

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives/ Program Mgmt & Delivery	17,580,337	968,089	18,548,426				18,548,426	24,397,148	5,848,722	24%
Payroll and Related Expenses	762,300	237,135	999,435	482,167	210,355	692,522	1,691,957	1,843,041	151,084	8%
Outsourced Services	820,784	39,503	860,287	63,237	89,773	153,010	1,013,297	2,018,329	1,005,032	50%
Planning and Evaluation	721,505	24,872	746,377	523		523	746,900	733,969	(12,931)	-2%
Customer Service Management	155,121	6,396	161,517				161,517	171,913	10,396	6%
Trade Allies Network	99,638	4,510	104,148				104,148	120,440	16,292	14%
Total Program Expenses	20,139,685	1,280,505	21,420,190	545,927	300,128	846,055	22,266,245	29,284,840	7,018,595	24%
Program Support Costs										
Supplies	3,965	946	4,911	2,619	944	3,563	8,474	9,714	1,240	13%
Postage and Shipping Expenses	793	258	1,051	446	238	684	1,735	2,069	334	16%
Telephone	552	180	732	491	165	656	1,388	3,361	1,973	59%
Printing and Publications	50,038	532	50,570	106	388	494	51,064	34,343	(16,721)	-49%
Occupancy Expenses	50,263	16,353	66,616	28,290	15,061	43,351	109,967	125,231	15,264	12%
Insurance	7,829	2,547	10,376	4,407	2,346	6,753	17,129	17,861	732	4%
Equipment	4,820	11,293	16,113	1,328	707	2,035	18,148	6,006	(12,142)	-202%
Travel	5,057	5,897	10,954	3,056	2,368	5,424	16,378	49,893	33,515	67%
Meetings, Trainings & Conferences	18,769	4,264	23,033	4,746	270	5,016	28,049	66,610	38,561	58%
Interest Expense and Bank Fees				2,000		2,000	2,000	1,250	(750)	-60%
Depreciation & Amortization	12,349	4,018	16,367	6,950	3,700	10,650	27,017	26,497	(520)	-2%
Dues, Licenses and Fees	31,314	6,099	37,413	699	805	1,504	38,917	48,727	9,810	20%
Miscellaneous Expenses	40		40				40	587	547	93%
IT Services	410,861	52,508	463,369	86,112	58,186	144,298	607,667	956,388	348,721	36%
Total Program Support Costs	596,650	104,894	701,544	141,251	85,177	226,428	927,972	1,348,537	420,565	31%
TOTAL EXPENSES	20,736,336	1,385,398	22,121,734	687,176	385,306	1,072,482	23,194,217	30,633,377	7,439,160	24%

OPUC measure vs. 9% **3.36%**

Exp-Acct-YTD-002

Energy Trust of Oregon, Inc
Year to Date by Program/Service Territory
For the Three Months Ending March 31, 2014
(Unaudited)

	ENERGY EFFICIENCY						Oregon Total	NWN WA	ETO Total
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade			
REVENUES									
Public Purpose Funding	\$8,262,598	\$6,219,972	\$14,482,570		\$8,769,676	\$1,551,879	\$24,804,125		\$24,804,125
Incremental Funding	15,154,857	8,034,878	23,189,735				23,189,735	527,177	23,716,912
Contributions									
Revenue from Investments									
TOTAL PROGRAM REVENUE	23,417,455	14,254,850	37,672,305		8,769,676	1,551,879	47,993,860	527,177	48,521,037
EXPENSES									
Program Management (Note 3)	675,299	359,441	1,034,740	25,858	278,949	24,270	1,363,817	33,078	1,396,895
Program Delivery	5,415,597	3,143,241	8,558,838	97,611	1,097,694	112,783	9,866,926	43,829	9,910,755
Incentives	3,333,342	1,744,478	5,077,820	112,881	963,543	85,089	6,239,333	70,959	6,310,292
Program Eval & Planning Svcs.	618,061	328,262	946,323	9,796	214,537	15,680	1,186,336	22,530	1,208,866
Program Marketing/Outreach	457,216	253,077	710,292	3,284	177,214	10,799	901,590	7,322	908,912
Program Quality Assurance	8,277	6,212	14,490	0	8,868	291	23,648	0	23,648
Outsourced Services	63,619	34,590	98,209	741	25,157	1,412	125,519	0	125,519
Trade Allies & Cust. Svc. Mgmt.	108,536	66,947	175,483	768	68,094	3,405	247,751	7,006	254,757
IT Services	202,334	105,402	307,736	3,211	84,638	5,705	401,290	9,573	410,863
Other Program Expenses	94,983	48,592	143,576	2,816	26,793	2,503	175,688	10,141	185,829
TOTAL PROGRAM EXPENSES	10,977,265	6,090,241	17,067,507	256,967	2,945,487	261,937	20,531,898	204,438	20,736,336
ADMINISTRATIVE COSTS									
Management & General (Notes 1 & 2)	340,991	189,183	530,174	7,982	91,497	8,137	637,790	6,351	644,141
Communications & Customer Svc (Notes 1 & 2)	191,196	106,077	297,273	4,476	51,303	4,562	357,614	3,561	361,175
Total Administrative Costs	532,187	295,260	827,447	12,458	142,800	12,699	995,404	9,912	1,005,316
TOTAL PROG & ADMIN EXPENSES	11,509,453	6,385,501	17,894,954	269,425	3,088,287	274,636	21,527,302	214,350	21,741,652
TOTAL REVENUE LESS EXPENSES	11,908,002	7,869,349	19,777,351	(269,425)	5,681,389	1,277,243	26,466,558	312,827	26,779,385
Cumulative Carryover at 12/31/13 (Note 4)	24,483,032	11,560,814	36,043,846	356,235	8,569,670	658,260	45,628,011	473,674	46,101,685
Change in net assets this year	11,908,002	7,869,349	19,777,351	(269,425)	5,681,389	1,277,243	26,466,558	312,827	26,779,385
Ending Net Assets - Reserves	36,391,034	19,430,163	55,821,197	86,810	14,251,059	1,935,503	72,094,569	786,501	72,881,070
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables)	36,391,034	19,430,163	55,821,197	86,810	14,251,059	1,935,503	72,094,569	786,501	72,881,070
Assets Released for General Purpose									
Emergency Contingency Pool									
TOTAL NET ASSETS CUMULATIVE	36,391,034	19,430,163	55,821,197	86,810	14,251,059	1,935,503	72,094,569	786,501	72,881,070

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 12/31/2012 reflects audited results.

Energy Trust of Oregon, Inc
Year to Date by Program/Service Territory
For the Three Months Ending March 31, 2014
(Unaudited)

	RENEWABLE ENERGY			Other	TOTAL	Approved budget	Change	% Change
	PGE	PacifiCorp	Total		All Programs			
REVENUES								
Public Purpose Funding	\$2,439,638	\$1,792,866	\$4,232,504		\$29,036,629	\$26,419,751	\$2,616,878	9.9%
Incremental Funding					23,716,912	21,931,979	1,784,933	8.1%
Contributions				12,500	12,500		12,500	
Revenue from Investments				31,823	31,823	19,500	12,323	63.2%
TOTAL PROGRAM REVENUE	2,439,638	1,792,866	4,232,504	44,323	52,797,865	48,371,230	4,426,634	9.2%
EXPENSES								
Program Management (Note 3)	125,669	121,454	247,123		1,644,018	1,617,221	(26,797)	-1.7%
Program Delivery	15,238	17,097	32,335		9,943,090	10,566,120	623,030	5.9%
Incentives	664,033	261,721	925,754		7,236,046	12,187,602	4,951,556	40.6%
Program Eval & Planning Svcs.	13,984	11,153	25,137		1,234,003	1,338,230	104,227	7.8%
Program Marketing/Outreach	3,766	2,633	6,399		915,311	1,506,166	590,855	39.2%
Program Quality Assurance	0	0	0		23,648	63,750	40,102	62.9%
Outsourced Services	21,044	11,794	32,838		158,357	474,387	316,030	66.6%
Trade Allies & Cust. Svc. Mgmt.	7,735	3,170	10,905		265,662	292,356	26,694	9.1%
IT Services	28,829	23,679	52,508		463,371	729,282	265,911	36.5%
Other Program Expenses	31,556	20,843	52,399		238,228	241,061	2,833	1.2%
TOTAL PROGRAM EXPENSES	911,853	473,545	1,385,398		22,121,734	29,016,175	6,894,441	23.8%
ADMINISTRATIVE COSTS								
Management & General (Notes 1 & 2)	28,115	14,920	43,035		687,176	912,188	225,012	24.7%
Communications & Customer Svc (Notes 1 & 2)	15,765	8,366	24,131		385,306	705,015	319,709	45.3%
Total Administrative Costs	43,880	23,286	67,166		1,072,482	1,617,203	544,721	33.7%
TOTAL PROG & ADMIN EXPENSES	955,733	496,831	1,452,564		23,194,217	30,633,378	7,439,162	24.3%
TOTAL REVENUE LESS EXPENSES	1,483,905	1,296,035	2,779,940	44,323	29,603,648	17,737,852	11,865,796	66.9%
Cumulative Carryover at 12/31/13 (Note 4)	12,041,462	11,793,715	23,835,177	7,993,710	77,930,572	62,609,764	15,320,808	45.3%
Change in net assets this year	1,483,905	1,296,035	2,779,940	44,323	29,603,648	17,737,852	11,865,796	45.3%
Ending Net Assets - Reserves	13,525,367	13,089,750	26,615,117	8,038,033	107,534,220	80,347,616	27,186,604	33.8%
Ending Reserve by Category								
Program Reserves (Efficiency and Renewables)	13,525,367	13,089,750	26,615,117	3,038,033	102,534,220			
Assets Released for General Purpose								
Emergency Contingency Pool				5,000,000	5,000,000			
TOTAL NET ASSETS CUMULATIVE	13,525,367	13,089,750	26,615,117	8,038,033	107,534,220	80,347,616	27,186,604	33.8%

Note 1) Both Management & General and Commu 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 man 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 (Note 3) Program Management costs include both outsourced and internal staff.

Note 4) Cumulative carryover at 12/31/2012 refle Note 4) Cumulative carryover at 12/31/2012 reflects audited results.

Energy Trust of Oregon, Inc.
ADMINISTRATIVE EXPENSES
For the Three Months and Year to Date Ended March 31, 2014
(Unaudited)

EXPENSES	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
Outsourced Services	\$62,646	\$136,017	\$73,372	\$62,646	\$136,017	\$73,372	\$89,773	\$265,300	\$175,526	\$89,773	\$265,300	\$175,526
Legal Services	592	13,750	13,159	592	13,750	13,159						
Salaries and Related Expenses	482,146	524,938	42,793	482,146	524,938	42,793	210,343	298,515	88,172	210,343	298,515	88,172
Supplies	982	1,950	968	982	1,950	968	73	240	167	73	240	167
Telephone	180	545	365	180	545	365		210	210		210	210
Postage and Shipping Expenses								250	250		250	250
Noncapitalized Equipment								250	250		250	250
Printing and Publications	42	75	33	42	75	33	354	1,750	1,396	354	1,750	1,396
Travel	3,056	13,305	10,249	3,056	13,305	10,249	2,368	9,500	7,132	2,368	9,500	7,132
Conference, Training & Mtngs	4,746	35,360	30,614	4,746	35,360	30,614	270	5,500	5,230	270	5,500	5,230
Interest Expense and Bank Fees	2,000	1,250	(750)	2,000	1,250	(750)						
Miscellaneous Expenses		180	180		180	180						
Dues, Licenses and Fees	699	2,150	1,451	699	2,150	1,451	805	400	(405)	805	400	(405)
Shared Allocation (Note 1)	43,454	46,650	3,196	43,454	46,650	3,196	23,133	31,522	8,389	23,133	31,522	8,389
IT Service Allocation (Note 2)	86,112	135,530	49,417	86,112	135,530	49,417	58,186	91,577	33,391	58,186	91,577	33,391
Planning & Eval	523	489	(34)	523	489	(34)						
TOTAL EXPENSES	687,176	912,190	225,012	687,176	912,190	225,012	385,306	705,014	319,708	385,306	705,014	319,708

Note 1) Represents allocation of Shared (General Office Management) Costs
Note 2) Represents allocation of Shared IT Costs

Exp-Prog-YTD-003

Energy Trust of Oregon, Inc
ENERGY EFFICIENCY
Unaudited Interim Report for Quarter and Year to Date
For the Period Ending March 31, 2014

	QTD						YTD					
	Commercial	Industrial	Residential	Total EE	Total Budget	Variance	Commercial	Industrial	Residential	Total EE	Total Budget	Variance
<u>EXPENSES</u>												
Program Management (Note 4)	\$541,972	\$304,931	\$549,992	\$1,396,895	\$1,225,395	(\$171,500)	\$541,972	\$304,931	\$549,992	\$1,396,895	\$1,225,395	(\$171,500)
Program Delivery	4,008,842	2,417,276	3,484,638	9,910,756	9,932,926	22,170	4,008,842	2,417,276	3,484,638	9,910,756	9,932,926	22,170
Incentives	1,712,920	1,389,447	3,207,925	6,310,292	12,061,705	5,751,413	1,712,920	1,389,447	3,207,925	6,310,292	12,061,705	5,751,413
Program Evaluation & Planning Svcs.	506,866	130,961	571,039	1,208,867	1,378,453	169,586	506,866	130,961	571,039	1,208,867	1,378,453	169,586
Program Marketing/Outreach	268,968	42,559	597,385	908,913	1,242,881	333,968	268,968	42,559	597,385	908,913	1,242,881	333,968
Program Quality Assurance			23,648	23,648	63,750	40,103			23,648	23,648	63,750	40,103
Outsourced Services	70,370		55,149	125,519	360,138	234,619	70,370		55,149	125,519	360,138	234,619
Trade Allies & Customer Svc. Mgmt.	48,761	7,489	198,508	254,758	274,826	20,067	48,761	7,489	198,508	254,758	274,826	20,067
IT Services	151,852	40,838	218,170	410,861	879,524	468,663	151,852	40,838	218,170	410,861	879,524	468,663
Other Program Expenses	69,901	46,512	69,414	185,828	243,894	58,067	69,901	46,512	69,414	185,828	243,894	58,067
<u>TOTAL PROGRAM EXPENSES</u>	7,380,452	4,380,014	8,975,869	20,736,335	27,663,491	6,927,157	7,380,452	4,380,014	8,975,869	20,736,335	27,663,491	6,927,157
<u>ADMINISTRATIVE COSTS</u>												
Management & General	229,262	136,058	278,821	644,142	832,022	187,879	229,262	136,058	278,821	644,142	832,022	187,879
Communications & Customer Service	128,549	76,289	156,337	361,175	528,855	167,680	128,549	76,289	156,337	361,175	528,855	167,680
<u>Total Administrative Costs</u>	357,812	212,347	435,159	1,005,318	1,360,877	355,559	357,812	212,347	435,159	1,005,318	1,360,877	355,559
<u>Total Expenses</u>	7,738,264	4,592,361	9,411,027	21,741,652	29,024,368	7,282,716	7,738,264	4,592,361	9,411,027	21,741,652	29,024,368	7,282,716

Energy Trust of Oregon, Inc
RENEWABLE ENERGY
Unaudited Interim Report for Quarter and Year to Date
For the Period Ending March 31, 2014

	QTD					YTD				
	Solar	Other Renewable	Total RR	Total Budget	Variance	Solar	Other Renewable	Total RR	Total Budget	Variance
EXPENSES										
Program Management (Note 4)	\$121,037	\$126,086	\$247,123	\$264,884	\$17,761	\$121,037	\$126,086	\$247,123	\$264,884	\$17,761
Program Delivery	32,335		32,335	38,400	6,065	32,335		32,335	38,400	6,065
Incentives	904,899	20,855	925,754	1,870,077	944,323	904,899	20,855	925,754	1,870,077	944,323
Program Evaluation & Planning Svcs.	12,888	12,249	25,137	45,694	20,557	12,888	12,249	25,137	45,694	20,557
Program Marketing/Outreach	4,593	1,806	6,400	51,250	44,850	4,593	1,806	6,400	51,250	44,850
Outsourced Services	18,988	13,850	32,838	242,250	209,412	18,988	13,850	32,838	242,250	209,412
Trade Allies & Customer Svc. Mgmt.	10,520	385	10,906	12,026	1,120	10,520	385	10,906	12,026	1,120
IT Services	28,419	24,089	52,508	82,640	30,133	28,419	24,089	52,508	82,640	30,133
Other Program Expenses	29,953	22,446	52,399	50,781	(1,618)	29,953	22,446	52,399	50,781	(1,618)
TOTAL PROGRAM EXPENSES	1,163,633	221,766	1,385,399	2,658,001	1,272,602	1,163,633	221,766	1,385,399	2,658,001	1,272,602
ADMINISTRATIVE COSTS										
Management & General	36,146	6,889	43,035	87,433	44,398	36,146	6,889	43,035	87,433	44,398
Communications & Customer Service	20,268	3,863	24,130	67,523	43,393	20,268	3,863	24,130	67,523	43,393
Total Administrative Costs	56,414	10,751	67,166	154,957	87,791	56,414	10,751	67,166	154,957	87,791
Total Expenses	1,220,047	232,518	1,452,564	2,812,958	1,360,394	1,220,047	232,518	1,452,564	2,812,958	1,360,394