Energy Trust Board of Directors Meeting

July 29, 2015

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137th Board Meeting

Wednesday, July 29, 2015
421 SW Oak Street, Suite 300
Portland, Oregon

	Agenda	Tab	Purpose
12:15pm	**130th Board Meeting—Call to Order** (Debbie Kitchin) • Approve agenda **General Public Comment** The president may defer specific public comment to the appropriate agenda topic. **Consent Agenda** ..... The consent agenda may be approved by a single motion, second and vote of the board. Any item on the consent agenda will be moved to the regular agenda upon the request from any member of the board. • May 20 Board meeting minutes • June 5-6 Board strategic planning workshop minutes • Amend Farmer's Irrigation District Contract—R749	**1**	Action
12:20pm	**Energy Programs** • Multifamily Program Management Contractor Agreement with Lockheed Martin—R750 (Kate Scott)..... • CLEAResult Contract Extension as Existing Homes Program Management Contractor (Marshall Johnson)..... • ICF Contract Extension as Existing Buildings Program Management Contractor (Spencer Moersfelder).....	**2** **2** **2**	Action Info Info
1:20pm	**Break**		
1:30pm	**Committee Reports** • Audit Committee (Ken Canon) • Executive Director Transition Committee (Ken Canon) • Evaluation Committee (Alan Meyer) ..... • Finance Committee (Dan Enloe)..... • Policy Committee (Roger Hamilton)..... • Strategic Planning Committee (Mark Kendall)	**3** **4** **5**	Info Info Info
2:45pm	**Break**		
3:00pm	**Staff Report** • Highlights (Margie Harris) • Integrated Solutions Implementation quarterly update (Scott Clark)..... • Legislative update (Debbie Menashe, Jay Ward)..... • Feature Presentation: How we do evaluations (Phil Degens)	**7** **7**	Info Info
5:00pm	**Adjourn**		

The next meeting of the Energy Trust Board of Directors will be held
Wednesday, September 30, 2015 at 12:15 pm
at Energy Trust of Oregon, 421 SW Oak Street, Suite 300, Portland

Tab 1 Consent Agenda

- May 20 Board meeting minutes
- June 5-6 Board strategic planning workshop minutes
- Amend Farmer's Irrigation District Contract—R749

Tab 2 Energy Programs

- Multifamily Program Management Contractor Agreement with Lockheed Martin—R750
- CLEAResult Contract Extension as Existing Homes Program Management Contractor
- ICF Contract Extension as Existing Buildings Program Management Contractor
- Briefing Paper: Program Management and Program Delivery Contract Terms

Tab 3 Finance Committee

- Notes on April 2015 financial statements
- April financials and contract summary report
- Notes on May 2015 financial statements
- May financials and contract summary report
- Notes on June 2015 financial statements
- June financials and contract summary report
- Financial glossary

Tab 4 Policy Committee

- June 23 meeting notes

Tab 5 Strategic Planning Committee

- June 16 meeting notes

Tab 6 Advisory Council Notes

- April 29 RAC meeting notes
- April 29 CAC meeting notes
- June 3 RAC meeting notes
- June 3 CAC meeting notes
- July 15 RAC meeting notes—*notes will be e-mailed prior to board meeting*
- July 15 CAC meeting notes—*notes will be e-mailed prior to board meeting*

Tab 7 Staff Report

- Integrated Solutions Implementation quarterly update
- Legislative update

Tab 8 Glossary of Energy Industry Acronyms and Terminology

Evaluation Committee

- June 24 meeting notes—*notes will be e-mailed prior to board meeting*

Tab 1

Board Meeting Minutes—136th Meeting

May 20, 2015

Board members present: Susan Brodahl, Ken Canon, Melissa Cribbins (by phone), Heather Beusse Eberhardt, Dan Enloe, Roger Hamilton, Mark Kendall, Debbie Kitchin, Alan Meyer, John Reynolds, Anne Root, Eddie Sherman, Lindsey Hardy, Warren Cook (ODOE special advisor), John Savage (OPUC *ex officio*, by phone)

Board members absent: None

Staff attending: Margie Harris, Ana Morel, Debbie Menashe, Amber Cole, Steve Lacey, Fred Gordon, Peter West, Courtney Wilton, Julianne Thacher, Adam Bartini, Oliver Kesting, Kathleen Belkhayat, Robert Wyllie, Juliette Eck, Dan Rubado, Erika Kociolek, Betsy Kauffman, Jed Jorgensen, Jay Ward, Katie Wallace, Kati Harper, Brigid Gormley, Gayle Roughton, Eric Braddock

Others attending: Jim Abrahamson (Cascade Natural Gas), Don Jones, Jr. (PacifiCorp), Anne Snyder Grassmann (Portland General Electric), Elaine Prause (OPUC), Samantha Taylor (Conservation Services Group), Clay Norris (Northwest Energy Efficiency Alliance), Becky Walker (CLEAResult), John Charles (Cascade Policy Institute), Roger Spring (Evergreen Consulting Group)

Business Meeting

President Debbie Kitchin called the meeting to order at 12:15 p.m. and noted that an additional resolution was added to the agenda.

General Public Comments

There were no public comments.

Consent Agenda

The consent agenda may be approved by a single motion, second and vote of the board. Any item on the consent agenda will be moved to the regular agenda upon the request from any member of the board.

MOTION: Approve consent agenda

Consent agenda includes:
1) April 1 Board meeting minutes
2) Amend Balanced Competition policy—R744
3) Executive Director Transition Committee—R745
4) Executive Director Annual Review—R746

Moved by: Roger Hamilton		Seconded by: John Reynolds
Vote:	In favor: 11	Abstained:
	Opposed: 0	

RESOLUTION 744
AMEND POLICY ON BALANCED COMPETITION

WHEREAS:

1. **The Energy Trust Balanced Competition policy provides that no entity may be a prime contractor or subcontractor of more than two programs. The purpose of the policy is to ensure competition for Energy Trust program management contracts.**

2. **The board amended the policy in 2012 to allow firms with two program management contracts to subcontract on other programs as long as the subcontract represents no more than 33% of the program's energy savings goals.**
3. **In 2014, Energy Trust waived the two-contract limit for a year after one program management contract, CLEAResult, acquired another, PECI, and thereby held three prime contracts. The board directed staff to assess the effects of consolidation in the energy efficiency industry on competition for program management services, and recommend whether the current policy should be maintained or amended.**
4. **Staff's assessment indicates: (a) while trends in industry consolidation bear watching, they are not currently limiting capable competitors for Energy Trust contracts; (b) no instances in which utilities or others have policies restricting the number of contracts in order to foster long-term industry competition; (c) increasing the policy limit from two to three contracts will not appreciably reduce competition for program management contractors or increase Energy Trust risk of not achieving energy savings goals; and (d) eliminating the limit on subcontracts will allow bidders to choose the best combinations of services to achieve Energy Trust goals without having an appreciable effect on competition.**

It is therefore RESOLVED that the Board of Directors hereby adopts amendments to the Balanced Competition policy as shown in the attached:

1. **Allowing a single firm to be the prime contractor for up to three (instead of two) program management contracts at the same time; and**
2. **Eliminating the policy's limitation on subcontracts.**

RESOLUTION 745
EXECUTIVE DIRECTOR TRANSITION COMMITTEE

WHEREAS:

1. **The Energy Trust of Oregon, Inc. Board of Directors is authorized to appoint by resolution committees to carry out the Board's business.**
2. **The Board wishes to create an Executive Director Transition Committee in light of the current executive director's planned retirement at the end of calendar year 2016.**

It is therefore RESOLVED:

1. **The Board of Directors hereby creates an Executive Director Transition Committee to serve until Energy Trust fully completes its transition to a new executive director.**
2. **The Board of Directors hereby appoints the following directors to the Executive Director Transition Committee:**
   Ken Canon, Chair
   Debbie Kitchin
   John Reynolds
   Mark Kendall
   Susan Brodahl
   Elaine Prause, OPUC Liaison

RESOLUTION 746
EXECUTIVE DIRECTOR PERFORMANCE REVIEW

WHEREAS:

1. **Energy Trust's Executive Director Review Committee completed its evaluation of Margie Harris' performance in 2014.**

2. **The committee evaluated Margie's performance as outstanding.**

3. **The Executive Director Review Committee also considered the following in proposing a merit increase from the review:**

    a. **Energy Trust's existing salary structure and Margie's current salary position on that range.**

    b. **Periodic survey and market analysis of comparable position salaries.**

It is therefore RESOLVED:

The Board of Directors authorizes a merit award increasing Margie's salary by 8.0% effective February 1, 2015.

President's Report

Debbie described a recent presentation of an Energy Trust incentive check to the City of Gresham Wastewater Treatment Plant for investments that helped the plant achieve net-zero energy use. The plant generates power from biogas and solar energy, as well as from anaerobic digestions of fats, oils and grease. Not only does the plant save $500,000 per year in energy, it earns $250,000 a year in tipping fees from the collection of fats, oils and grease.

Debbie also recently represented Energy Trust at the Daily Journal of Commerce Top Projects awards. This event is targeted to a general construction audience, and many of the featured projects received support from Energy Trust.

Following her April board meeting report, Debbie described the environmental and cost-saving benefits of cross-laminated timber and provided an update. Oregon company D.R. Johnson Lumber Company recently received a grant to pursue production of cross-laminated timber. She announced plans to visit buildings using this new technology on an upcoming trip to London in association with the Portland Development Commission.

Energy Programs

Cascade Energy Contract Extension for Production Efficiency Streamlined Industrial Initiative, Adam Bartini

Adam Bartini, industrial program manager, presented a proposal to extend two Production Efficiency Program Delivery Contractor (PDC) contracts for one year each.

Delivered by Cascade Energy, Production Efficiency's streamlined track offering includes a variety of vendor-delivered prescriptive efficiency measures and constitutes the bulk of the sector's project volume. Staff recommend extending Cascade Energy's contract for one additional year to December 31, 2016.

Cascade Energy has delivered strong energy savings, especially for electric utility customers, and helped Production Efficiency diversify savings by increasing the number of projects completed. The current pipeline of streamlined industrial projects is 50 percent higher than last year at this time. Production Efficiency has seen very high realization rates of savings for Cascade Energy projects.

The board asked if there is an advantage to expiring both PDC contracts at the same time. Adam responded that there is no advantage to aligning contract end dates. However, concluding two Program Management Contractor (PMC) contracts at the same time has been manageable in the past and is not expected to significantly increase staff workload.

The board requested a summary of current PMC and PDC contracts, including completion dates. Peter responded that Energy Trust can provide this list, and he explained that these contracts are staggered from an overall organizational perspective. The board suggested that Energy Trust consider changing contract expiration dates from December to June, as year-end seems to be a busy time even without contract transitions. The board also suggested that negotiating the extension of contracts can result in additional benefits for Energy Trust.

The board asked if these two PDCs increased outreach to rural areas. Adam responded that PDC outreach staff have recently been added, including local staff to serve Central, Southern and Eastern Oregon. Peter noted that other PDCs also have rural outreach staff.

The board asked if contracts are reviewed and feedback is provided annually. Adam responded that this is done on a monthly basis.

The board asked about these two PDC contracts as a portion of Energy Trust's overall electric savings goals. Adam shared that savings goals for 2015 are 16 million kilowatt hours (kWh) for Cascade Energy and 32 million kWh for Evergreen Consulting Group.

Evergreen Consulting Group Contract Extension for Industrial Lighting, Adam Bartini

Adam presented a proposal to extend Evergreen Consulting Group's contract for one additional year through December 31, 2016, based on very strong performance. Evergreen Consulting Group develops and trains Energy Trust's industrial lighting trade ally network. Industrial lighting savings were outstanding in 2014, and the pipeline of projects is strong for 2015.

The board asked how Evergreen Consulting Group's work dovetails with the work of custom PDCs. Adam explained that Evergreen Consulting Group directs customers to a custom PDC if appropriate. Ideally, customers work directly with trade allies.

The board asked if Evergreen Consulting Group includes Minority, Women and Emerging Small Business (MWESB) companies in the trade ally network. Margie responded that the diversity of lighting trade allies has increased over the years, and noted that Energy Trust is exploring new outreach strategies to further engage MWESB trade allies.

CLEAResult Contract Extension for New Buildings, Oliver Kesting

Oliver Kesting, commercial sector lead, presented a proposal to extend Energy Trust's contract with CLEAResult by two years to December 31, 2017, based on strong performance.

Acquired by CLEAResult in 2014, PECI has served as the New Buildings PMC since 2009. In 2014, CLEAResult was granted an exception from Energy Trust's balanced competition policy, and today the board approved a change to this policy to allow a single PMC to serve three contracts.

The New Buildings pipeline is currently robust, and CLEAResult has consistently delivered innovative offerings, such as market solutions and Path to Net Zero. CLEAResult has been adaptable to market changes, and customer satisfaction with New Buildings has been extremely high.

The board inquired why the New Buildings goal declined from 2013 to 2014. Oliver responded that New Buildings projects have long lead times, so the program can develop budgets based on advanced knowledge of upcoming projects. In addition, goals are impacted by very large projects like data centers.

In response to a question from the board about low incentives year-to-date, Oliver explained that large projects are expected to complete and receive incentives later in the year and bring incentive spending in line with budget.

The board commented that CLEAResult assured they would retain technical expertise within PECI, and Oliver responded that they have honored this commitment.

The board asked about savings realization rates for New Buildings, and Oliver explained that realization rates are difficult to calculate because New Buildings is a market transformation program.

The board asked about extending the contract for 18 months so that it ends on June 30, and Oliver responded that a longer contract extension is preferred because many of the program's long-lead projects require continuity of relationships.

The board inquired why some contracts have two-year extensions and others have three-year extensions, and Peter explained that this is based on program design. Longer contracts are important for programs with long-lead projects to ensure continuity from design to implementation.

The board had no objections to these three contract extensions.

RESOLUTION 747
ELECTING LINDSEY HARDY TO
THE ENERGY TRUST BOARD OF DIRECTORS

WHEREAS:

1. **Dave Slavensky retired from the Energy Trust board.**
2. **The board nominating committee has reviewed candidates for the open board seat and nominates Lindsey Hardy, Program Director for The Bend Energy Challenge at The Environmental Center, Bend, Oregon to a term expiring February 2018.**

It is therefore RESOLVED:

That the Energy Trust of Oregon, Inc., Board of Directors elects Lindsey Hardy to the Energy Trust Board of Directors to a term expiring February 2018.

Moved by: John Reynolds		Seconded by: Anne Root
Vote:	In favor: 11	Abstained: 0
	Opposed: 0	

John Reynolds presented a resolution to nominate Lindsey Hardy to the board, to replace the seat vacated by Dave Slavensky in February 2015.

Lindsey introduced herself and described her interest in the board. She has lived in Oregon for five years, and is passionate about working to support energy efficiency and renewable energy. The board noted that Lindsey emerged as the top candidate because of her on-the-ground work experience.

Responding to a question about what she can bring to the board, Lindsey explained that she has engaged with many local contractors in her current position at the Bend Environmental Center. She has also worked for a solar contractor. These experiences provide a unique perspective into how Energy Trust can support trade allies.

The board approved the resolution and invited Lindsey to join the table.

Committee Reports

Evaluation Committee, Alan Meyer

Alan summarized recent Evaluation Committee work, which included reviewing New Homes billing analysis concluding that Energy Performance Score (EPS) savings estimates are accurate and incentives are appropriate. Dan Rubado added that Energy Trust's modeling is fairly accurate. There is some variability of savings estimates, and it is within a reasonable range. About two-thirds of gas-heated homes were within 25 percent of the predicted energy usage.

The committee also reviewed a 2012 Existing Buildings Impact Evaluation, which measured actual savings results against estimated savings. Savings were found to be accurate for gas projects and very accurate for electric projects. Suggestions for improving the realization rates were costly, and staff will determine if they are appropriate to pursue.

A study on the market for energy-efficient windows indicated that incentives are needed to get people to buy windows with a U-value below 0.30. The board commented that a lower U-value is not always better. In Oregon, a higher U-value may be more appropriate on the south side of a structure. The board briefly discussed potential window technology that can change color based on temperature.

Executive Director Transition Committee, Ken Canon

Ken described the committee's aim to have a new executive director hired by October 1, 2016, and to involve diverse stakeholders in determining desirable attributes. Ken explained the committee's intent to consider staff input, and described a recent meeting with staff. Energy Trust has changed significantly since Margie was hired, and future growth will be different than it has been in past years. Selecting a new executive director is one of the most important decisions this board will make.

Finance Committee, Dan Enloe

Dan reviewed financial statements for the end of March. Production Efficiency and Solar programs are tracking well with budget for this early in the year, with twice as much solar investment as last year. Revenues are light because the winter was mild, but this is not a concern. Spending increased in March due to hiring staff, and overall spending is higher than last year at this time. More spending early in the year means Energy Trust is on track to meet goals. Dan reminded the board that expenditures are expected to be higher than revenues in 2015, to intentionally reduce reserves.

Dan pointed out that a contract status report is included with the budget, featuring all contract start and end dates.

Ken asked about NEEA spending. Margie explained the budget and contract cycle with NEEA and suggested that staff add a footnote to financial statements.

Policy Committee, Roger Hamilton
Roger summarized recent policies under consideration, including the balanced competition policy approved today. This policy now provides a more flexible way of approaching PMC and PDC contracts.

The committee also reviewed the Renewable Energy Certificates (REC) policy. RECs may become an important tool for complying with the anticipated EPA ruling on 111(d), so a decision about the REC policy will be delayed until more information about EPA 111(d) is available.

In addition, Energy Trust performance measures were recently adopted by the Oregon Public Utility Commission for 2015, including a new staffing cost cap of 7.75% of all expenditures and a reduction of the administrative support cap from 9 to 8 percent of total revenues.

Strategic Planning Committee, Mark Kendall
Mark provided updates on two recent Strategic Planning Committee meetings, which included planning for the Board Strategic Planning Workshop and selecting an expert guest speaker on executive transitions in non-profit organizations. The committee is also developing strategies for 2015-2019 Strategic Plan implementation and a matrix to help measure progress toward goals.

Mark invited Kevin Hiebert to explain the facilitation strategy to be used at the Board Strategic Planning Workshop. Kevin briefly described an approach called World Café and Mark explained that the forum is designed to encourage participation and ensure all voices are heard.

An agenda will be sent out one week prior to the Board Strategic Planning Workshop.

The board took a break from 1:35 to 1:55.

Staff Report

Highlights, Margie Harris
Margie presented official 2014 annual results, including quarter four results. For the first time, quarter four results were appended to the 2014 Annual Report.

As a recent customer example, Margie described Energy Trust's work with Deschutes Brewery in Bend, which has made energy-efficiency improvements over time with Energy Trust support.

Margie presented 2014 revenues and expenditures, which indicated a continued trend of achieving savings at lower-than-budgeted costs. Budget development process improvements are in place, and Energy Trust worked with three of the four utilities to reduce revenue collections in 2015.

Margie presented savings and generation results for 2014. Energy Trust met all OPUC performance measures and exceeded or approached three of four budgeted utility goals. Last year was one of Energy Trust's highest savings years on record, with 58 average megawatts (aMW) of electricity saved at 2.6 cents per kWh and 5.7 million annual therms of natural gas saved at 33 cents per therm. In 2014, 2.39 aMW of renewable generation was achieved, with strong solar installations and a solid pipeline of renewable energy projects shifting into 2015 and 2016. Energy Trust also exceeded gas and electric 2009-2014 Strategic Plan goals, and approached the renewable energy 2009-2014 Strategic Plan goal.

Margie presented the sources of Energy Trust savings and generation by sector, and the board requested to see these pie charts as a percentage of potential load or market share.

The board asked why Energy Trust was so successful in 2014. Margie responded that Energy Trust is very effective at designing programs targeted to customer needs. The economy was also a contributor, as was Energy Trust's strong reputation and well-established network of trade allies. Peter added that

Energy Trust's success is due to its portfolio approach and growth in savings from business sectors, which have increased significantly in the last five years. In addition, extension of NW Natural funding for larger customers allows the organization to meet dual-fuel needs of these customers and provide holistic solutions.

The board noted that consumers are much more excited about LEDs than they were about CFLs several years ago. This indicates the energy-efficiency market has changed.

The board asked if the mild winter impacted results, and Peter noted that the mild winter occurred in 2015, not 2014. Mild weather extends the construction season, so it can impact savings in both positive and negative ways.

In response to a question about the geothermal generation, Margie noted that 2014 geothermal generation was from a project at the Oregon Institute of Technology/Oregon Tech. Another geothermal project is under consideration, and there are additional geothermal opportunities in Southern Oregon and Klamath County, especially for greenhouses.

Margie discussed the residential solar market, which installed 50 percent more solar systems in 2014 than in 2013. The commercial solar market rebounded in 2014, with the largest commercial solar pipeline since the loss of Business Energy Tax Credits. Margie described Mapdwell Solar System™, which was offered as a pilot in 2014. Energy Trust is one of three regions in the country to use this system, which provides potential generation and costs for individual rooftops in Hillsboro and Washington County. Expansion to other Oregon regions will be determined based on pilot results. The board requested future updates on the success of this test, including how accurate it is at estimating generation.

Margie stated that participation grew significantly thoroughout the state in 2014, resulting from targeted outreach efforts and three outreach staff. Located in Eastern and Southern Oregon, Energy Trust's outreach staff help make Energy Trust more visible and accessible in these regions. Web visits also increased in 2014. Record-high customer satisfaction ratings included 98 percent satisfaction rate with program representatives and 96 percent satisfaction rate overall.

Economic recovery bolstered new commercial construction, especially for multifamily housing. The 100th market solutions project completed construction using packaged incentives for small buildings. New home construction continued to grow and Energy Trust's market share of EPS-rated new homes increased to 34 percent. Strategic Energy Management brought low-cost savings to industrial and commercial customers. The board noted that LEDs also delivered strong savings and impacted the market in 2014.

Margie described Energy Trust's continued focus on optimizing internal operations, including investing in IT infrastructure and automating data input.

Margie presented early 2015 results, included in Energy Trust's streamlined quarter one 2015 Report. The organization ended quarter one with an impressive number of projects expected to complete in 2015. A new PMC began delivering the Products program, and has already attended nearly 1,000 promotional events. Margie also noted new online customer tools including a lighting wheel web page and corresponding print collateral piece.

Margie mentioned the recent Tesla Powerwall battery announcement, and noted this technology is not expected to impact Energy Trust in the near future.

Margie shared photos of the inaugural John Reynolds symposium held in his honor at the University of Oregon, and emphasized John's long-term impact on Oregonians as an admired and influential professor, author and advocate for renewable energy and solar architecture and design.

Margie pointed out a legislative briefing paper in the board packet. The board asked if all legislation has been proposed to the house and senate, and Margie responded that legislation can always be appended to an existing bill. Debbie added that no legislation posing risk to Energy Trust has proceeded through committee, yet something could be added to an existing bill at any point.

Feature Presentation

Employee Sustainability and Engagement Report, Kathleen Belkhayat and Robert Wyllie

Kathleen Belkhayat described Energy Trust's first annual Employee Sustainability and Engagement Report. It provides an overview of Energy Trust's internal sustainability accomplishments and goals, and serves to further motivate staff and demonstrate the organization's leadership. The report is authored by Energy Trust's energy, environment and engagement team, called E3, composed of volunteers representing departments across the organization.

Robert Wyllie summarized the sustainable attributes of Energy Trust's office, which include sustainably sourced materials and advanced lighting controls. The office is 35 percent above the Leadership in Energy and Environmental Design (LEED) baseline. E3 also tracks carbon dioxide emissions per employee, which decreased from 2013 to 2014.

Engagement is an important part of Energy Trust's staff sustainability efforts. E3 educates staff through an internal newsletter, lunchtime guest speakers and participation in the Portland Bike Commute Challenge. Health activities include lunchtime yoga and a softball team. E3 recently hosted its Second Annual Sustainability Fair in the building's atrium, which was attended by tenants throughout the building. The team also organizes staff volunteer outings to support the community, including volunteering at the Oregon Food Bank.

Future goals include acquiring more reusable coffee mugs and go-box tokens and reducing paper use.

The board asked how knowledge from Energy Trust's internal sustainability efforts can be applied to customer offerings, and Kathleen responded that her work managing the commercial SEM program is reflected in E3 efforts, and vice versa.

The board commended this innovative work, and asked for a comparison of costs and value of these projects. The board expressed interest in seeing this report on an annual basis.

Robert acknowledged broad support from Energy Trust management for the E3 team and the report, and reiterated this work does not override regular work.

Adjourn

The meeting adjourned at 2:50 p.m.

The annual strategic planning workshop for the Energy Trust Board of Directors will be held Friday and Saturday, June 5 and 6, 2015 at Reed College, 3203 SE Woodstock Boulevard, Portland, Oregon.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday, July 29, 2015 at 12:15 p.m. at Energy Trust of Oregon, Inc., 421 SW Oak Street, Suite 300, Portland, Oregon.

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Alan Meyer, Secretary

Board Strategic Planning Workshop
Reed College, Portland, Oregon

Friday, June 5, 2015

Board members present: Susan Brodahl, Ken Canon, Melissa Cribbins, Dan Enloe, Heather Beusse Eberhardt, Lindsey Hardy, Mark Kendall, Debbie Kitchin, John Reynolds, Warren Cook (ODOE special advisor)

Board members absent: Roger Hamilton, Alan Meyer, Anne Root, Eddie Sherman, John Savage (OPUC *ex officio)*

Staff attending: Margie Harris, Ana Morel, Hannah Hacker, Debbie Menashe, Amber Cole, Steve Lacey, Peter West, Courtney Wilton, Fred Gordon, Scott Clark, John Volkman, Cheryle Easton, Ted Light, Sue Fletcher, Brooke Graham, Jay Ward, Mike Bailey

Others attending: Kevin Hiebert, *Facilitator,* Jim Abrahamson (Cascade Natural Gas), Jason Eisdorfer (OPUC), Elaine Prause (OPUC), John Charles (Cascade Policy Institute), Don Jones Jr. (PacifiCorp), Lauren Shapton (PGE), Anne Snyder Grassmann (PGE), Bob Stull (CLEAResult), John Morris (CLEAResult), Ann Kohler (Consultant), Ken Nichols (EQL Energy)

Call to order and welcome

President Debbie Kitchin called the workshop to order at 8:00 a.m. Every June, the annual strategic planning retreat provides the board an opportunity to delve into a handful of longer-term strategic topics and discuss their opportunities and risks. Debbie K thanked the Strategic Planning Committee chair, Mark Kendall and committee members for their role in the workshop development process, and the support of the staff in preparing for the retreat.

Mark summarized the purpose for the day. The organization is 14 years old and just started the current five-year strategic plan. The plan encompasses about one-third of the organization's life span and is a significant guiding document. The goal for the first part of the workshop is to reflect on elements in the plan, including energy savings and generation, and to focus on how Energy Trust will expand its reach to underserved markets, develop new technologies, and develop new outreach and ways to collaborate with partners. The second part of the workshop will start the leadership discussion in advance of Margie Harris' retirement at the end of next year. Margie has spearheaded efforts of extraordinary results, including $1 billion in utility bill savings for participants. Energy Trust needs to continue this trend, and this workshop will discuss what characteristics the Executive Director Transition Committee members should be looking for in recruitment and hiring for the position.

The board welcomed retreat facilitator, Kevin Hiebert.

Opening remarks

Margie Harris welcomed the board, staff and workshop attendees. She acknowledged the work of staff and the Strategic Planning Committee in researching and preparing for the day.

Margie noted a lot has changed since the first board of directors was appointed by the OPUC in 2001. She noted the changes seen statewide, including growth in the high-tech sector, the changing population trends and demographics in Oregon, and the increasing use of solar energy.

Energy Trust has also changed over the years. The first four programs rolled out in 2002. Over the years, we have determined how to invest dollars to realize both customer and economic benefits. Programs expanded to serve electric and natural gas customers. Strong relationships were built with

all four utilities. And a culture of teamwork, creativity, hard work and fun was cultivated and maintained with staff and the board.

Margie noted the Office of Economic Analysis indicates Oregon's economy is on a growth trajectory. Population trends correlate with the current five-year Strategic Plan. The state population is predicted to increase over the next five years from 3.5 million to 4.3 million. Migration to Oregon is projected to continue and will contribute two-thirds of the population increase. Growth will be evident in retirees and younger residents. The working population will go down as a share of the overall population, potentially leading to a labor shortage. From an employer perspective, it may become more challenging to hire and retain the talent Energy Trust needs in the years ahead.

The diversity of residents is also changing and growing more rapidly in Oregon than in other states. In Oregon, one in four kindergarteners is Hispanic, and 22 percent of Oregonians are not white and this percentage is growing. Hispanics and Asian Pacific Islanders are the fastest growing groups. This indicates Energy Trust will need to engage with a much more diverse population of customers and employees to meet goals. This is the context within which Energy Trust will be pursuing aggressive energy savings and generation targets.

Margie noted today the board will see how staff has started to implement the current strategic plan. One main strategy in the plan is to expand participation. Research has been completed and additional research is planned to determine where Energy Trust has opportunities to reach and serve new customers. All programs are actively expanding outreach to rural areas and to customers who are eligible to participate. The Existing Buildings program is already seeing strong uptake for a new direct-install lighting offer for small commercial customers. The Existing Homes program is also increasing incentives for the Savings Within Reach initiative, which serves moderate-income customers.

Related to other strategies in the strategic plan, the Existing Homes program was redesigned to respond to cost-effectiveness challenges. This led to changes in what is offered to customers and a 20% reduction in the program's delivery costs. There is collaborative work being done in the Renewable Energy sector to fill the hydropower pipeline and reduce solar soft costs. Operational costs are being trimmed through various efforts, like MapDwell: Solar System™ and PowerClerk®. Energy Trust is pursuing new collaborations to build on mutual benefits that intersect between Energy Trust's interests and the interests of others. Examples includes woodstove replacements and mobile home replacements. There is ongoing work with the Northwest Energy Efficiency Alliance (NEEA) and Energy Trust's own pilot programs to invest in new emerging technologies and approaches to help ensure more efficient technologies are in the pipeline to serve customers in the years ahead. Margie referenced comments from a representative of Cree solid state lighting showing only 4 percent of consumers currently have in-home internet-connected devices to help manage energy use, security, lighting and other features. However, 69 percent surveyed indicated they want to buy such devices in the next year. It is the role of NEEA, Energy Trust and others to determine where future energy savings and benefits to customers will be derived.

Margie highlighted one area of Energy Trust's work that she's passionate about and is critical to Energy Trust's success. The new diversity initiative relates to the demographic shifts previously described, and the importance of serving all eligible customers and meeting the organization's goals.

At the 2014 summer workshop, expanding participation was discussed and then reflected in the final strategic plan. Since then, Margie and staff have been working on the elements that support expanding participation. For this initiative, diversity is defined as embracing all differences, including background, life and work experiences and life perspectives, different cultures, races, religions, ethnicity, sexual orientation, gender identity or expression, age, disabilities, geography, business size and types, and languages spoken. Diversity is all that makes individuals unique and all that can contribute unique insights and perspectives into Energy Trust's work.

Margie shared the draft purpose statement of the diversity initiative: “The purpose of Energy Trust’s diversity initiative is to create a culturally attentive organization with diverse employees and contractors who can bring a range of perspectives, experiences, skills and ideas to our organization, our programs and our services. We believe our differences make us stronger, and produce better, more innovative work.”

Margie noted she already sees diversity represented in Energy Trust’s work through different backgrounds, perspectives and personalities and evidenced outside the I-5 corridor, when engaging contractors working with customers who do not speak English as their first language, and when visiting schools.

To start, the diversity initiative will focus on four main areas: expanding customer participation, employee development, recruitment, hiring and retention, and procurement and contracting.

The first area is a strategic plan goal, and the remaining three are linked to the strategic plan through operational efficiency, service, reaching customers and attaining goals.

If successful with this initiative, Energy Trust will have improved its programs to serve all customers and contractors who live and work in the service area. Energy Trust will have procurement practices that will benefit the organization by working with diverse businesses and reaching new customer bases. Energy Trust will have hiring practices that attract and fully engage a diverse workforce that mirrors the population we serve. And Energy Trust will have improved employee retention in what is likely to become a more competitive economy. For these and other reasons, Energy Trust needs to address diversity and make it a basic tenet of how we meet the organization’s goals.

There are a lot of thoughts as to Energy Trust’s strong foundation and what has helped Energy Trust succeed so far. The most important asset is the staff. Good things happen when you have good people with respectful relationships. The culture that has been nourished at Energy Trust has supported a learning environment with room for creativity and collaboration. Energy Trust’s work is intertwined with others who have a stake in what the organization does and what can be done together, including the OPUC, utilities, contractors, governments, customers and others. Energy Trust is also resilient and is good at change. Change is constant and Energy Trust anticipates, leads and responds to change.

There are many positives about Energy Trust that we can leverage. Staff has been building off of 13 years of success, learning and change. Our new strategic plan gives clear direction for the next five years. There is a dedicated staff and board. There is a good organization culture that supports collaboration, innovation and resiliency. The board is now undertaking important preparatory steps for changes ahead. To further expand knowledge, skills and abilities, Energy Trust needs to attract leadership that supports diverse customers and a changing environment.

Margie shared a quote by author William Bridges: “Change emphasizes what is happening to us while transition emphasizes opportunity for growth within.”

Energy Market Outlook

Staff presentation with board discussion *(Fred Gordon, Ted Light)*
After board adoption of the 2015-2019 Strategic Plan, the board directed staff to keep working on evolutionary change and to keep watching market and policy influences that could alter Energy Trust’s approach. This discussion is on the latter piece, which research shows has not changed significantly since the plan was adopted.

Ted reviewed the 2010-2014 achievement to goals. Energy Trust exceeded electric and natural gas savings goals and fell short of the renewable energy generation goal, given changes in state tax credits and low natural gas prices.

Utility data and load forecasts show growth is fairly flat or low for all utilities. Exceptions to the load growth trend is demand increase in PGE territory due to the high-tech industry and continued in-migration to the Portland metro area. Both PGE and Pacific Power are noting electric use per customer is flat or declining, and electric appliance saturation is stable and not growing. Summer growth is where the load is expected to occur for both electric utilities. PGE expects 1.4 percent average annual growth over the next 20 years in summer demand. Winter demand is 1.2 percent average annual growth over the next 20 years. Natural gas load growth is also expected to be lower over the next 20 years. One exception is NW Natural is expecting relatively large growth in Clark County, WA, approximately 3 percent per year over 20 years compared to 1.1 percent in Oregon.

Utility projections of wholesale electric prices are flatter than they have been in recent years. Previous forecasts showed growth over 20 years to $70-$90 per MWh. For example, in PGE's forecasts from 2012, the wholesale price forecast started at $33 per MWh and increased to $82 per MWh. In 2014, the price started at $33 per MWh and increases to only $48 per MWh. This is still growth but it is relatively flat.

Staff noted the Northwest Power and Conservation Council (Power Council) is looking at risk mitigation to come from energy efficiency if the price forecasts are not accurate. Fred noted these forecasts are from utilities and include OPUC guidance to include risk value. The utilities are looking at risk and looking to energy efficiency.

The board noted the trend in avoided costs is accurate as described. From a customer perspective, an increase of 3.5 percent in electric costs is not flat. Staff should include this perspective in the briefing paper. Staff agreed, and confirmed costs are not changing significantly for avoided cost purposes.

The board asked whether changes in technology could drop the value further. Staff noted there is a small component of storage in the Pacific Northwest due to the hydropower dams. The dams act like a battery and take care of most of the storage need. Even with advancements in storage, costs are not expected to go down significantly.

The board asked why the estimate in load growth is less than the estimated price increase. Staff noted the utilities are still making investments in the grid that are reflected in the price increase.

The board discussed staff characterization of price forecasts as flat, pointing to the third sentence of the Avoided Cost of Efficiency section on page 4 of the briefing paper compared to the graph on the same page. The graph shows a notable increase in Pacific Power prices over the next five years. Staff noted the use of the word "flat" is not intuitive and the text will be updated.

Staff continued the presentation. Natural gas wholesale price forecasts are also flatter than previously predicted. The price per therm for NW Natural in 2012 was 58 cents and projected to increase to 89 cents by 2029. The 2015 price is 40 cents and projected to increase to just over 40 cents by 2034.

In summary, wholesale price forecasts are fairly flat. Energy Trust will continue to modify measure offerings and program approaches to stay within the cost-effectiveness threshold.

Staff displayed a pie chart showing Energy Trust's resource assessment by sector, recently updated to align with the Power Council's 7th Power Plan research.

Staff described a chart showing savings by sector as a percentage of load. Energy Trust's significant savings acquisition over the years, especially from serving large industrial customers, may account for why Energy Trust's projections of efficiency savings relative to load are lower than the Power Council's regional projections.

Energy Trust staff are drafting sector-specific strategic plans to align with the goals and strategies in the organizational strategic plan. All sectors will conduct more outreach to serve rural sites. At the same time, the plans describe the need to balance reaching those sites and maintaining costs for cost-effectiveness reasons.

Ken Nichols of EQL Energy asked to address the board and comment on the presentation. He stated Energy Trust should focus on demand response and smart grid to address capacity and not energy. He encouraged us to address infrastructure in distribution and transmission and to reduce costs, address demand response and distributed resources. Ken referenced the summer and winter peak graphs in kWh, and suggested we consider winter and summer capacity.

Fred responded that we do analyze peak for efficiency programs and also look at what it does to the system in terms of transmission and distribution deferral. We do account for it in the detail.

The board requested clarification, asking whether Ken was positing that this attribute of peak demand and reducing infrastructure costs will have an impact on avoided cost for efficiency. Should we really be focusing on that as a way to increase the value of demand-side management?

Ken N responded that it has to do with doing demand-side management, like peak shaving, for capacity reasons.

Staff continued the presentation, reviewing what policy or market changes could impact Energy Trust's strategies. The forecast in the value of efficiency is not expected to change much, there may be an increase in peak costs and then a modest decrease in energy price forecasts. The Power Council conducted a climate change analysis that showed Oregon may see both population growth and changes in weather. These factors may increase the relatively small summer peak in Oregon. An unknown is the impact of the Environmental Protection Agency's 111(d) pending regulations.

There are limited regional savings related to woodstove replacements. Related to water supply issues in the region, a short-term action to save both water and energy is installing low-flow showerheads and faucet aerators in homes. Commercial changes would be a mid-term solution and a long-term solution is irrigation canal piping. If all these actions are completed in a short timeframe, the program strategy will need to reflect achieving the savings quicker than predicted.

On the renewable energy side, solar is getting closer to parity in cost with other renewable resources especially as tax credits for the non-solar resources are being reduced. Solar may become more expensive than other resources again if federal solar tax credits are eliminated at the end of 2016. The program needs to determine how best to support solar; in particular, allocating a limited renewable energy budget for a technology experiencing increasing demand. The market is not yet at a place where it would remain healthy if Energy Trust support was removed. Non-solar technologies need more support and are more complex. In the next few years, Energy Trust may need to examine its strategy to support all renewable energy technologies.

The board asked whether Energy Trust supports non-energy benefits and reports on many of them. Staff does include some non-energy benefits in its analyses, and is largely directed by the OPUC to include only certain non-energy benefits in its cost effectiveness calculations for efficiency measures.

The board discussed the new strategic plan goal of 10 aMW for renewable energy generation may be low given achievement from the prior plan was 15 aMW. Peter West responded that 30 percent of solar projects are supported by the federal Investment Tax Credit (ITC), which has a 2018 sunset. The 10 aMW, five-year generation goal reflects uncertainty in the market given that expiration date plus issues with net metering. As we drive down the costs of solar, there is a balance on the other side with the ITC and Oregon Residential Energy Tax Credit that creates market uncertainty.

Staff reviewed emerging equipment that monitors and communicates energy consumption details to building managers. This technology is not yet available in the mass market. Manufacturers are seeing if consumers will demand these technologies.

Another challenge facing Energy Trust is measuring savings and program influence when energy efficiency is being driven by more and more different organizations. Energy Trust's job is to determine when our programs influenced efficiency. This may become more difficult to determine when companies are selling the *appearance* of efficiency. Yet it is a necessary role to play as Energy Trust is the intelligence piece in the market, determining when energy efficiency was achieved.

Energy Trust is also watching the consolidation trend in the energy efficiency program delivery industry. Peter's analysis last year indicated there is still enough competition to keep costs down.

Staff is paying attention to efficiency opportunities in the emerging marijuana industry.

Staff described potential opportunities with electric vehicles and encouraging electrification, and Energy Trust's involvement remains to be seen.

The board noted there could be opportunity for Energy Trust to support counties and other governments with their permitting and codes. Some counties may have outdated land use planning systems creating barriers to projects. Staff noted there has been work done on comparative permitting costs. Largely, they are legacy provisions. Staff will work with the land or project owner and the county to help the project move forward. It is largely a county by county or community by community approach as many of the provisions are hidden. Experience so far is that the outdated provisions lengthen the project timeline but generally do not hinder the project from completing. The Oregon Department of Energy also worked on a study to create model ordinances and approaches for hydropower.

Overview & Summary of 2015-2019 Strategic Plan

Staff presentation *(Debbie Menashe)*

Debbie M described the development of the 2015-2019 Strategic Plan, which included discussion at the 2014 board strategic planning workshop and significant public outreach. The plan was approved and adopted by the board in October 2014. This is Energy Trust's third strategic plan. The plans are required as part of the OPUC grant agreement.

Debbie M reviewed the current Strategic Plan, highlighting the vision and purpose statements, describing the energy efficiency and renewable energy long-term and five-year goals. Debbie noted this plan is the first to have an operations goal for the five-year period, focused on staff efficiency and staff engagement. The plan also includes implementation strategies for energy efficiency, renewable energy and operations, and strategies that are cross-cutting for all energy programs.

The board's involvement in the plan is fundamental to Energy Trust's work. Staff also tie annual budgeting and program action plans directly to the five-year plan. In addition, each sector develops its strategic plan derived from the organizational strategic plan.

Over the past six months, staff have been working with the Strategic Planning Committee to identify certain areas for staff to report on and to define metrics, following the premise that what is measured is managed. Energy Trust already reports quarterly and annually on progress to quantitative energy goals. Today, staff will report on the key strategies of expanding participation, replenishing efficiency resources with new technology and other methods, regional collaboration with governments, utilities and others, and continuous improvement in internal operations. Staff will also propose to the board reporting metrics related to each strategy.

Debbie M asked the board to keep three questions in mind: Are we focusing on the right things? Do these approaches appear sound? Are there aspects you would like additional information on?

Implementing Key Strategies & Reporting

Expanding participation: baseline research *(Margie Harris, Fred Gordon)*
The focus of this strategy is both internal and external. It is important to diversify internally and broaden staff ideas and focus areas in order for Energy Trust to expand externally. This strategy guides recruitment, hiring, retention, procurement and contracting. Staff is developing action items for outreach in hiring, and is considering different strategies to procure goods and services and potentially give preference to service providers who can provide Energy Trust with more diverse contacts throughout the state. Margie convened a cross-functional diversity initiative team. One of the initial internal activities for this team is to identify and engage with an external expert in summer 2015 to conduct a cultural competency assessment. Importantly, this will raise awareness of the diversity focus within the organization.

The external focus is beginning to be reflected in programs. Sector strategic plans reflect many and new outreach strategies intended to expand participation around state and especially among groups where potential customer engagement exists. To identify where Energy Trust has opportunities to expand participation, the Planning group will research what areas Energy Trust has reached and areas where more potential service delivery opportunities exist.

Fred described findings from completed research and described plans for new research. The main conclusion from the first research was a view at participation by locality. Over 13 years, Energy Trust has attracted participation in the programs throughout the state, with participation most significant within the tri-county metro area. This creates opportunity to more deeply understand characteristics of the population outside the tri-county metro area.

The goals for the follow-up research is to determine why there is lower participation outside the tri-county metro area, and whether it is related to equipment that needs to be updated/replaced and whether it is based on socio-economic factors. The timeline is to have a draft of the study by December 2015. The study will include an analysis of barriers for specific groups. This analysis will help identify where to dig deeper in the next round of research.

The board asked whether the trade ally survey can help. Often, the trade ally survey informs programs where contractors would like to work; it may not necessarily be the best data source. Once staff gets to the equipment question, contractors will be able to help with that part of the analysis.

The research is starting with the residential sector. In the commercial and industrial sectors, the first level of underserved customers tends to be small to medium-sized customers. Initial research shows Energy Trust is making good progress growing services to smaller commercial and industrial customers each year.

The board asked how metrics will be built for this strategy. Metrics will come out at the end of the research process, once it is determined where the gaps are and how Energy Trust can help. It is noteworthy that there are many organizations doing this type of work.

Staff clarified the research will be participation in all Energy Trust programs, and renewable energy will be a small portion of the overall picture.

The board asked whether ongoing program evaluations could be leveraged to evaluate efforts related to expanding participation. Staff confirmed this approach, noting it is a struggle to find data in existing evaluations and they are looking at ways to cost-effectively capture the participation data needed for this research.

The board noted the City of Hillsboro may be a good partner, which is facing an air quality issue, and was indicated in Margie's presentation as an area to expand participation to more ethnically and racially diverse customers. Margie noted Energy Trust has had discussions with the city about potential wood stove conversions.

The board noted Energy Trust communicates its results well across the state, and asked whether the percent of customer load served by energy efficiency could be added to the metrics. To the extent this information is useful, staff can look at providing it.

New technology and methods *(Fred Gordon)*
Fred reviewed the electric efficiency savings potential over the next 20 years, which is about one-sixth of the electric load. Energy Trust continues to keep up its velocity because more equipment and products are being identified that are efficient, mass market and ready to support. Part of Energy Trust's mission is to bring technologies from near-market ready to mass-market deliverable. Energy Trust is at the point of trying to identify how much energy the programs can save with technologies that are not yet known.

The Northwest Energy Efficiency Alliance (NEEA) has a process to identify and bring new efficient technologies to market. In NEEA's five-year plan, Energy Trust's savings portion is 35 aMW. Energy Trust analysis of emerging technologies and the probability they will come to the market successfully is about 105 aMW. The question is how to determine a metric around improving technology. In 2015, Energy Trust added 29 aMW of ready-to-scale-up technology.

A potential new electric technology metric could be calculated by taking NEEA's estimate of 35 aMW and doubling it to 70 aMW. Another approach would be to change the Energy Trust emerging technology estimate to 105 aMW to adjust for risk. Staff does not see Energy Trust continuing at the current pace over the next 20 years. Staff also does not recommend a year-by-year goal but to report on progress made.

The board discussed the calculation of the savings metric. Discussion centered on making the metric larger than NEEA's goal for Energy Trust. The board also discussed receiving year-by-year progress updates and making sure the updates are done in a way to minimize staff time and effort, including confining the update to report just on technologies that have had changes.

The board discussed whether Energy Trust should have a metric that is beyond NEEA, and whether Energy Trust should have one or two technologies beyond NEEA-supported technologies. Staff noted in fall 2015 a summary analysis on Energy Trust pilot efforts will be developed for the OPUC.

The board asked how well Energy Trust captures emerging technology in the areas of behavior change. There is a fairly slow ramp used for future acquisition of emerging technology savings. The objective is to get more savings over the 20-year timeframe. This is an important question, how much can Energy Trust save and how fast.

Staff provided an update on combined heat and power and referenced a policy discussion at the state level related to SB844 and Northwest Natural's plans to pursue CHP. Energy Trust will be engaged in this process.

NEEA gas market transformation activities started in 2015. Energy Trust staff are looking at progress indicators for the gas side instead of a savings number because the gas market transformation initiative is new. The metric would be to have at least two technologies ready for the market by 2019 by working with NEEA and the gas utilities. The metric would include annual progress indicators.

Staff clarified Energy Trust does not do a lot of work with emerging technology in the renewable energy sector. Energy Trust also does not do a lot of emerging technology work with energy efficiency as NEEA is in this role. Energy Trust's role is often to take things that are in the market and try to understand how the energy efficiency can be improved. Energy Trust has also worked with a national consortium to help establish minimum specifications for small scale program-eligible wind turbines.

The board noted opportunities to improve the benefits of solar energy can include bi-facial modules, power optimizers, frameless modules and other areas that Energy Trust could look into. Energy Trust has a standard for commercial and near commercial approaches, and works with Lawrence Berkley Lab and the National Renewable Energy Lab to stay current with their work. Energy Trust does depend on the market to bring these ideas forward, and has a custom process to test some technology changes.

New collaborations *(Debbie Menashe)*
New collaborations encompass building relationships with governments, utilities and others. During the strategic plan development process last year, the OPUC staff liaison at the time encouraged Energy Trust to be open to and ready for new opportunities and this is reflected in the adopted strategic plan.

Currently, Energy Trust is collaborating with the Portland Water Bureau on a pilot to evaluate water sub-meters in existing multifamily properties to understand water and energy savings. When implemented together, these complementary actions can help achieve mutual goals for both entities faster and at less cost.

One way to determine that the collaboration is meeting the strategic plan operations goal is to make sure the relationship is synergistic and complementary and that the initiative is receiving funding. Both these requirements are met in this case.

Staff clarified savings would come from reducing the need to heat as much water. There's a fraction of savings from lowered pumping energy usage. The approach is also considered a behavioral change strategy.

Another collaboration underway is with the Farmers Conservation Alliance (FCA) to optimize irrigation systems. FCA is an irrigation system manager and has experience bringing together multiple parties looking to optimize an irrigation system. Energy Trust role is in the hydropower opportunity. Energy Trust is working with FCA on stakeholder engagement and communication efforts, especially in eastern and central Oregon. FCA will bring together multiple stakeholders with various, complementary objectives ranging from water conservation to energy production to fish benefits and more. Energy Trust is providing seed funding for FCA to develop communications, tools and resources to reach out and engage stakeholders, including utilities. The goal is to identify ten potential projects through these types of collaboration.

Debbie M noted staff will continue to assess new collaborations and bring them back to the board to show progress.

The board asked how new collaborations will be scoped, in particular those not built off existing relationships. Debbie M responded that we have not thought about it in that way. We are often assessing if we have the capacity. We do have an understanding of what qualities make a good partnership. One is when we can find overlapping goals. Margie added we have always approached our work by engaging others to reach customers. This is an effort to deliberately understand the approach and benefits, and prioritize relationships, refining what we have historically done.

The board noted some relationships can address policy disconnects, and asked whether there is an opportunity to do more collaboration at the policy level to motivate change. Staff noted that what has been done was possible because it was within Energy Trust's mission to bring awareness and educate.

Continuous improvement *(Margie Harris, Steve Lacey, Courtney Wilton)*
The continuous improvement strategy is linked in the strategic plan to the third-party 2014 Management Review where Energy Trust was asked to identify three to four administrative processes and identify ways to improve their efficiencies.

Staff selected four processes that are part of everyday work, are cross-functional, involve contractors and include potential customer service improvements. Staff is looking at the processes to save time, effort and money, ultimately making Energy Trust more productive. Identifying metrics for this work is new. Staff consistently makes internal improvements and Energy Trust needs to improve its ability to track and measure the benefits related to those improvements. The four processes were reviewed: procurement, incentive payment, customer information and customer services, and energy project tracking.

The board requested staff include in the procurement scorecard a question on whether the vendor has used or does use Energy Trust services. Staff agreed. The board noted it is comfortable with Energy Trust's experience implementing IT system improvements on time and under budget.

The board encouraged staff to pay attention to data security, and think about technological advancements, such as Apple pay and phone apps.

These four projects will meet the Management Review recommendation and also lead to identification of other processes to improve going forward. Margie showed a list of potential metrics to track on improvements to these processes.

The board noted the four processes are also in line with Energy Trust's agreement with the OPUC and is responsive to stakeholder input.

The board took a lunch break at 11:48 a.m. and resumed at 1:15 p.m.

Executive Director Succession

Executive Director Succession *(Ken Canon)*
The board Executive Director Transition Committee is tasked with developing an executive director position description, announcement and corresponding hiring and transition process. The next section of the workshop asked the board to answer a series of questions, including what values and characteristics of Energy Trust are critical to its success in the future, and what characteristics and attributes are valued in the executive director. Over the next two to three months, the committee will ask similar questions of a wide range of stakeholders. Once priorities are established, the committee will route a position description to the board and stakeholders to be interviewed. In late fall 2015, the committee will form an interview team and develop an interview process. Then the position will be posted and recruitment will start to find the next executive director to lead the organization.

Energy Trust Past & Present: Perspectives to Consider for the Transition *(Margie Harris)*
Margie shared her thoughts for the board to consider as they begin their discussion. Her perspectives were offered for consideration and not meant to be direction for the board. She answered four questions posed to her by Ken Canon: What is currently in place and serving the organization well that should be retained? What anticipated future challenges may the new executive director encounter? What are three attributes and talents most essential for a successful Energy Trust executive director? How important is expertise in energy efficiency?

World Café conversation

Kevin Hiebert described the World Café activity approach and goals, which is to foster in-depth discussion with various perspectives. This will be the first of many board engagements around the executive director transition. Throughout the exercise, questions were posed to the board and attendees for discussion and then reported out to the full group and discussed. The results of the discussions will be used as inputs to help the Executive Director Transition Committee plan the transition to a new executive director.

The board took a break from 3:30 to 3:45 p.m.

World Café report out *(Kevin Hiebert)*
The board discussed insights from the activity. The next step for the Executive Director Transition Committee is to take the feedback and input to weave into the rest of process and ultimately draft a position description.

Kevin recapped the first day of the workshop. The board heard presentations on the 2015-2019 Strategic Plan, discussed change and risk, and talked about essential attributes in a future leader. Tomorrow, the board will put this information into a proactive discussion about what specific items are needed for a successful transition. The goal tomorrow is to develop a list of issues and questions for the transition committee to use going forward. How each board member views and approaches this is unique and all perspectives are needed for this transition.

The board adjourned for the day at 4:30 p.m.

Board Strategic Planning Workshop
Reed College, Portland, Oregon

Saturday, June 6, 2015

Board members present: Susan Brodahl, Ken Canon, Melissa Cribbins, Dan Enloe, Heather Beusse Eberhardt, Lindsey Hardy, Mark Kendall, Debbie Kitchin, John Reynolds, Warren Cook (ODOE special advisor)

Board members absent: Roger Hamilton, Alan Meyer, Anne Root, Eddie Sherman, John Savage (OPUC *ex officio)*

Staff attending: Margie Harris, Ana Morel, Hannah Hacker, Debbie Menashe, Amber Cole, Steve Lacey, Courtney Wilton, Fred Gordon, John Volkman, Cheryle Easton

Others attending: Kevin Hiebert, *Facilitator*, Ann Kohler (Consultant), Jim Abrahamson (Cascade Natural Gas), Ken Nichols (EQL Energy)

Welcome, day one recap, & board reflections

Kevin welcomed the board to day two of the strategic planning workshop at 9:30 a.m. He gave a brief review of the discussion during the first day, which included a review of the 2015-2019 Strategic Plan, discussion of activities and potential metrics related to the Operations goal in the plan, and beginning an exploration around the approach for the executive director transition.

Kevin asked the board for additional thoughts and comments from yesterday. Many board members appreciated the deep discussions in the early part of the day. The board talked about how to prepare staff for the executive director transition. It was noted a conference call should be scheduled before the next board meeting for the board members not able to attend the workshop.

Kevin asked the board if there were any challenges or apparent contradictions from the discussions yesterday. The board noted that when they go out into the market, there is a consistent and clear expectation on the skillset and energy needed from an executive director. It was noted a variety of stakeholder groups need to be engaged, and they will all bring various perspectives.

Kevin asked whether there are guidelines for the board to consider to make the transition as manageable as possible. The board discussed being selective in where the job description will be posted and the importance of board members talking with their individual networks. It was noted a conversation needs to be had on whether the decision for the new executive director will be based on values or skillset.

Establishing initial strategic issues to provide to the Executive Director Transition Committee

Kevin explained the exercise to help articulate specific, essential questions and issues that would relate to a successful executive director transition. An integral framework chart comprised of four quadrants was displayed:

1. The top left quadrant encompasses questions that relate to individual and internal matters. In other words, “what I experience,” my feelings, beliefs, and assumptions.
2. The top right quadrant encompasses questions that relate to individual and external matters. In other words, “what I do,” my actions.
3. The bottom left quadrant encompasses questions that relate to collective and interior matters. In other words, “what we experience,” cultural beliefs, norms, and collective wisdom.
4. The bottom right quadrant encompasses questions that relate to collective and exterior matters. In other words, “what we do,” infrastructure, politics, processes and systems.

Board members undertook an exercise of writing down open-ended questions they have related to the transition. Kevin encouraged the board to think about questions that relate to how each individual views their perspectives. Related to the integral framework chart, Kevin noted a hiring process often focuses on the top right quadrant. He encouraged the board to explore the other quadrants, too.

Reflections on Executive Director Transition

Guest Speaker *(Ann Kohler)*

Ken introduced Ann Kohler. Her background started in retail, and then she began a long-term working career in nonprofit organizations, starting with the YWCA. She continued management of complex organizations throughout her career. The board is interested in hearing from Ann’s advice to the board, based on her collective background and experience that spans nonprofit, corporate and government entities.

Ann encouraged questions throughout her three-part presentation, which was based on her experience over 35 years: framing of the nonprofit sector, transition planning and elements of that planning, and initial critical questions for the board to answer.

Ken thanked Ann for her presentation. He informed the board that the next Executive Director Transition Committee communications meeting is in a couple of weeks. The committee will work on reviewing this workshop, work with Amber on the communications plan and sharpen the calendar. Debbie K added that we are looking at early next year to release the position description, interviews next summer with a target hire date of October 1, 2016.

Kevin agreed to compile a summary of information derived from strategic planning workshop presentations and discussions of the Executive Director transition. The summary will be provided to the Executive Director Transition Committee for their consideration as they further develop and refine the recruitment and transition process.

The board took a break from 11:30 a.m. to 11:40 a.m.

Refining and categorizing strategic issues to provide to the Executive Director Transition Committee

The board reviewed the questions they wrote earlier, prioritized the three most important, marked the one they would like addressed first and posted them together on an integral theory grid to indicate whether the question is personal, behavior, culture or systems related. The board also reflected on Ann's presentation.

Next steps in transition process

(Ken Canon)
If there are any questions, see Ken. The committee is active, and will present to the full board at every board meeting.

Next steps & closing remarks

Next steps *(John Volkman)*
John reviewed whether there were any areas of strategic plan implementation where staff may be going off track or areas the board indicated it wants more information. John summarized there were not any areas where the board thought staff was going off track with the possible exception of how price forecasts are characterized. Staff will take that and improve how it writes about this topic in the briefing papers.

There are a few areas where staff needs to report back to the board at a future board meeting. The first is the difference between what Energy Trust is seeing in its resource assessment and what the Power Council is showing in its 7th Plan work. Staff already plans to go into this more deeply. Additionally, Tom Eckman is scheduled to present before the board in the fall.

Another area is to work with the Strategic Planning Committee on metrics, especially related to new technology. Staff came up with a 105 aMW estimate and that is something the board wants to hear more about.

For the strategy to broaden participation, staff will work more on that with the committee. The board expressed interest in hearing how other organizations around the country approach this and if there are lessons learned Energy Trust can reference.

There is interest in how staff intends to scope some potential collaborations, specifically how staff will evaluate trade-offs when there are competing considerations.

There is interest in the intersection between Energy Trust's energy programs and programs that are interested in other resources, such as water, transportation or other areas that overlap with Energy Trust.

Related to electric vehicles, there were questions on how Energy Trust thinks or relates to the vehicles as potential resources or as other types of energy considerations. Staff can think about and return to the board on how this topic is being considered.

The board also expressed throughout the workshop wanting to hear more about model codes and ordinances. Peter mentioned how Energy Trust has approached this in the past. The board confirmed they would like to hear more about this topic. The board also noted they would like to hear more about renewable energy technology.

The board agreed with John's summary and next steps.

Closing remarks

(Margie Harris)
Margie thanked the board for its participation and constructive discussion throughout the workshop. She noted the board is deeply committed and brings a lot to the table.

Margie said she did not hear from the board that it thinks staff is going the wrong way in its implementation of the strategic plan, and that is a good affirmation of what we are setting out to do and how we are looking to do it. This includes the diversity initiative.

Related to the transition, Margie highlighted her confidence in the board and its process. The board has the time, the leadership, its own engagement, updated job descriptions for the executive director and Management Team members, updated policies that guide the organization, a draft communications plan and a draft timeline. All the ingredients that go into the process are either in place or underway. Margie added one more, her employment agreement. She noted she serves at the pleasure of the board and a review of the current agreement would be appropriate in anticipation of hiring a new executive director.

Margie said she would be open to Ann's suggestion to retain a coach focused on supporting her role during the transition, if this recommendation is also supported by the board. Margie noted she is trying to be very mindful on when to be engaged and how in this process, and when to be separate. . It would be useful to have a coach to work with and advise her in a neutral environment.

There will be times when Margie is involved in the board's process and times she will not be. Margie is flexible on this, and looks to the board for guidance on when and how she should be engaged.

Margie said the board's judgment is really important, especially with the direction of the organization. It is not in the same place as when she started. There is a known quantity now, and that requires a different skillset from start-up and creating a new organization, someone with an operations skillset and operations management. She encouraged the board to give the new executive director grace and room to grow. She was not perfect and they will not be either.

Related to the strategic plan, the board heard about metrics and they are on their way. This is new and she does not want to create work or measures that are not useful.

Margie noted staff can and will reword the language around price forecasts.

There is a role for board outreach. Margie had previously chatted with Ken about this topic. There are ways that the board can take what is an underutilized resource, make it more present and take advantage of each board member's knowledge and connections in individual communities. Ken noted the discussion was not specific to the transition. It is broader than that.

The two main follow-ups are to brief the four board members who were absent, and to discuss future schedule change options so the workshop does not pose conflicts with board members' outside engagements.

Margie thanked the board for a successful and productive strategic planning workshop.

Adjourn

The workshop adjourned at 12:21 p.m.

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Alan Meyer, Secretary

Amend a Contract with Farmers Irrigation District to Increase Incentive for Plant 2 Hydropower Project

July 29, 2015

Summary

Authorize staff to increase the incentive for the Farmers Irrigation District (FID) Plant 2 hydropower project by $75,000.

Background

- In December 2013, the board approved an $825,000 incentive for the FID Plant 2 hydropower project.
- The project will replace two hydroelectric turbines (1 MW and 2 MW respectively) with a single 3 MW turbine, increasing generation by 12.4% (~2,000 MWh annual increase) and reducing operation and maintenance expenses.
- The new turbine is expected to be installed and ready for operation in September this year.
- The project is important to Energy Trust: It represents a sizeable percentage of our 2015 generation goal in Pacific Power territory. In addition, FID is a model for other irrigation districts; our success with FID is important to our success with other districts.

Discussion

- Before seeking Energy Trust funds for this project, FID asked Pacific Power to identify any changes that might be needed under their Power Purchase agreement and Interconnection agreement. At the time, Pacific indicated that no significant changes would be needed.
- In January 2015, FID gave Pacific Power six months' notice of FID's intent to take the plant offline for construction. In response, Pacific Power staff notified FID that the generator replacement constituted a material change and an interconnection study would be required.
- FID paid $25,000 for a System Impact Study. The study was completed on 4/30/15, and Pacific Power requested equipment upgrades expected to cost $86,000, not including an estimated $39,000 in engineering or additional study costs. These changes would make it impossible to meet FID's September interconnection date.
- To address Energy Trust and FID concerns about cost and schedule, FID and Pacific Power staff worked closely together to find a solution. The solution de-couples the equipment upgrades from the interconnection request, enabling the project to interconnect on time and provide Pacific Power what it needs.
- Although the timing issue has been resolved, the additional cost to the project, expected to be approximately $150,000, is an issue. FID has asked if Energy Trust will consider helping the district defray some of the cost.
- Energy Trust does not typically change participant incentives after they are negotiated. However, this instance is atypical in a number of ways:
    - The expense would have been included in our original review of the project's above-market cost had we known of them; and
    - FID cannot be faulted for their due diligence with interconnection issues.

- Staff proposes to split the increased costs with FID evenly, increasing our incentive by up to $75,000, a total of $900,000. The incentive would still be made in two equal payments, one on resuming commercial operation, and one upon the first anniversary of commercial operation, provided the project meets performance benchmarks.
- The staff proposal would maintain the total percentage of above-market cost paid by Energy Trust originally authorized. Although it would reduce FID's rate of return, the return would still be positive (it would be -2.9% if we do nothing):

	Original incentive	Additional $150,000 cost
Above-market Cost	$1,594,556	$1,731,132
Incentive	$825,000	$900,000
% paid by incentive	52%	52%
Internal rate of return	1.2%	0.7%

Recommendation

Authorize staff to increase the incentive for the Farmers Irrigation District Plant 2 hydropower project by $75,000.

RESOLUTION 749
AUTHORIZING AN INCREASED INCENTIVE FOR THE FARMERS' IRRIGATION DISTRICT PLANT 2 HYDROPOWER PROJECT

WHEREAS:

1. **In December 2013, the board approved an $825,000 incentive for the Farmers Irrigation District (FID) Plant 2 hydropower project;**
2. **Before seeking Energy Trust funds for this project, FID sought to identify any changes that might be needed for interconnection. At the time, FID was told by the utility that no changes would be needed. In January 2015, FID was told instead that the project would be a material change and an interconnection study would be required.**
3. **A study was completed and equipment upgrades were requested to enable the utility to acquire data. Study, equipment and other associated costs amount to an estimated $150,000.**
4. **Energy Trust does not typically change participant incentives once they are agreed upon. However, these expenses would have been included in calculating the project's above-market cost and resulting incentive had they been known; FID cannot be faulted for not knowing of them; the utility has worked closely with FID to find a solution, and supports an incentive increase.**

It is therefore RESOLVED that the executive director is authorized to increase the incentive for the Farmers Irrigation District (FID) Plant 2 hydropower project by $75,000 to offset costs associated with interconnection studies and related equipment upgrades.

Moved by: Seconded by:
Vote: In favor: Abstained:
Opposed:

Tab 2

Authorize a Program Management Contract for the Multifamily Program

July 29, 2015

Summary

Approve basic terms for a contract with Lockheed Martin for program management services for Energy Trust's Multifamily program for an initial term of three years, with the potential for one-year performance-based extensions and a total contract term not to exceed five years.

Background

- In March 2015, Energy Trust staff issued a request for proposals for Program Management Contractors (PMCs) to deliver services for the Multifamily program.
- The RFP produced six responses. Two bidders were eliminated in prescreening. After review and scoring of proposals, two bidders were selected for interviews.
- The following procedure was followed:
    - Staff pre-screened proposals for completeness and adherence to financial, legal and IT requirements, completeness of proposal and adherence to response guidelines.
    - A review team comprised of Energy Trust staff and external reviewers from the Northwest Power and Conservation Council and the Bonneville Power Administration reviewed the proposals and:
        - gave a first scoring of proposals
        - posed questions to finalists selected for interviews
        - interviewed both finalists
        - had follow-up discussions and updated scoring
        - made a recommendation

Discussion

Reviewers identified the following strengths of the Lockheed Martin proposal:

- Experience in delivering the Multifamily program since 2011, with strong growth year-over-year.
- Clear demonstration of understanding of our market and program needs.
- Strong program team and established relationships in the market.
- History of successfully implementing innovations in the program.
- The Lockheed Martin proposal gave the reviewing team confidence that Lockheed would deliver the program design and achieve savings goals, by proposing:
    - Specific innovations to bring new delivery strategies and tools to the market, facilitate customer participation, and leverage data to target new projects;
    - Strategies for expanding participation by hard-to-reach customers, including increased outreach to rural areas through a dedicated representative to central, eastern and southern Oregon, and strategies for each market segment's barriers to participation;
    - To bring aspects of the program in-house to achieve efficiencies while continuing to leverage expertise of sub-contractors, for example:

- Conducting site assessments in-house instead of through Allied Technical Assistance Contractors, continuing to use technical contractors for custom studies where appropriate; and
- Committing to hire a dedicated internal lighting specialist to focus on small- to medium-sized common-area lighting projects, while continuing to contract with an external contractor for larger projects.

o Realistic costs and savings expectations reflecting the firm's demonstrated understanding of the multifamily market, and a 3% reduction in delivery dollars as compared to 2015 budget and a 5% increase in savings and incentives.

Recommendation

Authorize staff to negotiate and sign a new Multifamily Program Management Contract with Lockheed Martin for an initial term of three years, with the potential for one-year performance-based extensions and a total contract term not to exceed five years. If the board agrees, staff will provide notice to the OPUC that we are entering into this agreement.

RESOLUTION 750
AUTHORIZE A PROGRAM MANAGEMENT CONTRACT
FOR THE MULTIFAMILY PROGRAM

WHEREAS:

1. **With assistance from a selection committee including outside parties, staff has conducted a fair and open procurement process to select a program management contractor to manage Multifamily program services for the next 3-5 years;**
2. **Lockheed Martin was selected and contract terms are being negotiated;**
3. **Staff has assumed and estimated a total first-year program management budget for 2016, including first-year incentives, contracted delivery, and possible performance compensation of approximately $9.9 million, which includes approximately $4 million in delivery, $5.8 million in incentives; and**
4. **Actual savings and costs will be reviewed by the Energy Trust board as part of the annual budget and action plan process. Based on current assumptions, staff estimates the following program savings and fully loaded costs in 2016:**

	Electric	Gas
Savings	**25,378,240 kWh**	**316,199 therms**
$/Unit Savings	**$0.34/kWh**	**$3.65/therm**
Levelized Cost	**$0.035/kWh**	**$0.36/therm**

IT IS THEREFORE RESOLVED:

1. **Subject to determination of a final contract amount based on the board-approved 2016 budget, the executive director or her designee is authorized to enter into a contract with Lockheed Martin to manage the Multifamily program for an initial term from January 1, 2016 through December 31, 2018.**
2. **First-year contract costs and savings goals included in the contracts shall be consistent with the board-approved 2016 budget and two-year action plan. Thereafter, the contract(s) may be amended consistent with the board's annual budget and action plan decisions and the executive director or her designee is authorized to sign any such contract amendments.**
3. **The final contract may include a provision allowing staff to offer one-year extensions beyond the initial term if the program management contractor meets certain established performance criteria. In no event would the total term of the contract plus extensions exceed five years.**
4. **Before extending this contract beyond the initial term, staff will report to the board on the program management contractor's progress and staff's recommendation for any additional extension time periods. If the board does not object to extension, contract terms would remain as approved in the most recent action plans, budgets and contract at the time of extension, and the executive director or her designee is authorized to sign any such contract extensions.**

Moved by: Seconded by:
Vote: In favor: Abstained:
Opposed:

Briefing Paper
CLEAResult Existing Homes Contract Extension

July 29, 2015

Summary

Staff proposes to extend the Existing Homes program management contract with CLEAResult Consulting, Inc. for one year, through December 31, 2016. This would be the second one-year extension out of a possible three. The executive director may extend the contract for one year if extension criteria are met and the board does not object.

Background

- The Existing Homes program provides technical assistance and financial incentives for single-family and manufactured homes.
- In August 2012, the board authorized a program management and delivery services contract beginning January 1, 2013 with a first-year budget of $7.2 million for Oregon and $250,000 for Washington services. The contract was amended in 2014 to add budget and savings goals consistent with the board-approved 2014/2015 budget and action plan. The 2015 budget is $6.6 million for Oregon and $267,000 for Washington services.
- The August 2012 board resolution also directed staff to report to the board on CLEAResult's progress toward meeting contract extension criteria prior to recommending whether to extend the contract. The contract extension criteria are:
    1. Cross-program referrals
    2. Project pipeline
    3. Innovation
    4. Teamwork
    5. Satisfactory execution of statement of work deliverables

Discussion

Energy Trust staff evaluated CLEAResult's performance in light of the contract extension criteria:

1. **Cross-program referrals:** CLEAResult has done a good job coordinating with the existing multifamily, new homes, residential products, and Energy Trust solar programs—sorting customer participation through marketing collateral, customer triage and call center efforts. Staff recognized CLEAResult's collaboration in mitigating market confusion between existing single family homes and small multifamily dwellings in support of a positive customer experience, as well as plans to support homeowner education/outreach to support Commercial Program SEM offerings.
2. **Project pipeline:** In 2014, CLEAResult was successful in accelerating savings achievement earlier in the year and maintained accurate forecasting for the remainder of the year, which achieved nearly 98% of gas savings and more than 100% of electric savings goals. CLEAResult has successfully developed and implemented targeted marketing campaigns to fill project pipelines in alignment with portfolio savings objectives. The 2015 mid-year

savings forecast is strong and staff maintain high confidence in CLEAResult's ability to achieve end-of-year savings goals.

3. **Innovation:** CLEAResult has implemented program delivery enhancements which reduce program touch points and increase cost-effectiveness of program delivery. Building upon electronic enhancements, including an incentive application webform and a Trade Ally Portal, CLEAResult introduced "Instant Incentives," which allow a customer to access incentives at the time of purchase through trade allies. This improvement streamlines the administrative process by reducing the number of payments and making it easier for customers to purchase energy efficiency upgrades. In addition, CLEAResult has helped Energy Trust develop and adjust cost-effective measures, and demonstrates a strong competency in measure screening, pilot development, and implementation.
4. **Teamwork:** CLEAResult understands Energy Trust's priorities and cooperates well, supporting new initiatives, incorporating planning and evaluation results into program design, submitting invoices in a timely manner and complying with financial audit principles and monthly reporting requirements. CLEAResult has done a good job working with us to address cost-effectiveness challenges involved in the 2015 OPUC docket, and specifically those involving gas portfolio measures. CLEAResult's teamwork in working with significant reductions in the 2015 program delivery budget is another example.
5. **Deliverables:** CLEAResult maintains a strong focus on achieving and documenting its contract deliverables. They uphold Energy Trust customer experience priorities and comply with established service level agreements and systems use requirements. Importantly, as of the end of June, CLEAResult had achieved 113% to 156% of the anticipated savings levels that were expected by this point in the year, providing confidence about achievement of 2015 savings goals for the Existing Homes program.

Next Steps

If the board does not object, the executive director or her designee will extend the contract with CLEAResult Consulting, Inc. for delivery of the Existing Homes program to December 31, 2016, subject to the 2016 board-approved budget and action plan.

Briefing Paper

Extending a Program Management Contract for the Existing Buildings Program in Oregon and Washington

July 29, 2015

Summary

Staff proposes to extend the program management contract with ICF Resources, LLC (ICF) for Energy Trust's Existing Buildings program in Oregon and Washington for one year, through December 31, 2016. This would be the second one-year extension out of a possible three. The executive director may extend the contract for one year if extension criteria are met and the board does not object.

Background

- The Existing Buildings program provides technical assistance and financial incentives for existing commercial businesses in all market sectors throughout Energy Trust territory.
- In August 2012, the board authorized a program management contract with ICF for 2013 and 2014. In July 2014, the contract was extended through 2015. The 2015 budget is $9.2 million in Oregon and $187,000 in Washington.
- The board authorized staff to extend the contract term in one-year increments, absent board objection, for a total term of up to five years. Extensions were to be assessed by certain criteria:
    1. Cross-program referrals
    2. Project pipeline
    3. Innovation
    4. Teamwork
    5. Satisfactory execution of statement of work deliverables

Discussion

Staff's assessment of ICF's performance:

- **Cross-program referrals:** ICF has coordinated program efforts and referred project leads on a regular basis with Energy Trust New Buildings, Strategic Energy Management, Production Efficiency, Existing Multifamily and Solar Programs, as well as with the Oregon Department of Energy and Clark Public Utility District.
- **Project Pipeline:** ICF is working hard to develop a project pipeline in all service territories. Savings achieved mid-year were impressive but not as high as staff had hoped to see in some utility territories. The pipeline is promising in PAC and CNG territories, with savings projected to come in at 126% and 120% of their energy savings goals, respectively. ICF still needs to add to the pipeline to achieve gas goals in PGE, Northwest Natural (NWN) and NWN/Washington territories, where energy savings are projected at 92%, 80% and 61% of goal, respectively. ICF is working with us to implement improvements in order to achieve 2015 energy savings goals.
- **Innovation:** ICF has dedicated staff to coordinate with Energy Trust to introduce new technologies and strategies to achieve savings. Examples include:
    - Introduced a small/medium business approach and direct install initiative to better reach underserved urban and rural ratepayers.

  - Launched distributor-level lighting buy-down initiatives for small commercial customers and Oregon state agencies.
  - Successfully promoted the “Bring Us In” marketing campaign and supported Energy Trust’s “My Business Campaign.”
  - Enhanced effort to engage trade allies to promote non-lighting strategies.
  - Collaborated with Oregon Department of Energy on an innovative approach to serve small rural school districts.

- **Teamwork:** ICF has been responsive in meeting Energy Trust’s priorities to provide new initiatives and bonuses, meeting with internal and external stakeholders on a regular basis, representing the program to regional and national organizations, and incorporating planning and evaluation results into program design when they become available. Staff is working with ICF to adapt the program to achieve 2015 energy savings goals and is optimistic about ICF’s ability to get there.
- **Deliverables:**
  - **Meeting deadlines:** ICF has consistently met deadlines for deliverables in their contract, provided monthly reports and improved accuracy of forecasting, managed limited delivery and management budgets, received near perfect scores on all compliance audits and has been responsive to information or data requests on an as needed basis.
  - **Achieving savings goals:** In 2013, ICF achieved 90% of their Oregon electric goal, 90% of their gas goal and 104% of the Washington gas goal. In 2014, ICF achieved 97% of their Oregon electric goal, 83% of their gas goal and 102% of their Washington gas goal. In 2015, ICF is working to close in on their electric and gas utility goals. In early 2015, ICF conducted a comprehensive review of the Existing Buildings program efficacy and identified ways to improve program efficiency, streamline customer participation and expand the program offerings to achieve aggressive savings targets in a mature market. Energy Trust staff is working with ICF on this.

Next Steps

If the board does not object, the executive director or her designee will extend the contract with ICF to deliver the Existing Buildings program in Oregon and Washington through December 31, 2016, subject to the 2016 board-approved budget and action plan.

Briefing Paper
Program Management and Program Delivery Contract Terms

July 29, 2015

Summary

At this meeting, staff will recommend two program management contract extensions and approval of a new program management contract for the Existing Multifamily program. To provide context for these extension and contract approval recommendations, staff has prepared a summary of Energy Trust's Program Management Contracts and Program Delivery Contracts, their possible durations, remaining extension term potential, and timing information about upcoming competitive RFP and/or RFQ processes. Staff will be available at the meeting to answer questions.

PMC	Program	End Date of Initial Term	Current Expiration Date	Possible Extensions to Initial Term	Extension Years Approved (Board Briefing Date(s))	Next Anticipated Extension Presentation	File #
CLEAResult Consulting, Inc.	Existing Homes	12/31/14	12/31/15	3 years	1/3 (7/30/14 for 1yr)	July 2015	1806
ICF Resources, LLC	Existing Buildings	12/31/14	12/31/15	3 years	1/3 (7/30/14 for 1 yr)	July 2015	1778
CLEAResult Consulting, Inc.	New Buildings	12/31/15	12/31/17	3 years	2/3 (5/20/15 for 2 yrs)	2017	1962
Lockheed Martin, Inc.	Existing Buildings - Multifamily	Through 12/31/12	12/31/15	3 years	3/3 (5/23/12 for 1 yr) (5/22/13 for 2 yrs)	Not Applicable	1325
Ecova, Inc.	Products	12/31/16	12/31/16	3 years	0/3	2016	2181
CLEAResult Consulting, Inc.	New Homes	12/31/16	12/31/16	3 years	0/3	2016	2182

PDC	Program	End Date of Initial Term	Current Expiration Date	Possible Extensions to Initial Term	Extension Years Approved (Board Briefing Date(s) if applicable)	Next Anticipated Extension Presentation	File #
Energy 350, Inc.	Production Efficiency	12/31/16	12/31/16	2 years	0/2	2016	1960
RHT Energy, Inc.	Production Efficiency	12/31/16	12/31/16	2 years	0/2		1957
Portland General Electric Company (PGE- CTS)	Production Efficiency	12/31/16	12/31/16	2 years	0/2		1959
Nexant, Inc.	Production Efficiency	12/31/16	12/31/16	2 years	0/2		1958
Evergreen Consulting, LLC	Production Efficiency)	12/31/14	12/31/16	2 years	2/2 (5/14/14 for 1 yr) (5/20/15 for 1 yr)	Not Applicable	1576
Cascade Energy, Inc.	Production Efficiency	12/31/14	12/31/16	2 years	2/2 (5/14/14 for 1 yr) (5/20/15 for 1 yr)		1575
CLEAResult Consulting, Inc.	Existing Buildings	12/31/16	12/31/16	3 years	0/3	2016	2195
HSTV, LLC dba Strategic Energy Management Group (SEG)	Existing Buildings	12/31/16	12/31/16	3 years	0/3	2016	2214

PMC			
PMC	Program	Final End Date[1]	Anticipated RFP (if contract extended for all possible extensions)
CLEAResult Consulting, Inc.	Existing Homes	12/31/17	Spring 2017
ICF Resources, LLC	Existing Buildings	12/31/17	Spring 2017
CLEAResult Consulting, Inc.	New Buildings	12/31/18	Spring 2018
Lockheed Martin, Inc.	Existing Buildings – Multifamily	12/31/15	Spring 2015 (completed)
Ecova, Inc.	Products	12/31/19	Spring 2019
CLEAResult Consulting, Inc.	New Homes	12/31/19	Spring 2019

PDC			
PDC	Program	Final End Date[2]	Anticipated RFP/Q (if contract extended for all possible extensions)
Energy 350, Inc.	Production Efficiency – Custom Track	12/31/18	Spring 2018
RHT Energy, Inc.	Production Efficiency – Custom Track	12/31/18	Spring 2018
PGE-CTS	Production Efficiency – Custom Track	12/31/18	Spring 2018
Nexant, Inc.	Production Efficiency – Custom Track	12/31/18	Spring 2018
Evergreen Consulting, LLC	Production Efficiency – Streamlined Track	12/31/16	Spring 2016
Cascade Energy, Inc.	Production Efficiency – Streamlined Track	12/31/16	Spring 2016
CLEAResult Consulting, Inc.	Existing Buildings – Strategic Energy Management	12/31/19	Spring 2019
SEG	Existing Buildings – Strategic Energy Management	12/31/19	

[1] Assumes each of the possible extension years are offered and accepted by the PMC
[2] Assumes each of the possible extension years are offered and accepted by the PDC

History of Granting Extensions

The PMC and PDC agreements that expired before our current program management contractor (PMC) and program delivery contractor (PDC) agreements were structured to have an initial 3-year term with the possibility of 2-year extensions. To date, Energy Trust has not terminated a PMC or PDC contract before the end of its initial term or approved extension period.[3] In at least one instance, staff has delayed making a decision to recommend exercising an extension until later in the year in order to collect additional performance data to inform its decision.

Beginning with the current Existing Homes and Existing Buildings PMC agreements, program staff has built in additional contract management flexibility by allowing for 3-year by year extensions following an initial 2 year term. Current PDC agreements are structured similarly, however the initial PDC term is 3 years with 2-year by year possible extensions. Staff has also proposed a return to the 3 year initial term with the potential for 2-year by year possible extensions with the Multifamily PMC agreement resolution included in the July 2015 board packet. In general, program managers like the contract management flexibility and leverage that extension periods provide. Among the currently active contracts, only one, Lockheed Martin's Multifamily PMC agreement, has been extended for a two year increment. However, in May of 2015, staff recommended a two year extension for the New Buildings PMC agreement and the board did not object. The executive director or her designee now has authority to sign a contract amendment reflecting that time period. Since the onset of negotiation and use of contracts structured with this flexibility, staff has considered factors such as contractor performance and program designs where investments may be occurring in year one that wouldn't realize results until year two, when considering whether a two year extension seems appropriate. One year extensions are perceived to provide motivation to the PMC and PDC providers.

[3] Nor has Energy Trust recommended not to extend a PMC or PDC agreement in accordance with possible extension periods. Looking ahead, however, staff may determine it appropriate not to recommend extension on occasion. For example, staggering the end dates of the Existing Homes and Existing Buildings PMC agreements by recommending extension of only one and not the other would permit staff to run only one PMC competitive bid process at a time.

Tab 3

Notes on April 2015 Financial Statements

May 19, 2015

Revenue

April revenue was very close to budgeted amounts (within $40,000). Year-to-Date revenue remains slightly below budgeted amounts. As planned, revenues are signficantly lower than last year. We are currently $11 million below last year's revenue of $68 million.

Apr-15	YTD Actual	YTD Budget	YTD Var	YTD %	PY
PGE	28,750,230	29,605,007	(854,777)	-3%	33,302,899
PAC	17,688,342	17,085,747	602,595	4%	20,402,707
NWN	9,440,373	9,954,404	(514,031)	-5%	12,472,986
CNG	732,139	1,033,403	(301,264)	-29%	1,853,822
Investment Income	255,836	96,000	159,836	166%	49,351
Total	56,866,920	57,774,562	(907,642)	-2%	68,081,764

Reserves

Program reserves have decreased as planned, 9% lower than one year ago. Since the beginning of the year, program reserves have increased by 22% due to seasonality of spending.

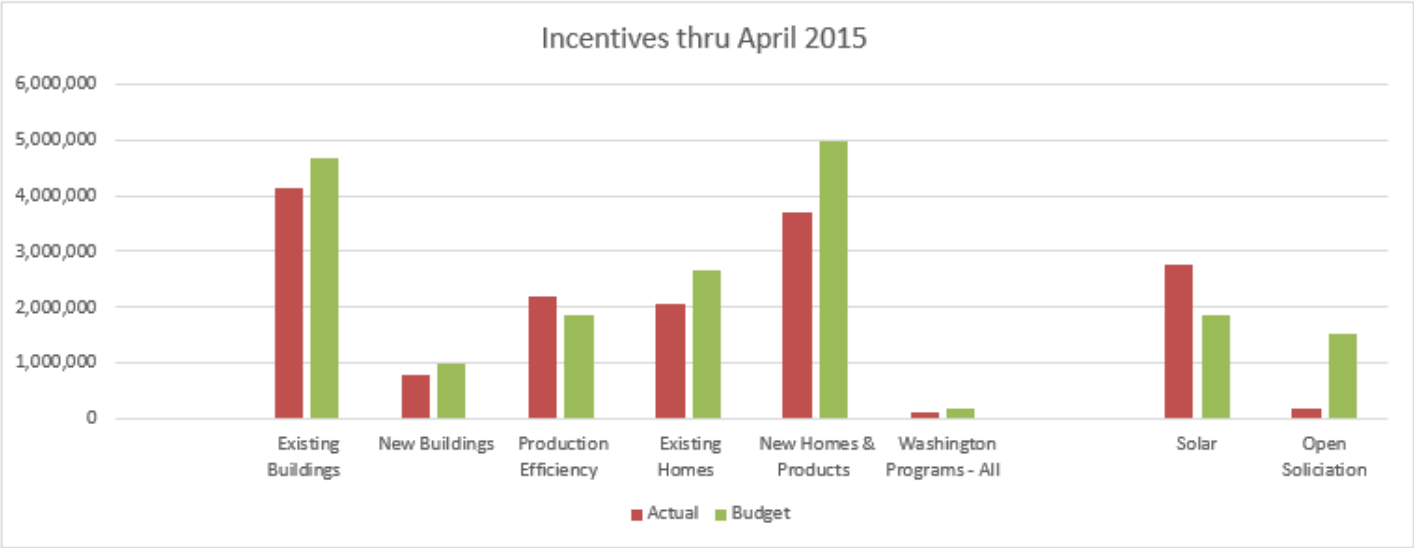
Reserves

	Actual 04/30/15 Amount	Actual 12/31/14 Amount	YTD % Change	Actual 04/30/14 Amount	12 month % Change
PGE	36,158,277	27,816,061	30%	38,782,384	-7%
PacifiCorp	18,293,556	15,090,308	21%	20,996,210	-13%
NW Natural	12,910,631	9,503,289	36%	15,002,179	-14%
Cascade	1,417,073	1,156,900	22%	2,080,544	-32%
NWN Industrial	1,206,722	580,920	108%	1,018,566	18%
NWN Washington	558,247	217,848	156%	714,025	-22%
PGE Renewables	14,090,511	13,736,997	3%	13,786,279	2%
PAC Renewables	11,743,428	10,937,994	7%	13,386,304	-12%
Program Reserves	96,378,445	79,040,317	22%	105,766,490	-9%
Contingency Reserve	5,000,000	5,000,000	0%	5,000,000	0%
Contingency Available	3,442,640	3,186,804	8%	3,055,561	13%
Total	104,821,085	87,227,121	20%	113,822,051	-8%

Incentive Expenses

Total expenses for the month of April were nearly on track with the budget. We ended up only $42,000 below budget - about 1/3 of 1%.

Incentives for the month came in 11% **over** the budget ($667K). Total incentives for the year are now only $2.7 million below budget, and we are now $4. 9million ahead of last year's spending. Existing Buildings had a strong April, coming in $866K over budget. Solar incentives for the Commercial sector continue to run hot this year. Open Solicitation had expected to pay $1 million to Clean Water Services – Durham in January. That project is now projected to complete in Q2 or possibly Q3.



Total Incentives
Year-to-Date 2015

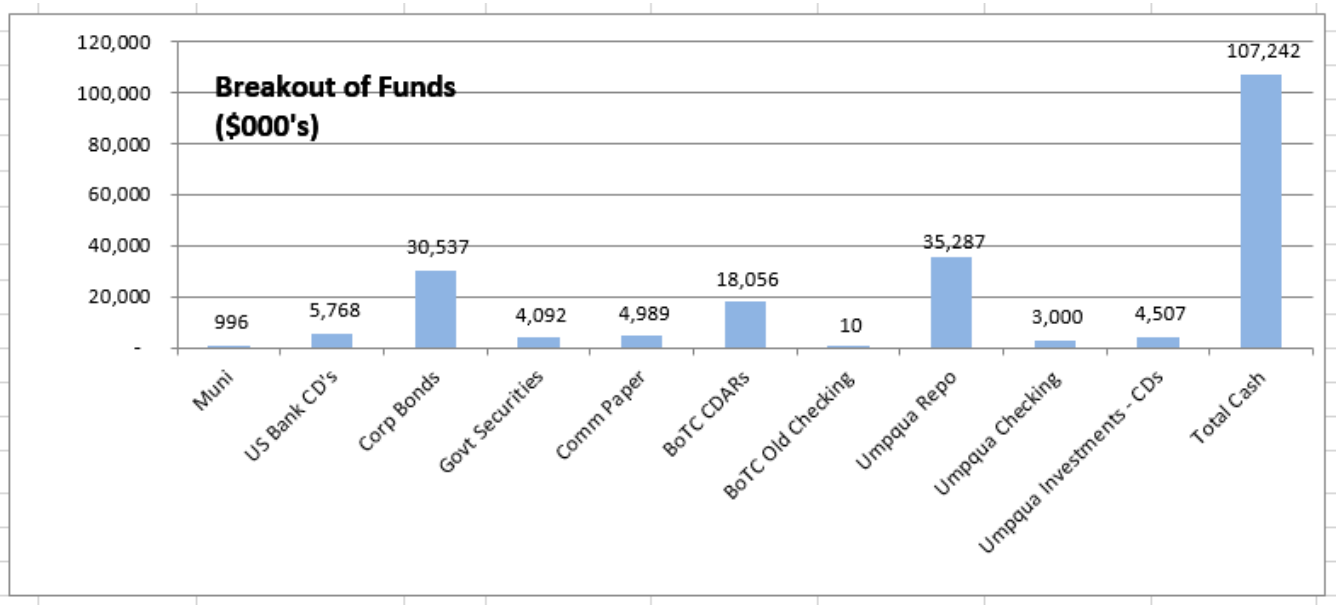
Incentives thru April 2015	Actual	Budget	Variance	Var %
Existing Buildings	4,139,936	4,675,876	535,940	11%
New Buildings	802,596	979,636	177,040	18%
Production Efficiency	2,201,913	1,877,215	(324,698)	-17%
Existing Homes	2,075,373	2,680,668	605,295	23%
New Homes & Products	3,716,265	4,974,212	1,257,947	25%
Washington Programs - All	118,730	178,484	59,754	33%
Solar	2,769,930	1,873,533	(896,397)	-48%
Open Soliciation	201,356	1,515,876	1,314,520	87%
Total Incentives	16,026,099	18,755,500	2,729,401	15%
Energy Efficiency Only	**13,054,813**	**15,366,091**	**2,311,278**	**15%**

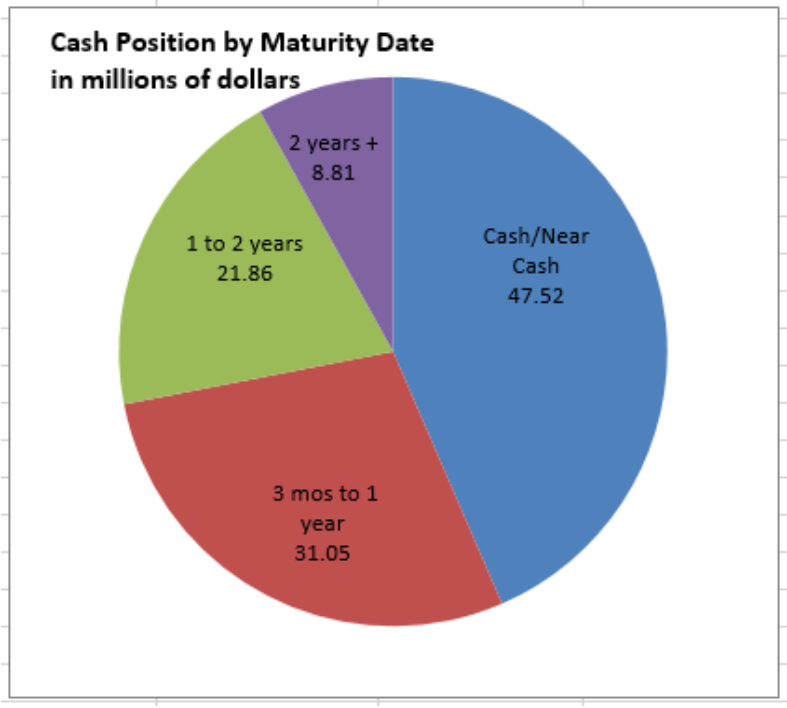
Total Incentives
Year-to-Year Comparison

April 2015 vs. April 2014	Current Year	Prior Year	Variance	Var %
Existing Buildings	4,139,936	1,974,943	(2,164,993)	-110%
New Buildings	802,596	822,471	19,875	2%
Production Efficiency	2,201,913	2,087,746	(114,167)	-5%
Existing Homes	2,075,373	2,122,256	46,883	2%
New Homes & Products	3,716,265	2,665,165	(1,051,100)	-39%
Washington Programs - All	118,730	96,150	(22,580)	-23%
Solar	2,769,930	1,347,937	(1,421,993)	-105%
Open Solicitation	201,356	35,733	(165,623)	-463%
Total Incentives	16,026,099	11,152,402	(4,873,701)	-44%
Energy Efficiency Only	**13,054,813**	**9,768,731**	**(3,286,082)**	-34%

Investment Status

In 2014 we began to purchase a variety of secure assets with our reserves. We are continuing this policy in 2015. The graphs below show the type of investments we hold and the locations where our funds are held at the end of April (including cash). The second graph shows our overall liquidity. The average liquidity for all assets held at 5/1/15 was 243 days.





Energy Trust of Oregon
BALANCE SHEET
April 30, 2015
(Unaudited)

	Apr 2015	Mar 2015	Dec 2014	Apr 2014	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	39,580,364	35,631,058	51,411,367	76,404,658	3,949,306	(11,831,003)	(36,824,295)
Restricted Investments (Escrow Funds)				4,637			(4,637)
Investments	70,779,115	73,614,652	64,490,244	42,069,768	(2,835,537)	6,288,871	28,709,347
Receivables	293,088	293,856	323,531	142,516	(768)	(30,443)	150,572
Prepaid Expenses	528,292	597,022	405,430	522,433	(68,730)	122,862	5,858
Advances to Vendors	1,421,882	1,650,799	1,482,149	1,941,778	(228,917)	(60,267)	(519,895)
Total Current Assets	**112,602,740**	**111,787,386**	**118,112,720**	**121,085,790**	**815,354**	**(5,509,980)**	**(8,483,050)**
Fixed Assets							
Computer Hardware and Software	3,018,340	2,770,146	1,653,762	1,448,587	248,194	1,364,578	1,569,753
Software Development in Progress	231,088	327,381	1025908.62		(96,293)	(794,821)	231,088
Leasehold Improvements	318,964	318,964	318,964	313,333	-	-	5,631
Office Equipment and Furniture	679,343	679,343	679,343	600,662	-	-	78,681
Total Fixed Assets	**4,247,735**	**4,095,834**	**3,677,978**	**2,362,582**	**151,901**	**569,757**	**1,885,153**
Less Depreciation	(2,049,103)	(1,977,643)	(1,831,551)	(1,611,871)	(71,460)	(217,553)	(437,233)
Net Fixed Assets	**2,198,632**	**2,118,192**	**1,846,428**	**750,712**	**80,441**	**352,204**	**1,447,920**
Other Assets							
Rental Deposit	132,340	135,340	135,340	64,461	(3,000)	(3,000)	67,879
Deferred Compensation Asset	663,661	655,411	630,176	509,389	8,250	33,485	154,271
Long Term Portion Note Receivable	100,000	100,000	100,000		-	-	100,000
Total Other Assets	**896,001**	**890,751**	**865,516**	**573,851**	**5,250**	**30,485**	**322,150**
Total Assets	**115,697,373**	**114,796,329**	**120,824,664**	**122,410,353**	**901,045**	**(5,127,291)**	**(6,712,980)**
Current Liabilities							
Accounts Payable and Accruals	9,071,354	8,858,679	31,924,631	6,992,942	212,675	(22,853,277)	2,078,412
Salaries, Taxes, & Benefits Payable	781,142	813,562	671,849	718,945	(32,420)	109,293	62,197
Total Current Liabilities	**9,852,496**	**9,672,241**	**32,596,480**	**7,711,886**	**180,255**	**(22,743,984)**	**2,140,609**
Long Term Liabilities							
Deferred Rent	338,578	341,357	349,692	359,962	(2,778)	(11,114)	(21,384)
Deferred Compensation Payable	666,461	658,211	632,976	509,389	8,250	33,485	157,071
Other Long-Term Liabilities	18,750	18,750	18,395	7,065	-	355	11,686
Total Long-Term Liabilities	**1,023,789**	**1,018,318**	**1,001,063**	**876,416**	**5,472**	**22,726**	**147,373**
Total Liabilities	**10,876,285**	**10,690,559**	**33,597,543**	**8,588,303**	**185,727**	**(22,721,258)**	**2,287,982**
Net Assets							
Temporarily Restricted Net Assets	-	-	-	4,637	-	-	(4,637)
Unrestricted Net Assets	104,821,088	104,105,770	87,227,121	113,817,413	715,318	17,593,967	(8,996,325)
Total Net Assets	**104,821,088**	**104,105,770**	**87,227,121**	**113,822,050**	**715,318**	**17,593,967**	**(9,000,962)**
Total Liabilities and Net Assets	**115,697,373**	**114,796,329**	**120,824,664**	**122,410,353**	**901,045**	**(5,127,291)**	**(6,712,980)**

Energy Trust of Oregon
Cash Flow Statement-Indirect Method
Monthly 2015

	January	February	March	April	Year to Date
Operating Activities:					
Revenue less Expenses	8,620,993	6,726,499	1,531,158	715,318	$ 17,593,967
Non-cash items:					
Depreciation	40,242	41,284	64,566	71,460	217,552
Change in Reserve on Long Term Note	-	-	-		-
Loss on disposal of assets					
Receivables	5,800	11,583	-	(7,684)	9,699
Interest Receivable	4,268	(50,180)	58,204	8,452	20,744
Advances to Vendors	543,337	465,160	(1,177,147)	228,917	60,267
Prepaid expenses and other costs	14,982	47,842	(254,416)	68,730	(122,862)
Accounts payable	(20,265,729)	(2,448,214)	(352,009)	212,675	(22,853,277)
Payroll and related accruals	17,794	52,944	96,210	(24,170)	142,778
Deferred rent and other	(11,515)	(11,028)	(10,673)	(8,029)	(41,245)
Cash rec'd from / (used in) Operating Activities	(11,029,828)	4,835,890	(44,107)	1,265,669	$ (4,972,376)
Investing Activities:					
Investment Activity (1)	(2,475,092)	(5,431,428)	(1,217,888)	2,835,537	(6,288,871)
(Acquisition)/Disposal of Capital Assets	(132,268)	(142,396)	(143,192)	(151,901)	(569,757)
Cash rec'd from / (used in) Investing Activities	(2,607,360)	(5,573,824)	(1,361,080)	2,683,636	$ (6,858,628)
Cash at beginning of Period	51,411,367	37,774,180	37,036,243	35,631,058	51,411,367
Increase/(Decrease) in Cash	(13,637,187)	(737,934)	(1,405,187)	3,949,305	(11,831,004)
Cash at end of period	$ 37,774,180	$ 37,036,243	$ 35,631,058	$ 39,580,364	$ 39,580,364

(1) As investments mature, they are rolled into the Repo account.
Investments that are made during the month reduce available cash.

Energy Trust of Oregon
Cash Flow Projection
January 2015 - December 2016

	Actual				2015 Budget							
	January	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Cash In:												
Public purpose and Incr funding	15,740,912	15,125,779	12,539,730	13,204,663	11,251,665	10,436,431	11,263,120	10,672,404	11,321,450	11,552,226	11,205,912	13,608,340
From other sources	5,800	11,583	-	(7,684)	-	-	-	-	-	-	-	-
Investment Income	110,630	(27,478)	123,371	70,057	-	-	-	-	-	-	-	-
Total cash in	15,857,342	15,109,884	12,663,101	13,267,036	11,251,665	10,436,431	11,263,120	10,672,404	11,321,450	11,552,226	11,205,912	13,608,340
Cash Out:	29,494,530	15,847,819	14,068,288	9,317,730	11,513,125	14,133,325	12,031,876	11,876,471	14,084,416	14,864,963	11,209,551	19,893,500
Net cash flow for the month	(13,637,188)	(737,935)	(1,405,187)	3,949,306	(261,460)	(3,696,894)	(768,756)	(1,204,067)	(2,762,966)	(3,312,737)	(3,639)	(6,285,160)
Beginning Balance: Cash & MM	51,411,367	37,774,180	37,036,248	35,631,058	39,580,364	39,318,897	35,622,003	34,853,247	33,649,179	30,886,214	27,573,476	27,569,837
Ending cash & MM	**37,774,180**	**37,036,243**	**35,631,058**	**39,580,364**	**39,318,897**	**35,622,003**	**34,853,247**	**33,649,179**	**30,886,214**	**27,573,476**	**27,569,837**	**21,284,677**
Future Commitments												
Renewable Incentives	17,600,000	17,500,000	17,000,000	16,900,000	16,600,000	19,300,000	19,600,000	19,800,000	17,500,000	16,700,000	17,100,000	17,500,000
Efficiency Incentives	48,400,000	47,100,000	63,000,000	60,400,000	58,500,000	56,800,000	56,900,000	56,100,000	56,300,000	68,500,000	74,200,000	67,400,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	71,000,000	69,600,000	85,000,000	82,300,000	80,100,000	81,100,000	81,500,000	80,900,000	78,800,000	90,200,000	96,300,000	89,900,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Cash Flow Projection
January 2015 - December 2016

	2016 Budgeted Amounts											
	January	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Cash In:												
Public purpose and Incr funding	14,500,000	14,800,000	14,500,000	13,500,000	11,100,000	10,400,000	11,700,000	10,700,000	10,300,000	12,600,000	11,300,000	13,600,000
From other sources												
Investment Income	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000
Total cash in	14,524,000	14,824,000	14,524,000	13,524,000	11,124,000	10,424,000	11,724,000	10,724,000	10,324,000	12,624,000	11,324,000	13,624,000
Cash Out:	35,000,000	10,600,000	12,000,000	12,700,000	11,900,000	13,900,000	14,800,000	12,600,000	14,700,000	13,700,000	14,600,000	30,700,000
Net cash flow for the month	(20,476,000)	4,224,000	2,524,000	824,000	(776,000)	(3,476,000)	(3,076,000)	(1,876,000)	(4,376,000)	(1,076,000)	(3,276,000)	(17,076,000)
Beginning Balance: Cash & MM	21,284,677	808,677	5,032,677	7,556,677	8,380,677	7,604,677	4,128,677	1,052,677	(823,323)	(5,199,323)	(6,275,323)	(9,551,323)
Ending cash & MM	**808,677**	**5,032,677**	**7,556,677**	**8,380,677**	**7,604,677**	**4,128,677**	**1,052,677**	**(823,323)**	**(5,199,323)**	**(6,275,323)**	**(9,551,323)**	**(26,627,323)**
Future Commitments												
Renewable Incentives	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000
Efficiency Incentives	67,100,000	67,100,000	66,700,000	66,200,000	66,100,000	64,900,000	64,000,000	64,000,000	62,800,000	62,800,000	62,800,000	62,800,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	89,500,000	89,500,000	89,100,000	88,600,000	88,500,000	87,300,000	86,400,000	86,400,000	85,200,000	85,200,000	85,200,000	85,200,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Income Statement - Actual and Prior Yr Comparison
For the Month Ending April 30, 2015
(Unaudited)

	April				YTD			
	Actual	Actual Prior Year	Prior Year Variance	Variance %	Actual	Actual Prior Year	Prior Year Variance	Variance %
REVENUES								
Public Purpose Funds-PGE	2,946,152	3,160,135	(213,983)	-7%	13,169,123	13,862,372	(693,248)	-5%
Public Purpose Funds-PacifiCorp	2,154,831	2,233,010	(78,179)	-4%	9,679,301	10,245,848	(566,547)	-6%
Public Purpose Funds-NW Natural	1,358,438	2,151,780	(793,342)	-37%	7,735,837	10,921,457	(3,185,620)	-29%
Public Purpose Funds-Cascade	123,578	301,943	(178,365)	-59%	732,139	1,853,822	(1,121,683)	-61%
Total Public Purpose Funds	**6,583,000**	**7,846,868**	**(1,263,869)**	**-16%**	**31,316,400**	**36,883,498**	**(5,567,098)**	**-15%**
Incremental Funds - PGE	3,293,399	4,285,670	(992,271)	-23%	15,581,107	19,440,528	(3,859,420)	-20%
Incremental Funds - PacifiCorp	1,623,728	2,121,981	(498,252)	-23%	8,009,041	10,156,859	(2,147,817)	-21%
NW Natural - Industrial DSM	1,026,144	1,024,352	1,792	0%	1,026,144	1,024,352	1,792	0%
NW Natural - Washington	678,392		678,392		678,392	527,177	151,215	
Contributions						12,500	(12,500)	
Revenue from Investments	61,605	17,528	44,076	251%	255,836	49,351	206,485	418%
TOTAL REVENUE	**13,266,267**	**15,296,399**	**(2,030,132)**	**-13%**	**56,866,920**	**68,094,264**	**(11,227,344)**	**-16%**
EXPENSES								
Program Subcontracts	3,808,641	3,471,690	(336,951)	-10%	16,604,157	14,784,071	(1,820,087)	-12%
Incentives	6,940,295	3,916,356	(3,023,939)	-77%	16,026,099	11,152,402	(4,873,697)	-44%
Salaries and Related Expenses	865,334	894,126	28,792	3%	3,555,942	3,568,175	12,232	0%
Professional Services	723,832	536,528	(187,304)	-35%	2,247,111	1,908,624	(338,487)	-18%
Supplies	4,677	1,848	(2,829)	-153%	14,382	13,692	(690)	-5%
Telephone	4,889	4,255	(635)	-15%	18,345	17,059	(1,286)	-8%
Postage and Shipping Expenses	827	1,291	465	36%	6,677	3,911	(2,767)	-71%
Occupancy Expenses	54,065	54,509	444	1%	215,058	220,569	5,511	2%
Noncapitalized Equip. & Depr.	99,967	48,303	(51,664)	-107%	343,618	231,527	(112,091)	-48%
Call Center	13,932	12,936	(997)	-8%	53,984	50,456	(3,528)	-7%
Printing and Publications	6,945	8,197	1,252	15%	37,504	60,086	22,583	38%
Travel	7,575	17,197	9,622	56%	32,021	34,631	2,610	8%
Conference, Training & Mtng Exp	13,337	26,023	12,686	49%	52,904	63,626	10,722	17%
Interest Expense and Bank Fees	17		(17)		1,774	2,000	226	
Insurance	8,630	8,622	(8)	0%	34,519	34,488	(31)	0%
Miscellaneous Expenses	12	599	587	98%	12	639	627	98%
Dues, Licenses and Fees	(2,026)	6,091	8,116	133%	28,846	56,831	27,985	49%
TOTAL EXPENSES	**12,550,949**	**9,008,570**	**(3,542,380)**	**-39%**	**39,272,953**	**32,202,786**	**(7,070,167)**	**-22%**
TOTAL REVENUE LESS EXPENSES	**715,318**	**6,287,830**	**(5,572,512)**	**-89%**	**17,593,967**	**35,891,478**	**(18,297,512)**	**-51%**

Energy Trust of Oregon
Income Statement - Actual and YTD Budget Comparison
For the Month Ending April 30, 2015
(Unaudited)

	April				YTD			
	Actual	**Budget**	**Budget Variance**	**Variance %**	**Actual**	**Budget**	**Budget Variance**	**Variance %**
REVENUES								
Public Purpose Funds-PGE	2,946,152	3,145,000	(198,848)	-6%	13,169,123	13,795,889	(626,766)	-5%
Public Purpose Funds-PacifiCorp	2,154,831	2,244,262	(89,431)	-4%	9,679,301	9,782,756	(103,455)	-1%
Public Purpose Funds-NW Natural	1,358,438	1,625,360	(266,922)	-16%	7,735,837	8,249,588	(513,751)	-6%
Public Purpose Funds-Cascade	123,578	153,097	(29,519)	-19%	732,139	1,033,403	(301,264)	-29%
Total Public Purpose Funds	**6,583,000**	**7,167,719**	**(584,719)**	**-8%**	**31,316,400**	**32,861,636**	**(1,545,237)**	**-5%**
Incremental Funds - PGE	3,293,399	3,485,125	(191,726)	-6%	15,581,107	15,809,118	(228,011)	-1%
Incremental Funds - PacifiCorp	1,623,728	1,628,832	(5,104)	0%	8,009,041	7,302,991	706,050	10%
NW Natural - Industrial DSM	1,026,144	999,140	27,004	3%	1,026,144	999,140	27,004	3%
NW Natural - Washington	678,392		678,392		678392	705,676	(27,284)	-4%
Revenue from Investments	61,605	24,000	37,605	157%	255,836	96,000	159,836	166%
TOTAL REVENUE	**13,266,267**	**13,304,817**	**(38,549)**	**0%**	**56,866,920**	**57,774,562**	**(907,642)**	**-2%**
EXPENSES								
Program Subcontracts	3,808,641	4,469,113	660,472	15%	16,604,157	16,821,077	216,920	1%
Incentives	6,940,295	6,273,282	(667,013)	-11%	16,026,099	18,755,500	2,729,402	15%
Salaries and Related Expenses	865,334	989,806	124,472	13%	3,555,942	3,944,142	388,199	10%
Professional Services	723,832	632,116	(91,716)	-15%	2,247,111	2,688,161	441,050	16%
Supplies	4,677	3,650	(1,027)	-28%	14,382	14,600	218	1%
Telephone	4,889	5,458	569	10%	18,345	21,958	3,613	16%
Postage and Shipping Expenses	827	1,100	273	25%	6,677	4,400	(2,277)	-52%
Occupancy Expenses	54,065	61,519	7,454	12%	215,058	246,075	31,017	13%
Noncapitalized Equip. & Depr.	99,967	71,509	(28,458)	-40%	343,618	308,370	(35,248)	-11%
Call Center	13,932	13,000	(932)	-7%	53,984	52,000	(1,984)	-4%
Printing and Publications	6,945	10,946	4,001	37%	37,504	43,783	6,280	14%
Travel	7,575	14,508	6,933	48%	32,021	66,033	34,012	52%
Conference, Training & Mtng Exp	13,337	21,912	8,575	39%	52,904	121,797	68,892	57%
Interest Expense and Bank Fees	16.97	208	191	92%	1,774	833	(941)	-113%
Insurance	8,630	9,167	537	6%	34,519	36,667	2,147	6%
Miscellaneous Expenses	12		-12	0%	12		-12	0%
Dues, Licenses and Fees	(2,026)	15,781	17,807	113%	28,846	50,513	21,667	43%
TOTAL EXPENSES	**12,550,949**	**12,593,075**	**42,126**	**0%**	**39,272,953**	**43,175,910**	**3,902,957**	**9%**
TOTAL REVENUE LESS EXPENSES	**715,318**	**711,742**	**3,576**	**1%**	**17,593,967**	**14,598,652**	**2,995,314**	**21%**

Energy Trust of Oregon
Statement of Functional Expenses
For the Four Months Ending April 30, 2015
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives/ Program Management & Deliver	$29,531,025	$ 3,099,231	$ 32,630,256				$ 32,630,256	$35,576,578	$ 2,946,322	8%
Payroll and Related Expenses	1,060,435	306,798	1,367,233	668,189	389,757	1,057,946	2,425,179	2,601,480	176,301	7%
Outsourced Services	1,545,623	170,540	1,716,164	78,717	374,318	453,035	2,169,199	2,479,494	310,295	13%
Planning and Evaluation	630,712	20,965	651,677	466		466	652,143	797,024	144,881	18%
Customer Service Management	206,996	17,456	224,452				224,452	179,890	(44,562)	-25%
Trade Allies Network	103,522	7,046	110,568				110,568	132,985	22,417	17%
Total Program Expenses	**33,078,313**	**3,622,036**	**36,700,350**	**747,371**	**764,076**	**1,511,447**	**38,211,797**	**41,767,451**	**3,555,654**	**9%**
Program Support Costs										
Supplies	3,828	1,187	5,016	3,573	1,847	5,420	10,435	10,384	(51)	0%
Postage and Shipping Expenses	869	2,207	3,075	1,794	359	2,152	5,228	2,702	(2,526)	-93%
Telephone	712	241	953	433	294	727	1,679	3,283	1,604	49%
Printing and Publications	35,963	73	36,036	87	819	905	36,941	42,390	5,449	13%
Occupancy Expenses	61,718	20,902	82,620	37,531	25,490	63,022	145,642	163,510	17,868	11%
Insurance	9,906	3,355	13,261	6,024	4,091	10,116	23,377	24,364	987	4%
Equipment	1,075	33,342	34,418	654	444	1,098	35,516	44,928	9,412	21%
Travel	6,447	2,771	9,219	6,250	11,371	17,621	26,839	52,600	25,761	49%
Meetings, Trainings & Conferences	9,009	5,594	14,603	18,160	4,498	22,658	37,261	102,873	65,612	64%
Interest Expense and Bank Fees				1,774		1,774	1,774	833	(941)	-113%
Depreciation & Amortization	16,508	5,591	22,098	10,039	6,818	16,857	38,955	34,558	(4,397)	-13%
Dues, Licenses and Fees	16,079	7,050	23,129	(12,194)	7,188	(5,006)	18,123	34,667	16,544	48%
Miscellaneous Expenses	12		12				12		(12)	
IT Services	449,399	59,283	508,682	101,101	69,591	170,693	679,375	891,368	211,993	24%
Total Program Support Costs	**611,524**	**141,598**	**753,121**	**175,225**	**132,810**	**308,035**	**1,061,157**	**1,408,459**	**347,302**	**25%**
TOTAL EXPENSES	**33,689,837**	**3,763,634**	**37,453,471**	**922,596**	**896,886**	**1,819,481**	**39,272,953**	**43,175,910**	**3,902,957**	**9%**
OPUC Measure vs. 9%	**4.5%**									

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Four Months Ending April 30, 2015
Unaudited

	ENERGY EFFICIENCY								
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Oregon Total	NWN WA	ETO Total
REVENUES									
Public Purpose Funding	$10,184,903	$7,558,100	$17,743,003	$0	$7,735,837	$732,139	$26,210,978	$0	$26,210,978
Incremental Funding	15,581,107	8,009,041	23,590,148	1,026,144			24,616,292	678,392	25,294,684
Revenue from Investments									
TOTAL PROGRAM REVENUE	**25,766,010**	**15,567,141**	**41,333,151**	**1,026,144**	**7,735,837**	**732,139**	**50,827,271**	**678,392**	**51,505,663**
EXPENSES									
Program Management (Note 3)	910,479	636,592	1,547,071	51,395	228,079	34,700	1,861,245	38,670	1,899,915
Program Delivery	7,099,692	5,372,851	12,472,543	244,833	1,569,844	203,541	14,490,761	101,833	14,592,593
Incentives	6,707,972	4,346,784	11,054,757	55,372	1,667,161	158,792	12,936,083	118,730	13,054,813
Program Eval & Planning Svcs.	598,951	480,501	1,079,453	10,457	146,334	12,881	1,249,125	13,503	1,262,628
Program Marketing/Outreach	712,947	516,388	1,229,335	6,457	299,230	22,551	1,557,571	25,616	1,583,187
Program Quality Assurance	6,378	6,495	12,873	0	6,446	254	19,574	0	19,574
Outsourced Services	182,373	119,416	301,787	6,655	41,866	4,669	354,977	0	354,977
Trade Allies & Cust. Svc. Mgmt.	124,757	98,733	223,490	977	71,455	4,338	300,259	10,257	310,516
IT Services	193,189	157,482	350,672	3,270	78,969	6,163	439,074	10,326	449,400
Other Program Expenses - all	79,825	55,845	135,671	2,378	18,576	2,210	158,834	3,400	162,234
TOTAL PROGRAM EXPENSES	**16,616,563**	**11,791,087**	**28,407,652**	**381,794**	**4,127,960**	**450,099**	**33,367,503**	**322,335**	**33,689,837**
ADMINISTRATIVE COSTS									
Management & General (Notes 1 & 2)	409,319	290,450	699,769	9,405	101,685	11,088	821,946	7,940	829,886
Communications & Customer Svc (Notes 1 & 2	397,912	282,356	680,269	9,143	98,850	10,779	799,040	7,718	806,758
Total Administrative Costs	**807,231**	**572,806**	**1,380,038**	**18,548**	**200,535**	**21,867**	**1,620,986**	**15,658**	**1,636,644**
TOTAL PROG & ADMIN EXPENSES	**17,423,794**	**12,363,893**	**29,787,690**	**400,342**	**4,328,495**	**471,966**	**34,988,489**	**337,993**	**35,326,481**
TOTAL REVENUE LESS EXPENSES	**8,342,216**	**3,203,248**	**11,545,461**	**625,802**	**3,407,342**	**260,173**	**15,838,782**	**340,399**	**16,179,182**
NET ASSETS - RESERVES									
Cumulative Carryover at 12/31/14	27,816,061	15,090,308	42,906,369	580,920	9,503,289	1,156,900	54,147,478	217,848	54,365,326
Change in net assets this year	8,342,216	3,203,248	11,545,461	625,802	3,407,342	260,173	15,838,782	340,399	16,179,182
Ending Net Assets - Reserves	**36,158,277**	**18,293,556**	**54,451,830**	**1,206,722**	**12,910,631**	**1,417,073**	**69,986,260**	**558,247**	**70,544,508**
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables	36,158,277	18,293,556	54,451,830	1,206,722	12,910,631	1,417,073	69,986,260	558,247	70,544,508
Assets Released for General Purpose									
Emergency Contingency Pool									
TOTAL NET ASSETS CUMULATIVE	36,158,277	18,293,556	54,451,830	1,206,722	12,910,631	1,417,073	69,986,260	558,247	70,544,508

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have bee allocated based on total expenses.
Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.
Note 3) Program Management costs include both outsourced and internal staff.

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Four Months Ending April 30, 2015
Unaudited

	RENEWABLE ENERGY				TOTAL			
	PGE	PacifiCorp	Total	Other	All Programs	Approved budget	Change	% Change
REVENUES								
Public Purpose Funding	$2,984,220	$2,121,201	$5,105,422	$0	$31,316,400	$32,861,637	($1,545,237)	-5%
Incremental Funding					25,294,684	24,816,926	477,758	2%
Revenue from Investments				255,836	255,836	96,000	159,836	166%
TOTAL PROGRAM REVENUE	**2,984,220**	**2,121,201**	**5,105,422**	**255,836**	**56,866,920**	**57,774,562**	**(907,642)**	**-2%**
EXPENSES								
Program Management (Note 3)	201,185	112,243	313,428		2,213,343	2,336,312	$122,969	5%
Program Delivery	72,365	48,913	121,277		14,713,870	14,692,595	(21,275)	0%
Incentives	2,051,428	919,859	2,971,286		16,026,099	18,755,501	2,729,402	15%
Program Eval & Planning Svcs.	14,075	7,968	22,043		1,284,671	1,614,847	330,176	20%
Program Marketing/Outreach	29,443	16,030	45,473		1,628,660	1,879,572	250,912	13%
Program Quality Assurance	0	0	0		19,574	12,500	(7,074)	
Outsourced Services	33,057	90,932	123,989		478,966	516,548	37,582	7%
Trade Allies & Cust. Svc. Mgmt.	16,538	7,964	24,502		335,018	312,877	(22,141)	-7%
IT Services	38,103	21,180	59,283		508,683	667,414	158,731	24%
Other Program Expenses - all	52,633	29,719	82,352		244,586	335,019	90,433	27%
TOTAL PROGRAM EXPENSES	**2,508,827**	**1,254,808**	**3,763,634**	**-**	**37,453,471**	**41,123,185**	**3,669,714**	**9%**
ADMINISTRATIVE COSTS								
Management & General (Notes 1 & 2)	61,801	30,910	92,710		922,596	1,103,307	180,711	16%
Communications & Customer Svc (Notes 1 & 2	60,078	30,049	90,127		896,885	949,425	52,540	6%
Total Administrative Costs	**121,879**	**60,959**	**182,837**		**1,819,481**	**2,052,732**	**233,251**	**11%**
TOTAL PROG & ADMIN EXPENSES	**2,630,706**	**1,315,767**	**3,946,470**		**39,272,953**	**43,175,910**	**3,902,957**	**9%**
TOTAL REVENUE LESS EXPENSES	**353,514**	**805,434**	**1,158,952**	**255,836**	**17,593,967**	**14,598,652**	**2,995,314**	**21%**
NET ASSETS - RESERVES								
Cumulative Carryover at 12/31/14	13,736,997	10,937,994	24,674,991	8,186,804	87,227,121	88,912,387	(1,685,266)	-2%
Change in net assets this year	353,514	805,434	1,158,952	255,836	17,593,969	14,598,646	2,995,323	21%
Ending Net Assets - Reserves	**14,090,511**	**11,743,428**	**25,833,943**	**8,442,640**	**104,821,088**	**103,511,033**	**1,310,055**	**1%**
Ending Reserve by Category								
Program Reserves (Efficiency and Renewables	14,090,511	11,743,428	25,833,943	3,442,640	99,821,088			
Assets Released for General Purpose								
Emergency Contingency Pool				5,000,000	5,000,000			
TOTAL NET ASSETS CUMULATIVE	14,090,511	11,743,428	25,833,943	8,442,640	104,821,088	103,511,033	1,310,055	1%

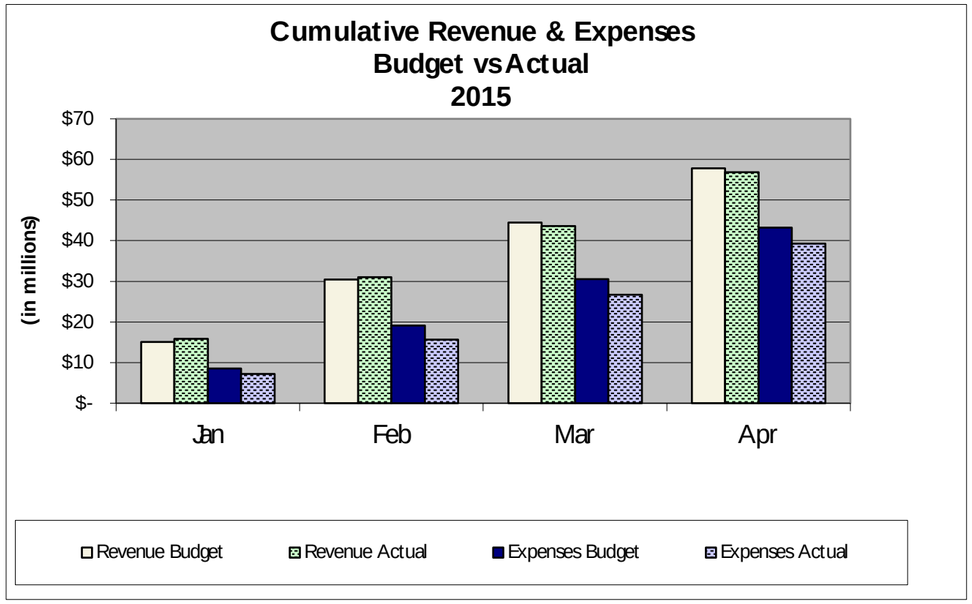
Energy Trust of Oregon
Program Expense by Service Territory
For the Four Months Ending April 30, 2015
(Unaudited)

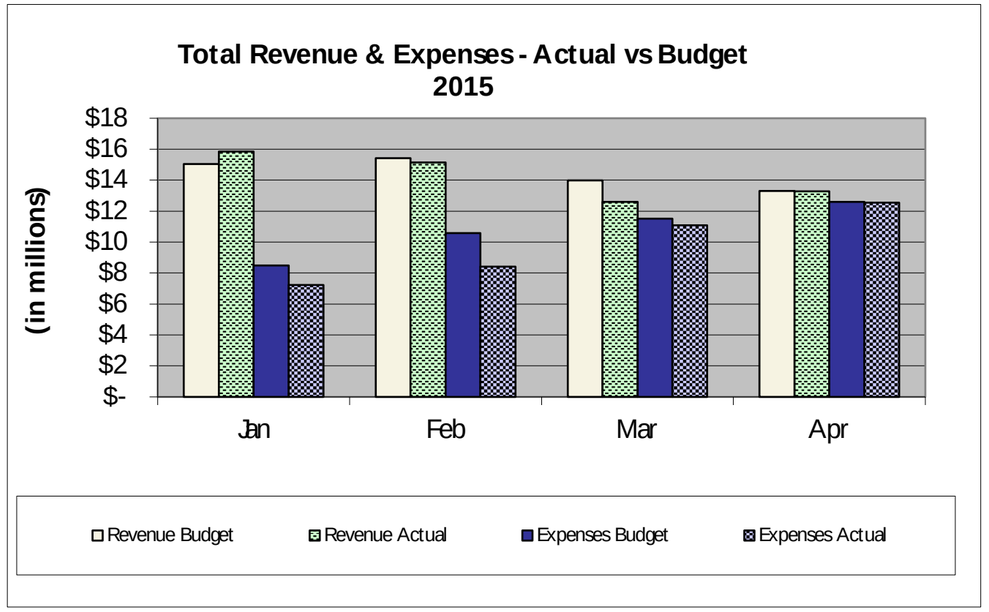
	PGE	Pacific Power	Subtotal Elec.	NWN Industrial	NW Natural Gas	Cascade	Subtotal Gas	Oregon Total	NWN WA	ETO Total	YTD Budget	Variance	% Var
Energy Efficiency													
Commercial													
Existing Buildings	$5,601,978	$ 3,740,572	$ 9,342,550	$ 154,744	$ 750,676	$ 149,783	$ 1,055,203	$ 10,397,753	$119,152	$10,516,905	$11,528,639	$ 1,011,734	9%
New Buildings	983,127	1,508,954	2,492,081	929	198,628	41,766	241,323	2,733,404		2,733,404	3,241,521	508,117	16%
NEEA	398,980	291,378	690,358		26,605	2,684	29,289	719,647	1,584	721,231	913,809	192,578	21%
Total Commercial	**6,984,084**	**5,540,904**	**12,524,988**	**155,673**	**975,909**	**194,234**	**1,325,816**	**13,850,804**	**120,736**	**13,971,540**	**15,683,969**	**1,712,429**	**11%**
Industrial													
Production Efficiency	3,828,242	2,461,452	6,289,695	244,667	176,878	69,584	491,129	6,780,824		6,780,824	6,453,275	(327,549)	-5%
NEEA	100,356	73,254	173,610					173,610		173,610	51,227	(122,383)	-239%
Total Industrial	**3,928,599**	**2,534,706**	**6,463,305**	**244,667**	**176,878**	**69,584**	**491,129**	**6,954,434**	**-**	**6,954,434**	**6,504,502**	**(449,932)**	**-7%**
Residential													
Existing Homes	1,877,978	1,912,578	3,790,556	-	1,894,129	74,740	1,968,869	5,759,425	127,100	5,886,525	6,526,586	640,061	10%
New Homes/Products	3,890,582	1,839,120	5,729,702	-	1,235,189	128,596	1,363,786	7,093,488	86,585	7,180,073	8,754,292	1,574,219	18%
NEEA	742,548	536,588	1,279,135		46,391	4,812	51,203	1,330,339	3,570	1,333,909	1,230,091	(103,818)	-8%
Total Residential	**6,511,108**	**4,288,285**	**10,799,394**	**-**	**3,175,710**	**208,148**	**3,383,858**	**14,183,252**	**217,255**	**14,400,507**	**16,510,969**	**2,110,462**	**13%**
Energy Efficiency Costs	**17,423,794**	**12,363,893**	**29,787,690**	**400,342**	**4,328,495**	**471,966**	**5,200,803**	**34,988,489**	**337,993**	**35,326,481**	**38,699,440**	**3,372,959**	**9%**
Renewables													
Solar Electric (Photovoltaic)	2,321,385	1,109,840	3,431,225					3,431,225		3,431,225	2,565,872	(865,353)	-34%
Other Renewable	309,321	205,926	515,247					515,247		515,247	1,910,598	1,395,351	73%
Renewables Costs	**2,630,706**	**1,315,767**	**3,946,470**	**-**	**-**	**-**	**-**	**3,946,470**	**-**	**3,946,470**	**4,476,470**	**529,998**	**12%**
Cost Grand Total	**20,054,497**	**13,679,661**	**33,734,158**	**400,342**	**4,328,495**	**471,966**	**5,200,803**	**38,934,961**	**337,992**	**39,272,953**	**43,175,910**	**3,902,957**	**9%**

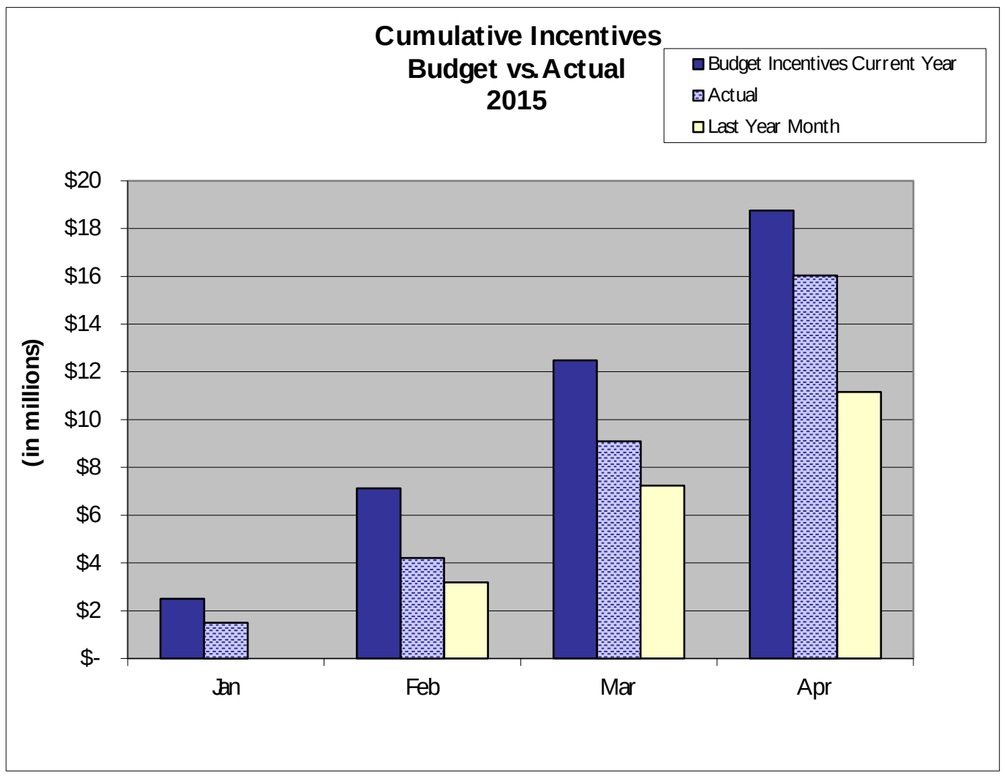
Energy Trust of Oregon
Administrative Expenses
For the 2nd Quarter and Four Months Ending April 30, 2015
(Unaudited)

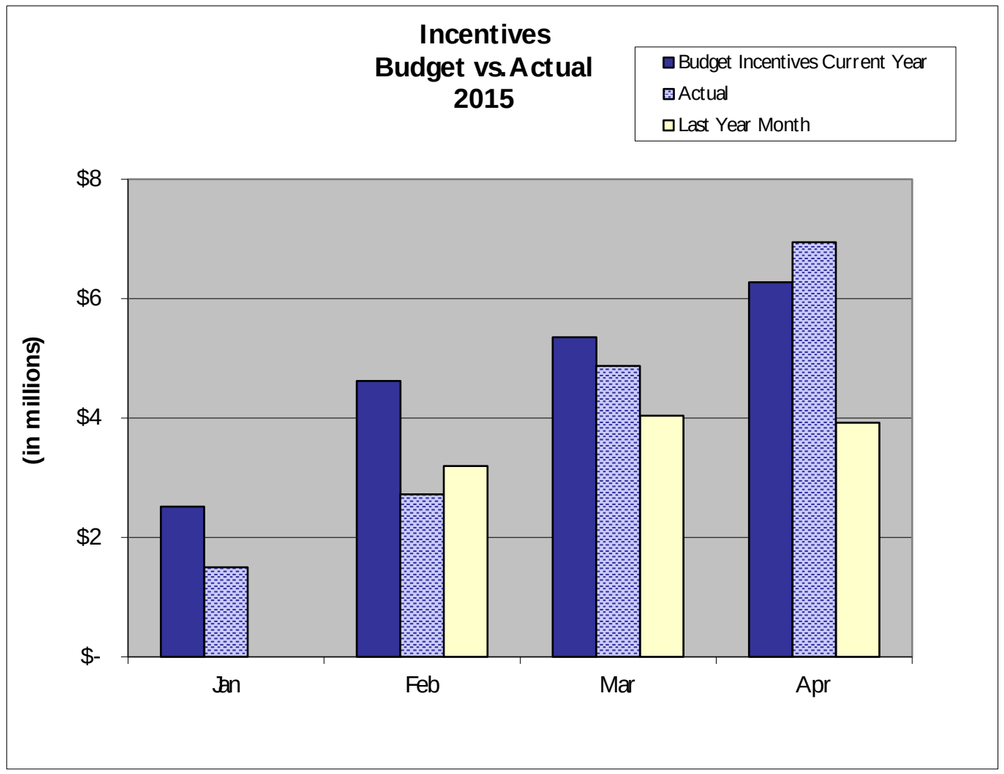
	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE
EXPENSES												
Outsourced Services	$7,786	$104,922	$97,136	$65,920	$149,563	$83,642	$29,461	$165,200	$135,739	$374,318	$354,192	($20,127)
Legal Services	12,796	6,750	(6,046)	12,796	9,000	(3,796)						
Salaries and Related Expenses	161,891	528,459	366,569	668,122	689,532	21,410	100,750	332,886	232,136	389,712	443,848	54,136
Supplies		1,075	1,075	1,441	1,433	(8)	23	250	227	399	333	(65)
Postage and Shipping Expenses	(473)		473	1,265		(1,265)						
Printing and Publications		88	88	44	117	73	190	1,250	1,060	790	1,667	877
Travel	964	12,387	11,424	6,250	16,517	10,267	3,329	6,250	2,921	11,371	8,333	(3,038)
Conference, Training & Mtngs	973	33,522	32,550	18,003	39,597	21,594	2,172	3,500	1,328	4,391	4,667	275
Interest Expense and Bank Fees	17	625	608	1,774	833	(941)						
Dues, Licenses and Fees	(13,860)	1,419	15,279	(12,194)	2,122	14,316	829	2,125	1,296	7,188	2,833	(4,355)
Shared Allocation (Note 1)	14,185	46,031	31,846	57,607	61,375	3,768	11,312	31,685	20,372	39,125	42,246	3,121
IT Service Allocation (Note 2)	27,089	97,237	70,148	101,101	132,649	31,548	18,646	66,931	48,285	69,591	91,307	21,715
Planning & Eval	106	429	323	466	569	104						
TOTAL EXPENSES	**211,474**	**832,944**	**621,473**	**922,595**	**1,103,307**	**180,712**	**166,711**	**610,077**	**443,364**	**896,884**	**949,426**	**52,539**

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


Cumulative Revenue & Expenses
Budget vs Actual
2015
(in millions)
$70
$60
$50
$40
$30
$20
$10
$-
Jan
Feb
Mar
Apr
Revenue Budget
Revenue Actual
Expenses Budget
Expenses Actual


Total Revenue & Expenses - Actual vs Budget
2015
(in millions)
$18
$16
$14
$12
$10
$8
$6
$4
$2
$-
Jan
Feb
Mar
Apr
Revenue Budget
Revenue Actual
Expenses Budget
Expenses Actual


Cumulative Incentives
Budget vs. Actual
2015
Budget Incentives Current Year
Actual
Last Year Month
(in millions)
$20
$18
$16
$14
$12
$10
$8
$6
$4
$2
$-
Jan
Feb
Mar
Apr


Incentives
Budget vs. Actual
2015
Budget Incentives Current Year
Actual
Last Year Month
(in millions)
$8
$6
$4
$2
$-
Jan
Feb
Mar
Apr

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
		Administration Total:	**7,584,869**	**3,904,447**	**3,680,422**		
Communications							
		Communications Total:	**3,690,247**	**2,167,880**	**1,522,367**		
Energy Efficiency							
Northwest Energy Efficiency Alliance	Regional Energy Eff Initiative	Portland	39,138,680	37,113,264	2,025,416	1/1/2010	7/1/2015
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	33,662,505	3,178,866	30,483,639	1/1/2015	7/1/2020
ICF Resources, LLC	2015 BE PMC	Fairfax	9,361,147	2,934,135	6,427,012	1/1/2015	12/31/2015
CLEAResult Consulting Inc	2015 HES PMC	Austin	6,831,251	2,233,407	4,597,844	1/1/2015	12/31/2015
Northwest Energy Efficiency Alliance	Regional Gas EE Initiative	Portland	6,200,354	265,218	5,935,136	1/1/2015	7/1/2020
CLEAResult Operating LLC	2015 NBE PMC	Portland	4,986,181	1,427,600	3,558,581	1/1/2015	12/31/2015
Lockheed Martin Services, Inc.	2015 MF PMC	Cherry Hill	4,158,899	1,308,878	2,850,021	1/1/2015	12/31/2015
Ecova Inc	2015 Products PMC	Spokane	3,601,890	1,229,369	2,372,521	1/1/2015	1/31/2016
CLEAResult Consulting Inc	2015 NH PMC	Austin	2,772,252	897,950	1,874,302	1/1/2015	12/31/2015
Energy 350 Inc	PDC - PE 2015	Portland	2,388,150	796,444	1,591,706	1/1/2015	12/31/2015
Portland General Electric	PDC - PE 2015	Portland	2,211,000	736,923	1,474,077	1/1/2015	12/31/2015
Oregon State University	CHP Project - OSU	Corvallis	2,024,263	1,982,682	41,581	12/20/2010	1/31/2016
Northwest Power & Conservation Council	RTF Funding Agreement		1,825,000	321,766	1,503,234	2/25/2015	12/31/2019
Cascade Energy, Inc.	PDC - PE 2015 Small Industrial	Walla Walla	1,497,000	531,143	965,857	1/1/2015	12/31/2015
NEXANT, INC.	PDC - PE 2015	San Francisco	1,344,550	554,253	790,297	1/1/2015	12/31/2015
Evergreen Consulting Group, LLC	PE Lighting PDC 2015	Tigard	1,296,000	337,029	958,971	1/1/2015	12/31/2015
RHT Energy Solutions	PDC - PE 2015	Medford	1,126,440	340,160	786,280	1/1/2015	12/31/2015
Triple Point Energy Inc.	PDC - SEM 2015	Portland	1,048,000	157,732	890,268	1/1/2015	12/31/2015
HST&V, LLC	PDC - SEM 2015	Portland	848,375	309,847	538,528	1/1/2015	12/31/2015
EnergySavvy Inc.	EnergySavvy Online Audit Tool	Seattle	587,500	484,729	102,771	1/1/2012	12/31/2015
OPOWER, Inc.	OPower Personal Energy Reports	Arlington	399,447	397,287	2,160	8/1/2013	7/31/2015
The Cadmus Group Inc.	PE Impact Eval 2012	Watertown	345,000	180,038	164,962	4/15/2014	8/31/2015
Cascade Energy, Inc.	SEM Curriculum	Walla Walla	329,080	329,080	0	5/1/2014	4/30/2016
Craft3	SWR Loan Origination/Loss Fund	Portland	305,000	8,850	296,150	6/1/2014	6/30/2015
Energy Market Innovations, Inc.	Lighting Controls Savings Est	Seattle	305,000	208,664	96,336	10/1/2014	9/30/2015
Craft3	Loan Agreement	Portland	300,000	100,000	200,000	6/1/2014	6/20/2025
CLEAResult Consulting Inc	2015 HES WA PMC	Austin	277,600	81,949	195,651	1/1/2015	12/31/2015
J. Hruska Global	Quality Assurance Services	Columbia City	260,000	246,610	13,391	1/1/2013	5/31/2015
EnerNoc, Inc.	Commercial SEM curriculum	Boston	216,915	188,771	28,144	6/27/2014	5/30/2015

ICF Resources, LLC	2015 BE NWN WA PMC	Fairfax	196,984	59,188	137,796	1/1/2015	12/31/2015
The Cadmus Group Inc.	NBE Program Impact Evaluation	Watertown	196,000	192,513	3,487	1/15/2014	4/30/2015
Northwest Energy Efficiency Alliance	Product Funding Agreement	Portland	171,851	171,851	0	6/5/2014	12/31/2015
Navigant Consulting Inc	CORE Improvement Pilot Eval	Boulder	140,000	140,000	0	9/1/2012	12/31/2015
ICF Resources, LLC	2015 BE DSM PMC	Fairfax	119,627	19,959	99,668	1/1/2015	12/31/2015
Abt SRBI Inc.	Fast Feedback Surveys	New York	118,000	72,991	45,009	1/31/2014	2/29/2016
Ecotope, Inc.	Gas Hearth Study	Seattle	105,104	105,096	8	10/10/2013	9/1/2015
ICF Resources, LLC	OSU CHP Performance Monitoring	Fairfax	100,000	54,458	45,543	7/1/2013	6/30/2016
1000 Broadway Building L.P.	Pay-for-Performance Pilot	Portland	88,125	0	88,125	10/17/2014	11/1/2018
The Cadmus Group Inc.	Commercial Op Pilot Eval	Watertown	85,000	85,000	0	7/1/2011	9/1/2015
The Cadmus Group Inc.	PE SEM Evaluation	Watertown	80,000	60,503	19,497	10/1/2014	8/31/2015
Research Into Action, Inc.	SWR OnBill Repmt Pilot Eval	Portland	73,000	17,127	55,873	11/1/2014	6/30/2016
KEMA Incorporated	Impact Evaluation NBE '11 -'14	Oakland	70,000	18,230	51,770	3/2/2015	11/30/2015
Pivotal Energy Solutions LLC	License Agreement	Gilbert	64,500	39,353	25,147	3/1/2014	12/31/2015
SBW Consulting, Inc.	Path to Net Zero Impact Eval	Bellevue	60,000	0	60,000	3/19/2015	12/31/2015
Balanced Energy Solutions LLC	New Homes QA Inspections	Portland	54,000	0	54,000	4/27/2015	12/31/2015
MetaResource Group	Intel DX1 Mod 1&2 Megaproject	Portland	45,000	0	45,000	4/1/2015	5/1/2017
NEXANT, INC.	Products Process Evaluation'15	San Francisco	43,000	0	43,000	4/15/2015	8/31/2015
PWP, Inc.	SEM Intro Pilot Evaluation	Gaithersburg	40,000	21,490	18,510	10/28/2013	10/2/2015
Research Into Action, Inc.	C&I Qualitative Research	Portland	40,000	39,859	141	10/1/2014	4/30/2015
Evergreen Economics	Gas Hearth Mrkt Transformation	Portland	37,840	17,460	20,380	1/1/2015	7/31/2015
David Lineweber	Heat Pump Study	Tigard	35,250	35,246	4	3/20/2014	5/30/2015
KEMA Incorporated	Billing Analysis Review	Oakland	35,000	0	35,000	3/15/2015	12/31/2016
Apex Analytics LLC	Delphi Panel Study	Boulder	30,000	25,540	4,460	9/1/2014	5/31/2015
Apex Analytics LLC	Gas Thermostat	Boulder	30,000	11,010	18,990	10/20/2014	12/31/2015
Btan Consulting	ESP Cert Boot Camp Evaluation	Madison	30,000	28,313	1,688	2/1/2014	4/30/2015
Pivotal Energy Solutions LLC	EPS New Home dbase construct	Gilbert	30,000	29,000	1,000	7/1/2014	6/30/2016
Research Into Action, Inc.	MPower Pilot Evaluation	Portland	30,000	6,690	23,310	2/1/2015	4/1/2016
Research Into Action, Inc.	LED Street Lighting Assessment	Portland	30,000	0	30,000	5/1/2015	10/31/2015
WegoWise Inc	benchmarking license 2015	Boston	30,000	8,156	21,844	6/15/2014	12/31/2016
Issues & Answers Network Inc	Energy Payback Estimator tool	Virginia Beach	28,420	28,420	0	12/5/2014	4/30/2015
LightTracker, Inc.	CREED Data	Boulder	26,000	26,000	0	10/3/2014	8/1/2015
Energy Center of Wisconsin	Billing Analysis Review	Madison	25,000	0	25,000	3/15/2015	12/31/2016
Evergreen Economics	Air Sealing Pilot Evaluation	Portland	25,000	1,155	23,845	10/15/2014	12/31/2015
Northwest Food Processors Association	NW Industrial EE Summit 2015	Portland	25,000	17,965	7,035	11/30/2014	12/31/2015

Portland General Electric	2015 Workshop Sponsorship	Portland	25,000	25,000	0	1/1/2015	12/31/2015
Sustainable Northwest	Klamath PAC Ag Program Aware	Portland	24,992	21,868	3,124	10/1/2014	6/10/2015
CLEAResult Consulting Inc	Professional Services/Trans	Austin	22,588	19,539	3,049	10/15/2014	10/15/2016
Earth Advantage, Inc.	New Homes Code Change Analysis	Portland	22,275	7,443	14,833	1/1/2015	5/15/2015
MetaResource Group	Pay-for-Performance Pilot Eval	Portland	20,000	2,250	17,750	8/5/2014	12/31/2015
Consortium for Energy Efficiency	Membership Dues - 2015		18,736	18,736	0	1/1/2015	12/31/2015
Abt SRBI Inc.	NH Gas Fireplace Survey	New York	16,500	0	16,500	2/11/2015	4/30/2015
Energy 350 Inc	Professional Services	Portland	14,920	14,920	0	12/10/2014	12/10/2016
PWP, Inc.	NBE Satisfaction Survey 2014	Gaithersburg	14,000	13,980	20	1/1/2015	4/30/2015
Evergreen Economics	Builder Interviews	Portland	13,000	12,950	50	12/1/2014	4/30/2015
Triple Point Energy Inc.	SEM Materials Review	Portland	10,500	0	10,500	2/11/2015	8/31/2015
EnerNoc, Inc.	SEM Materials Review	Boston	10,000	2,719	7,281	2/13/2015	8/31/2015
Research Into Action, Inc.	Professional Services	Portland	9,590	9,570	20	9/1/2014	8/31/2016
Bridgetown Printing Company	January 2015 Bill Insert	Portland	9,517	9,517	0	1/1/2015	12/31/2015
City of Portland Bureau of Planning & Sustainability	Sponsorships - 2015	Portland	8,000	8,000	0	1/1/2015	12/31/2015
Northwest Energy Efficiency Council	BOC 2015 Sponsorship	Seattle	7,900	0	7,900	1/1/2015	12/31/2015
Northwest Environmental Business Council	Future Energy Conference 2015	Portland	7,650	7,650	0	3/25/2015	12/31/2015
Apose Pty Ltd	Aspose.NET Words Software Lice	Lane Cove	5,045	5,040	5	12/3/2014	12/3/2015
PWP, Inc.	SEM Claimed Savings Review	Gaithersburg	5,000	3,485	1,515	3/1/2015	8/31/2015
Northwest Earth Institute	NWEI Course License Agreement	Portland	4,000	2,000	2,000	2/23/2015	6/30/2015
Conservations Services Group, Inc.	DSE&SWR Estimator Tool Updates	Portland	3,240	2,430	810	11/11/2014	11/11/2016
	Energy Efficiency Total:		**132,257,632**	**60,402,310**	**71,855,322**		

Joint Programs

Portland State University	Technology Forecasting		120,132	89,914	30,218	11/7/2011	12/31/2015
E Source Companies LLC	E Source Service Agreement	Boulder	74,900	74,900	0	2/1/2014	1/31/2016
The Cadmus Group Inc.	Evaluation Consultant	Watertown	39,045	38,960	85	6/20/2013	2/28/2016
Watkins and Associates, Inc.	EPS & Solar Valuation Study	Portland	38,000	38,000	0	2/1/2014	4/30/2015
Research Into Action, Inc.	EH Attic Air Sealing Pilot Eva	Portland	30,000	15,632	14,368	10/8/2014	9/30/2016
CoStar Realty Information Inc	Property Data	Baltimore	26,420	24,426	1,994	6/1/2011	6/28/2015
Research Into Action, Inc.	Fast Feedback Analysis	Portland	25,000	25,000	0	9/1/2014	4/30/2015
Navigant Consulting Inc	P&E Consultant Services	Boulder	22,530	22,530	0	1/15/2014	12/30/2015
American Council for and Energy Efficient Economy	ACEEE Sponsorship - 2015		12,500	12,500	0	1/1/2015	12/31/2015
Bruins Analysis and Consulting	Fast Feedback Reporting	Bremerton	6,000	6,000	0	6/1/2014	4/30/2015
	Joint Programs Total:		**394,527**	**347,862**	**46,665**		

Renewable Energy

Clean Water Services	Project Funding Agreement		3,000,000	0	3,000,000	11/25/2014	11/25/2039
JC-Biomethane LLC	Biogas Plant Project Funding	Eugene	2,000,000	1,000,000	1,000,000	10/18/2012	10/18/2032
Steel Bridge Solar, LLC	Project Funding Agreement	Seattle	2,000,000	0	2,000,000	3/27/2015	12/15/2040
Oregon Institute of Technology	Geothermal Resource Funding	Klamath Falls	1,550,000	1,550,000	0	9/11/2012	9/11/2032
Central Oregon Irrigation District	COID Juniper Phase 2	Redmond	1,281,820	0	1,281,820	7/19/2013	7/19/2033
Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Mount Vernon	1,000,000	500,000	500,000	10/25/2012	10/25/2027
Three Sisters Irrigation District	TSID Hydro	Sisters	1,000,000	700,000	300,000	4/25/2012	9/30/2032
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	825,000	0	825,000	4/1/2014	4/1/2034
Tioga Solar VI, LLC	Photovoltaic Project Agreement	San Mateo	570,760	570,760	0	2/1/2009	2/1/2030
City of Medford	750kW Combined Heat & Power	Medford	450,000	450,000	0	10/20/2011	10/20/2031
City of Pendleton	Pendleton Microturbines	Pendleton	450,000	150,000	300,000	4/20/2012	4/20/2032
RES - Ag FGO LLC	Biogas Manure Digester Project	Washington	441,660	441,660	0	10/27/2010	10/27/2025
RES - Ag FGO LLC	Biogas Manure Digester - FGO	Washington	441,660	183,289	258,371	10/27/2010	10/27/2025
Oak Leaf Solar VI LLC	BVT Sexton Mtn PV	Beltsville	355,412	0	355,412	5/15/2014	12/31/2034
CIty of Gresham	City of Gresham Cogen 2		330,000	165,000	165,000	4/9/2014	7/9/2034
Farmers Conservation Alliance	Irrigation Collaboration Initi	Hood River	312,876	67,402	245,474	1/2/2015	12/31/2016
K2A Properties, LLC	Doerfler Wind Farm Project	Aumsville	230,000	230,000	0	5/20/2010	5/20/2030
Confederated Tribes of the Umatilla Indian Reservation	Small Wind Project Funding	Pendleton	170,992	170,992	0	7/25/2013	12/31/2028
Henley KBG, LLC	Henley Proj Dev Assistance	Reno	150,000	43,683	106,318	4/10/2014	12/31/2015
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	0	143,000	3/24/2014	3/24/2034
Klamath Basin Geopower Inc	Poe Valley Proj Dev Assistance	Reno	112,874	63,000	49,874	4/10/2014	12/31/2015
Clean Power Research, LLC	PowerClerk License	Napa	111,478	102,408	9,070	7/1/2014	6/30/2015
Gary Higbee DBA WindStream Solar	Solar Verifier Services	Eugene	100,000	36,705	63,295	8/1/2014	7/31/2016
Wallowa Resources Community Solutions, Inc.	Upfront Hydroelectric Project		100,000	17,290	82,710	10/1/2011	10/1/2015
Deschutes Valley Water District	Early Development Assistance	Madras	68,373	0	68,373	7/23/2013	6/30/2015
Mapdwell LLC	Mapdwell Account	Boston	66,381	48,195	18,186	3/17/2014	3/31/2016
Mariah Wind LLC	Development Assistance Funding	Victor	65,300	0	65,300	10/25/2013	9/30/2015
Solar Oregon	2015 Outreach Agreement	Portland	43,800	6,900	36,900	1/1/2015	2/29/2016
State of Oregon Dept of Geology & Mineral Industries	Lidar Data	Portland	40,000	0	40,000	11/7/2014	12/1/2015
Clean Energy States Alliance	CESA Year 12 (2015)		39,500	39,500	0	7/1/2014	6/30/2015
Bonneville Environmental Foundation	REC policy analysis	Portland	25,000	12,474	12,526	6/15/2014	5/30/2015
Wallowa Resources Community Solutions, Inc.	Hydroelectric Pipeline		25,000	25,000	0	6/26/2014	6/30/2015
University of Oregon	UO SRML Contribution - 2015	Eugene	24,999	24,999	0	2/11/2015	3/8/2016

Robert Migliori	42kW wind energy system	Newberg	24,125	17,037	7,088	4/11/2007	1/31/2024
Solar Oregon	Education & Outreach Services	Portland	24,000	24,000	0	1/1/2014	12/31/2015
Solar Oregon	Website Upgrade Grant	Portland	20,000	0	20,000	12/8/2014	12/31/2015
Warren Griffin	Griffin Wind Project	Salem	13,150	9,255	3,895	10/1/2005	10/1/2020
Lewis & Clark	Solar Soft Cost Analysis	Portland	13,000	9,400	3,600	12/5/2014	6/30/2015
OSEIA-Oregon Solar Energy Industries Assoc	OSEIA 2015 Conf Sponsorship		7,500	7,500	0	1/1/2015	12/31/2015
Clean Energy States Alliance	CESA ITAC Sponsorship		5,000	5,000	0	1/1/2015	12/31/2015
RHT Energy Solutions	Solar Marketing Consulting	Medford	4,500	4,500	0	10/15/2014	10/15/2016
		Renewable Energy Total:	**17,637,160**	**6,675,948**	**10,961,212**		
		Grand Total:	**161,564,436**	**73,498,448**	**88,065,988**		

Notes on May 2015 Financial Statements

June 19, 2015

Revenue

May revenue was about $190,000 below budget. Year-to-Date revenue is now $1 million below budgeted amounts. As planned, revenues are signficantly lower than last year. We are $12.8 million below last year's revenue of $80.6 million.

May-15	YTD Actual	YTD Budget	YTD Var	YTD %	PY
PGE	34,809,207	35,644,952	(835,745)	-2%	40,074,959
PAC	21,294,150	20,860,624	433,526	2%	24,380,479
NWN	10,562,243	11,165,415	(603,172)	-5%	14,076,218
CNG	837,100	1,090,814	(253,714)	-23%	1,956,263
Investment Income	307,925	120,000	187,925	157%	71,683
Total	67,810,625	68,881,805	(1,071,180)	-2%	80,559,603

Reserves

Program reserves continue to decrease as planned. We are currently 10% lower than where we were at this time last year, and we are $644K lower than the budgeted reserves for May.

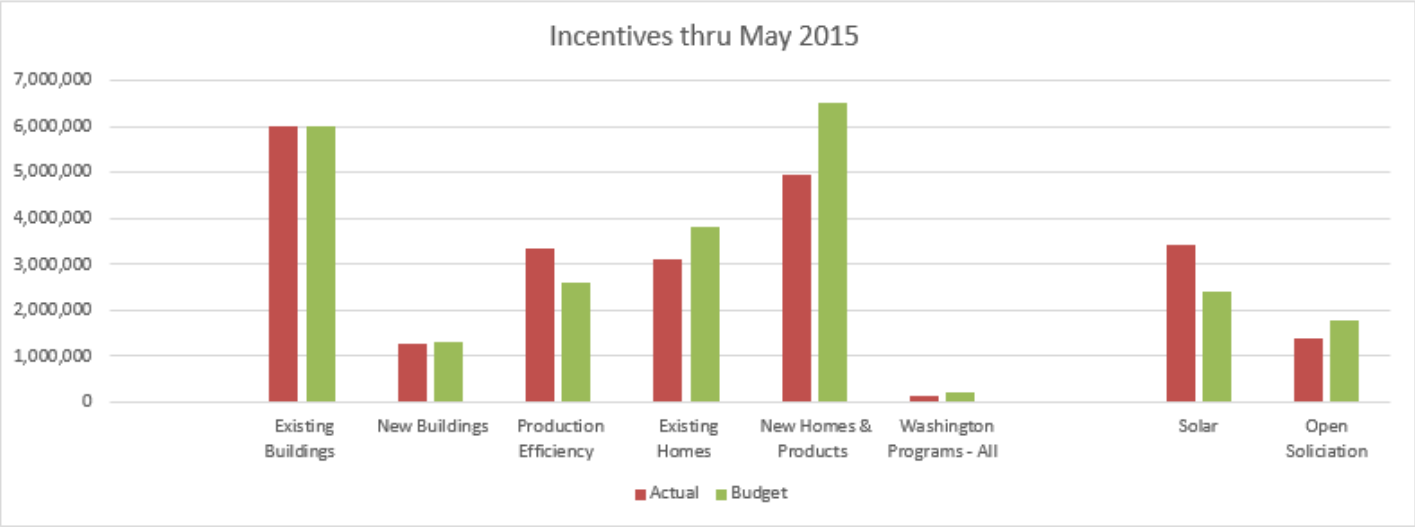
Reserves

	Actual 05/31/15 Amount	Actual 12/31/14 Amount	YTD % Change	Actual 05/31/14 Amount	12 month % Change
PGE	35,619,364	27,816,061	28%	38,919,121	-8%
PacifiCorp	17,242,753	15,090,308	14%	20,791,055	-17%
NW Natural	12,910,335	9,503,289	36%	15,201,769	-15%
Cascade	1,456,156	1,156,900	26%	2,093,613	-30%
NWN Industrial	1,104,788	580,920	90%	910,149	21%
NWN Washington	463,396	217,848	113%	639,288	-28%
PGE Renewables	13,091,283	13,736,997	-5%	14,076,179	-7%
PAC Renewables	11,700,841	10,937,994	7%	13,327,911	-12%
Program Reserves	93,588,916	79,040,317	18%	105,959,085	-12%
Contingency Reserve	5,000,000	5,000,000	0%	5,000,000	0%
Contingency Available	3,495,428	3,186,804	10%	3,078,793	14%
Total	102,084,353	87,227,121	17%	114,037,878	-10%

Incentive Expenses

Total expenses for May were $1.79 million greater than budget, due almost entirely to incentive spending. Spending for the year is now only $2.1 million below budget, and $8.5 million ahead of last year's spending at this time.

Incentives for the month came in 30% **over** budget ($1.75 million). This was mostly due to the Open Solicitation payment budgeted earlier in the year but made during May. Total incentives for the year are only $977K below budget, and we are now $6.4 million ahead of last year's spending. Solar incentives for the Commercial sector continue to run hot this year.

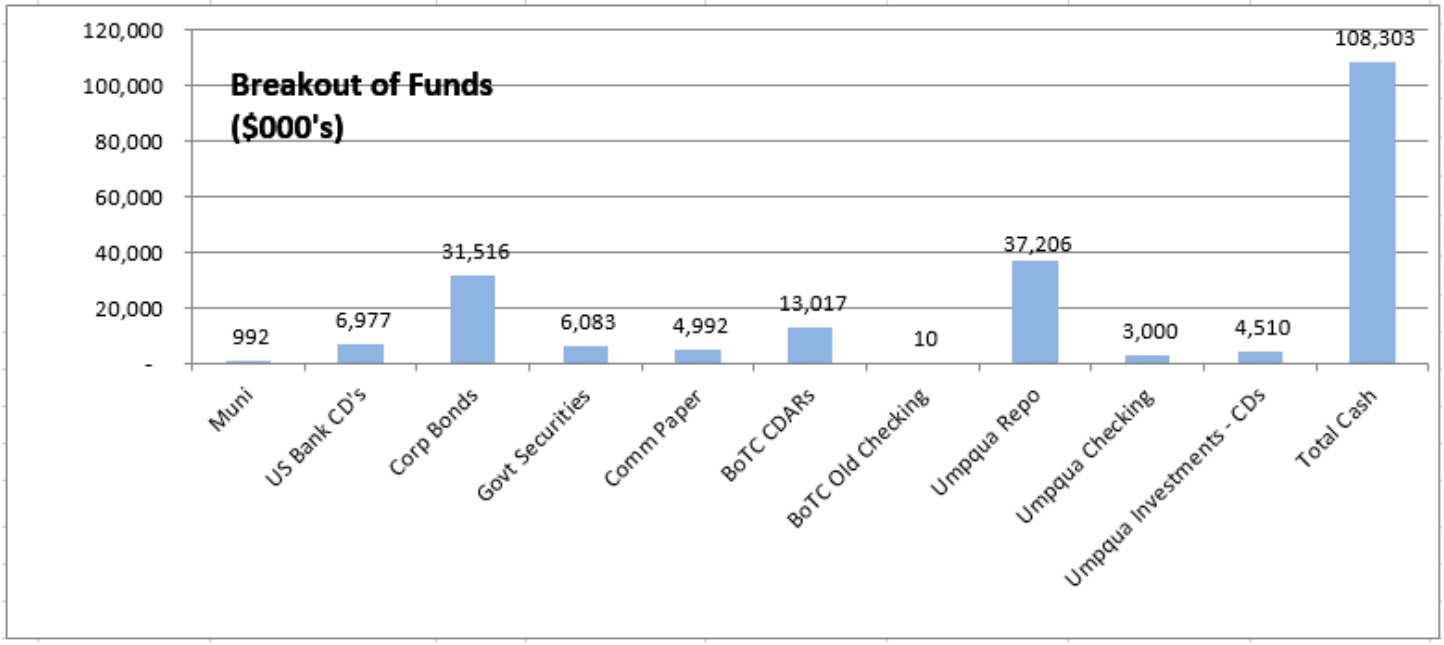


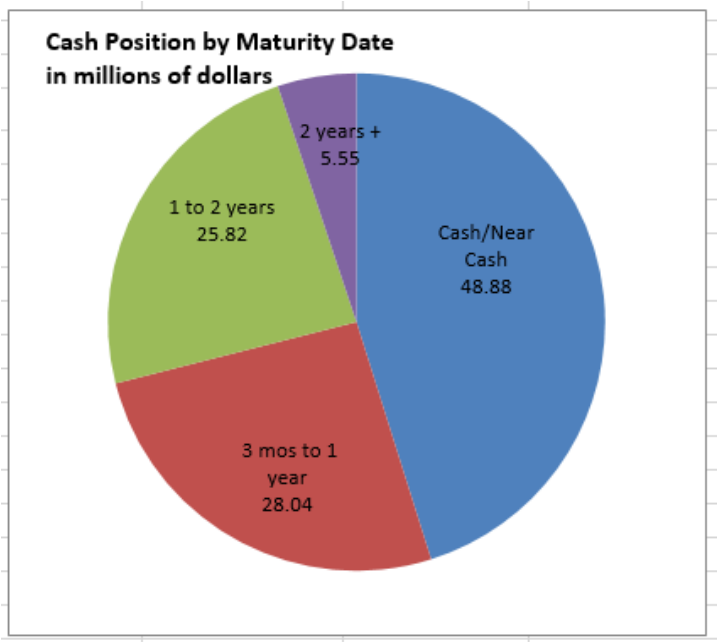
Incentives thru May 2015	Total Incentives Year-to-Date 2015 Actual	Budget	Variance	Var %
Existing Buildings	5,994,740	5,993,630	(1,110)	0%
New Buildings	1,279,550	1,322,509	42,959	3%
Production Efficiency	3,343,055	2,587,737	(755,317)	-29%
Existing Homes	3,122,607	3,794,836	672,229	18%
New Homes & Products	4,932,885	6,496,790	1,563,905	24%
Washington Programs - All	148,967	225,734	76,767	34%
Solar	3,425,740	2,421,817	(1,003,924)	-41%
Open Soliciation	1,384,327	1,765,876	381,549	22%
Total Incentives	23,631,871	24,608,929	977,058	4%
Energy Efficiency Only	**18,821,804**	**20,421,236**	**1,599,433**	**8%**

May 2015 vs. May 2014	Total Incentives Year-to-Year Comparison Current Year	Prior Year	Variance	Var %
Existing Buildings	5,994,740	3,390,148	(2,604,592)	-77%
New Buildings	1,279,550	1,367,567	88,017	6%
Production Efficiency	3,343,055	3,198,744	(144,310)	-5%
Existing Homes	3,122,607	2,932,937	(189,670)	-6%
New Homes & Products	4,932,885	4,145,342	(787,543)	-19%
Washington Programs - All	148,967	121,720	(27,247)	-22%
Solar	3,425,740	1,663,164	(1,762,576)	-106%
Open Solicitation	1,384,327	392,348	(991,979)	-253%
Total Incentives	23,631,871	17,211,972	(6,419,904)	-37%
Energy Efficiency Only	**18,821,804**	**15,156,459**	**(3,665,344)**	-24%

Investment Status

The graphs below show the type of investments we hold and the locations where our funds are held at the end of May (including cash). The second graph shows our overall liquidity. The average liquidity for all assets held at 5/29/15 was 241 days.





Energy Trust of Oregon
BALANCE SHEET
May 31, 2015
(Unaudited)

	May 2015	Apr 2015	Dec 2014	May 2014	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	40,219,037	39,580,363	51,411,367	74,070,305	638,674	(11,192,330)	(33,851,268)
Investments	66,975,187	70,779,115	64,490,244	46,786,485	(3,803,928)	2,484,943	20,188,702
Receivables	336,546	293,088	323,531	175,557	43,458	13,015	160,988
Prepaid Expenses	521,017	528,292	405,430	551,145	(7,274)	115,588	(30,127)
Advances to Vendors	827,420	1,421,882	1,482,149	1,172,842	(594,463)	(654,729)	(345,423)
Total Current Assets	**108,879,206**	**112,602,740**	**118,112,720**	**122,756,335**	**(3,723,533)**	**(9,233,514)**	**(13,877,129)**
Fixed Assets							
Computer Hardware and Software	3,088,030	3,018,340	1,653,762	1,448,587	69,690	1,434,268	1,639,443
Software Development in Progress	259,451	231,088	1025908.62		28,364	(766,457)	259,451
Leasehold Improvements	318,964	318,964	318,964	313,333	-	-	5,631
Office Equipment and Furniture	679,343	679,343	679,343	600,662	-	-	78,681
Total Fixed Assets	**4,345,789**	**4,247,735**	**3,677,978**	**2,362,582**	**98,053**	**667,810**	**1,983,206**
Less Depreciation	(2,122,499)	(2,049,103)	(1,831,551)	(1,640,289)	(73,396)	(290,949)	(482,211)
Net Fixed Assets	**2,223,289**	**2,198,632**	**1,846,428**	**722,294**	**24,657**	**376,861**	**1,500,995**
Other Assets							
Rental Deposit	132,340	132,340	135,340	64,461	0	(3,000)	67,879
Deferred Compensation Asset	674,711	663,661	630,176	522,059	11,050	44,535	152,652
Long Term Portion Note Receivable	100,000	100,000	100,000		-	-	100,000
Total Other Assets	**907,051**	**896,001**	**865,516**	**586,520**	**11,050**	**41,535**	**320,531**
Total Assets	**112,009,546**	**115,697,373**	**120,824,664**	**124,065,149**	**(3,687,826)**	**(8,815,118)**	**(12,055,602)**
Current Liabilities							
Accounts Payable and Accruals	8,098,370	9,071,354	31,924,631	8,394,003	(972,984)	(23,826,261)	(295,633)
Salaries, Taxes, & Benefits Payable	797,723	781,142	671,849	745,253	16,581	125,874	52,470
Total Current Liabilities	**8,896,093**	**9,852,496**	**32,596,480**	**9,139,256**	**(956,403)**	**(23,700,387)**	**(243,163)**
Long Term Liabilities							
Deferred Rent	335,800	338,578	349,692	358,892	(2,778)	(13,892)	(23,092)
Deferred Compensation Payable	674,711	666,461	632,976	522,059	8,250	41,735	152,652
Other Long-Term Liabilities	18,590	18,750	18,395	7,065	(160.00)	195	11,526
Total Long-Term Liabilities	**1,029,101**	**1,023,789**	**1,001,063**	**888,015**	**5,312**	**28,038**	**141,086**
Total Liabilities	**9,925,194**	**10,876,285**	**33,597,543**	**10,027,271**	**(951,092)**	**(23,672,349)**	**(102,077)**
Net Assets							
Unrestricted Net Assets	102,084,353	104,821,087	87,227,121	114,037,878	(2,736,735)	14,857,231	(11,953,525)
Total Net Assets	**102,084,353**	**104,821,087**	**87,227,121**	**114,037,878**	**(2,736,735)**	**14,857,231**	**(11,953,525)**
Total Liabilities and Net Assets	**112,009,546**	**115,697,373**	**120,824,664**	**124,065,149**	**(3,687,826)**	**(8,815,118)**	**(12,055,602)**

Energy Trust of Oregon
Cash Flow Statement-Indirect Method
Monthly 2015

	January	February	March	April	May	Year to Date
Operating Activities:						
Revenue less Expenses	8,620,993	6,726,499	1,531,158	715,318	(2,736,736)	$14,857,231
Non-cash items:						
Depreciation	40,242	41,284	64,566	71,460	73,396	290,948
Change in Reserve on Long Term Note	-	-	-			-
Loss on disposal of assets						
Receivables	5,800	11,583	-	(7,684)	-	9,699
Interest Receivable	4,268	(50,180)	58,204	8,452	(43,458)	(22,714)
Advances to Vendors	543,337	465,160	(1,177,147)	228,917	594,462	654,729
Prepaid expenses and other costs	14,982	47,842	(254,416)	68,730	7,275	(115,587)
Accounts payable	(20,265,729)	(2,448,214)	(352,009)	212,675	(972,984)	(23,826,261)
Payroll and related accruals	17,794	52,944	96,210	(24,170)	24,831	167,609
Deferred rent and other	(11,515)	(11,028)	(10,673)	(8,029)	(13,988)	(55,233)
Cash rec'd from / (used in) Operating Activities	(11,029,828)	4,835,890	(44,107)	1,265,669	(3,067,202)	$ (8,039,578)
Investing Activities:						
Investment Activity (1)	(2,475,092)	(5,431,428)	(1,217,888)	2,835,537	3,803,928	(2,484,943)
(Acquisition)/Disposal of Capital Assets	(132,268)	(142,396)	(143,192)	(151,901)	(98,053)	(667,810)
Cash rec'd from / (used in) Investing Activities	(2,607,360)	(5,573,824)	(1,361,080)	2,683,636	3,705,875	$ (3,152,753)
Cash at beginning of Period	51,411,367	37,774,180	37,036,243	35,631,058	39,580,364	51,411,367
Increase/(Decrease) in Cash	(13,637,187)	(737,934)	(1,405,187)	3,949,305	638,673	(11,192,331)
Cash at end of period	$ 37,774,180	$ 37,036,243	$ 35,631,058	$ 39,580,364	$ 40,219,037	$40,219,037

(1) As investments mature, they are rolled into the Repo account.
Investments that are made during the month reduce available cash.

Energy Trust of Oregon
Cash Flow Projection
January 2015 - December 2016

	Actual					2015 Budget						
	January	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Cash In:												
Public purpose and Incr funding	15,740,912	15,125,779	12,539,730	13,204,663	10,891,616	10,498,819	11,304,573	10,720,091	11,366,554	11,596,154	11,250,499	13,683,241
From other sources	5,800	11,583	-	(7,684)	700	-	-	-	-	-	-	-
Investment Income	110,630	(27,478)	123,371	70,057	8,631	-	-	-	-	-	-	-
Total cash in	15,857,342	15,109,884	12,663,101	13,267,036	10,900,947	10,498,819	11,304,573	10,720,091	11,366,554	11,596,154	11,250,499	13,683,241
Cash Out:	29,494,530	15,847,819	14,068,288	9,317,730	10,262,273	14,307,503	12,008,027	11,776,762	13,968,366	14,731,446	11,053,601	19,723,341
Net cash flow for the month	(13,637,188)	(737,935)	(1,405,187)	3,949,306	638,674	(3,808,684)	(703,454)	(1,056,671)	(2,601,812)	(3,135,292)	196,898	(6,040,100)
Beginning Balance: Cash & MM	51,411,367	37,774,180	37,036,248	35,631,058	39,580,364	40,219,037	36,410,347	35,706,892	34,650,221	32,048,410	28,913,118	29,110,016
Ending cash & MM	**37,774,180**	**37,036,243**	**35,631,058**	**39,580,364**	**40,219,037**	**36,410,347**	**35,706,892**	**34,650,221**	**32,048,410**	**28,913,118**	**29,110,016**	**23,069,916**

Future Commitments

Renewable Incentives	17,600,000	17,500,000	17,000,000	16,900,000	16,600,000	19,300,000	19,600,000	19,800,000	17,500,000	16,700,000	17,100,000	17,500,000
Efficiency Incentives	48,400,000	47,100,000	63,000,000	60,400,000	58,500,000	56,800,000	56,900,000	56,100,000	56,300,000	68,500,000	74,200,000	67,400,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	71,000,000	69,600,000	85,000,000	82,300,000	80,100,000	81,100,000	81,500,000	80,900,000	78,800,000	90,200,000	96,300,000	89,900,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Cash Flow Projection
January 2015 - December 2016

	2016 Budgeted Amounts											
	January	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Cash In:												
Public purpose and Incr funding	14,500,000	14,800,000	14,500,000	13,500,000	11,100,000	10,400,000	11,700,000	10,700,000	10,300,000	12,600,000	11,300,000	13,600,000
From other sources												
Investment Income	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000
Total cash in	14,524,000	14,824,000	14,524,000	13,524,000	11,124,000	10,424,000	11,724,000	10,724,000	10,324,000	12,624,000	11,324,000	13,624,000
Cash Out:	35,000,000	10,600,000	12,000,000	12,700,000	11,900,000	13,900,000	14,800,000	12,600,000	14,700,000	13,700,000	14,600,000	30,700,000
Net cash flow for the month	(20,076,000)	4,224,000	2,524,000	824,000	(776,000)	(3,476,000)	(3,076,000)	(1,876,000)	(4,376,000)	(1,076,000)	(3,276,000)	(17,076,000)
Beginning Balance: Cash & MM	23,069,916	2,993,916	7,217,916	9,741,916	10,565,916	9,789,916	6,313,916	3,237,916	1,361,916	(3,014,084)	(4,090,084)	(7,366,084)
Ending cash & MM	**2,993,916**	**7,217,916**	**9,741,916**	**10,565,916**	**9,789,916**	**6,313,916**	**3,237,916**	**1,361,916**	**(3,014,084)**	**(4,090,084)**	**(7,366,084)**	**(24,442,084)**
Future Commitments												
Renewable Incentives	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000	17,400,000
Efficiency Incentives	67,100,000	67,100,000	66,700,000	66,200,000	66,100,000	64,900,000	64,000,000	64,000,000	62,800,000	62,800,000	62,800,000	62,800,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	89,500,000	89,500,000	89,100,000	88,600,000	88,500,000	87,300,000	86,400,000	86,400,000	85,200,000	85,200,000	85,200,000	85,200,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Income Statement - Actual and Prior Yr Comparison
For the Month Ending May 31, 2015
(Unaudited)

	May				YTD			
	Actual	Actual Prior Year	Prior Year Variance	Variance %	Actual	Actual Prior Year	Prior Year Variance	Variance %
REVENUES								
Public Purpose Funds-PGE	2,867,684	2,927,269	(59,585)	-2%	16,036,807	16,789,640	(752,833)	-4%
Public Purpose Funds-PacifiCorp	2,073,600	2,066,142	7,458	0%	11,752,901	12,311,990	(559,089)	-5%
Public Purpose Funds-NW Natural	1,121,871	1,603,232	(481,362)	-30%	8,857,707	12,524,689	(3,666,982)	-29%
Public Purpose Funds-Cascade	104,961	102,442	2,519	2%	837,100	1,956,263	(1,119,164)	-57%
Total Public Purpose Funds	**6,168,116**	**6,699,085**	**(530,969)**	**-8%**	**37,484,515**	**43,582,583**	**(6,098,068)**	**-14%**
Incremental Funds - PGE	3,191,292	3,844,791	(653,499)	-17%	18,772,399	23,285,319	(4,512,919)	-19%
Incremental Funds - PacifiCorp	1,532,208	1,911,630	(379,422)	-20%	9,541,249	12,068,489	(2,527,239)	-21%
NW Natural - Industrial DSM			0		1,026,144	1,024,352	1,792	0%
NW Natural - Washington			0		678,392	527,177	151,215	
Contributions	700	900	(200)		700	13,400	(12,700)	
Revenue from Investments	52,089	22,332	29,757	133%	307,925	71,683	236,241	330%
TOTAL REVENUE	**10,944,405**	**12,478,738**	**(1,534,333)**	**-12%**	**67,811,324**	**80,573,003**	**(12,761,678)**	**-16%**
EXPENSES								
Program Subcontracts	4,407,207	4,403,074	(4,132)	0%	21,011,364	19,187,145	(1,824,219)	-10%
Incentives	7,605,772	6,059,570	(1,546,203)	-26%	23,631,871	17,211,972	(6,419,900)	-37%
Salaries and Related Expenses	869,137	1,011,240	142,103	14%	4,425,079	4,579,414	154,335	3%
Professional Services	554,724	599,040	44,316	7%	2,801,835	2,507,664	(294,171)	-12%
Supplies	1,666	3,019	1,353	45%	16,048	16,711	663	4%
Telephone	5,661	4,934	(727)	-15%	24,006	21,993	(2,013)	-9%
Postage and Shipping Expenses	772	1,403	631	45%	7,450	5,314	(2,136)	-40%
Occupancy Expenses	53,565	52,550	(1,015)	-2%	268,623	273,119	4,496	2%
Noncapitalized Equip. & Depr.	103,915	56,667	(47,247)	-83%	447,533	288,195	(159,338)	-55%
Call Center	12,816	12,062	(754)	-6%	66,800	62,518	(4,282)	-7%
Printing and Publications	2,617	4,340	1,724	40%	40,121	64,427	24,306	38%
Travel	18,899	20,595	1,696	8%	50,920	55,226	4,306	8%
Conference, Training & Mtng Exp	12,157	13,079	922	7%	65,062	76,706	11,644	15%
Interest Expense and Bank Fees			0		1,774	2,000	226	11%
Insurance	9,927	8,339	(1,588)	-19%	44,446	42,827	(1,619)	-4%
Miscellaneous Expenses			0		12	639	627	
Dues, Licenses and Fees	22,305	12,998	(9,306)	-72%	51,151	69,829	18,679	27%
TOTAL EXPENSES	**13,681,140**	**12,262,911**	**(1,418,229)**	**-12%**	**52,954,093**	**44,465,697**	**(8,488,396)**	**-19%**
TOTAL REVENUE LESS EXPENSES	**(2,736,735)**	**215,827**	**(2,952,562)**	**-1368%**	**14,857,231**	**36,107,306**	**(21,250,074)**	**-59%**

Energy Trust of Oregon
Income Statement - Actual and YTD Budget Comparison
For the Month Ending May 31, 2015
(Unaudited)

	May				YTD			
	Actual	**Budget**	**Budget Variance**	**Variance %**	**Actual**	**Budget**	**Budget Variance**	**Variance %**
REVENUES								
Public Purpose Funds-PGE	2,867,684	2,913,344	(45,660)	-2%	16,036,807	16,709,233	(672,426)	-4%
Public Purpose Funds-PacifiCorp	2,073,600	2,190,845	(117,245)	-5%	11,752,901	11,973,601	(220,700)	-2%
Public Purpose Funds-NW Natural	1,121,871	1,211,011	(89,141)	-7%	8,857,707	9,460,599	(602,892)	-6%
Public Purpose Funds-Cascade	104,961	57,411	47,550	83%	837,100	1,090,814	(253,714)	-23%
Total Public Purpose Funds	**6,168,116**	**6,372,611**	**(204,495)**	**-3%**	**37,484,515**	**39,234,247**	**(1,749,732)**	**-4%**
Incremental Funds - PGE	3,191,292	3,126,600	64,692	2%	18,772,399	18,935,719	(163,319)	-1%
Incremental Funds - PacifiCorp	1,532,208	1,584,031	(51,823)	-3%	9,541,249	8,887,023	654,227	7%
NW Natural - Industrial DSM			0		1,026,144	999,140	27,004	3%
NW Natural - Washington			0		678,392	705,676	(27,284)	-4%
Contributions	700		700		700		700	
Revenue from Investments	52,089	24,000	28,089	117%	307,925	120,000	187,925	157%
TOTAL REVENUE	**10,944,405**	**11,107,243**	**(162,837)**	**-1%**	**67,811,324**	**68,881,805**	**(1,070,480)**	**-2%**
EXPENSES								
Program Subcontracts	4,407,207	4,182,158	(225,049)	-5%	21,011,364	21,003,235	(8,129)	0%
Incentives	7,605,772	5,853,428	(1,752,344)	-30%	23,631,871	24,608,929	977,058	4%
Salaries and Related Expenses	869,137	989,806	120,669	12%	4,425,079	4,933,947	508,868	10%
Professional Services	554,724	636,116	81,392	13%	2,801,835	3,324,277	522,442	16%
Supplies	1,666	3,650	1,984	54%	16,048	18,250	2,202	12%
Telephone	5,661	5,458	(203)	-4%	24,006	27,417	3,411	12%
Postage and Shipping Expenses	772	1,100	328	30%	7,450	5,500	(1,950)	-35%
Occupancy Expenses	53,565	61,519	7,953	13%	268,623	307,594	38,971	13%
Noncapitalized Equip. & Depr.	103,915	71,509	(32,405)	-45%	447,533	379,879	(67,653)	-18%
Call Center	12,816	13,000	184	1%	66,800	65,000	(1,800)	-3%
Printing and Publications	2,617	10,946	8,329	76%	40,121	54,729	14,609	27%
Travel	18,899	14,508	(4,390)	-30%	50,920	80,542	29,622	37%
Conference, Training & Mtng Exp	12,157	21,912	9,754	45%	65,062	143,708	78,647	55%
Interest Expense and Bank Fees		208	208	100%	1,774	1,042	(732)	-70%
Insurance	9,927	9,167	(760)	-8%	44,446	45,833	1,387	3%
Miscellaneous Expenses			0		12		-12	
Dues, Licenses and Fees	22,305	15,056	(7,248)	-48%	51,151	65,569	14,418	22%
TOTAL EXPENSES	**13,681,140**	**11,889,541**	**(1,791,599)**	**-15%**	**52,954,093**	**55,065,451**	**2,111,358**	**4%**
TOTAL REVENUE LESS EXPENSES	**(2,736,735)**	**(782,299)**	**(1,954,436)**	**250%**	**14,857,231**	**13,816,354**	**1,040,878**	**8%**

Energy Trust of Oregon
Statement of Functional Expenses
For the Five Months Ending May 31, 2015
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives/ Program Management & Deliver	$39,674,444	$ 4,968,791	$ 44,643,235				$ 44,643,235	$45,612,164	$ 968,929	2%
Payroll and Related Expenses	1,305,028	383,185	1,688,213	844,788	498,652	1,343,440	3,031,653	3,255,620	223,967	7%
Outsourced Services	1,939,202	238,355	2,177,558	100,071	417,064	517,134	2,694,692	3,064,318	369,626	12%
Planning and Evaluation	780,195	25,933	806,129	576		576	806,705	991,313	184,608	19%
Customer Service Management	262,492	21,976	284,468				284,468	224,750	(59,718)	-27%
Trade Allies Network	130,281	8,867	139,148				139,148	166,128	26,980	16%
Total Program Expenses	**44,091,643**	**5,647,108**	**49,738,751**	**945,435**	**915,716**	**1,861,151**	**51,599,902**	**53,314,293**	**1,714,391**	**3%**
Program Support Costs										
Supplies	4,261	1,344	5,605	3,891	2,120	6,011	11,616	12,980	1,364	11%
Postage and Shipping Expenses	1,080	2,281	3,361	1,937	464	2,401	5,762	3,378	(2,384)	-71%
Telephone	938	320	1,259	584	404	987	2,246	4,072	1,826	45%
Printing and Publications	36,073	631	36,704	1,610	1,208	2,818	39,522	52,987	13,465	25%
Occupancy Expenses	76,363	26,052	102,414	47,491	32,837	80,327	182,741	204,387	21,646	11%
Insurance	12,635	4,310	16,945	7,858	5,433	13,291	30,236	30,455	219	1%
Equipment	1,475	48,126	49,602	918	634	1,552	51,154	56,160	5,006	9%
Travel	14,110	3,025	17,135	9,194	12,810	22,004	39,139	65,000	25,861	40%
Meetings, Trainings & Conferences	10,561	5,979	16,541	22,727	5,640	28,367	44,907	120,804	75,897	63%
Interest Expense and Bank Fees				1,774		1,774	1,774	1,042	(732)	-70%
Depreciation & Amortization	20,440	6,973	27,413	12,712	8,789	21,501	48,914	43,197	(5,717)	-13%
Dues, Licenses and Fees	29,635	7,050	36,685	(10,184)	8,686	(1,498)	35,187	47,265	12,078	26%
Miscellaneous Expenses	12		12				12	0	(12)	
IT Services	569,529	75,130	644,660	128,127	88,194	216,321	860,980	1,109,431	248,451	22%
Total Program Support Costs	**777,113**	**181,222**	**958,334**	**228,637**	**167,220**	**395,857**	**1,354,191**	**1,751,158**	**396,967**	**23%**
TOTAL EXPENSES	**44,868,755**	**5,828,330**	**50,697,085**	**1,174,071**	**1,082,936**	**2,257,008**	**52,954,093**	**55,065,451**	**2,111,358**	**4%**
OPUC Measure vs. 8%	**4.8%**									

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Five Months Ending May 31, 2015
Unaudited

	ENERGY EFFICIENCY								
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Oregon Total	NWN WA	ETO Total
REVENUES									
Public Purpose Funding	$12,409,936	$9,174,833	$21,584,769	$0	$8,857,707	$837,100	$31,279,576	$0	$31,279,576
Incremental Funding	18,772,399	9,541,249	28,313,649	1,026,144			29,339,793	678,392	30,018,185
Contributions									
Revenue from Investments									
TOTAL PROGRAM REVENUE	**31,182,335**	**18,716,082**	**49,898,418**	**1,026,144**	**8,857,707**	**837,100**	**60,619,369**	**678,392**	**61,297,761**
EXPENSES									
Program Management (Note 3)	1,123,841	797,833	1,921,674	57,143	271,166	39,490	2,289,473	47,318	2,336,791
Program Delivery	9,195,202	6,720,540	15,915,744	292,882	1,884,919	224,906	18,318,452	133,314	18,451,766
Incentives	9,572,295	6,520,611	16,092,905	92,366	2,293,889	193,677	18,672,837	148,967	18,821,804
Program Eval & Planning Svcs.	748,326	583,810	1,332,136	12,796	178,535	14,204	1,537,670	16,702	1,554,372
Program Marketing/Outreach	978,805	678,761	1,657,564	8,909	343,745	23,930	2,034,148	26,867	2,061,015
Program Quality Assurance	7,411	6,316	13,727	0	5,636	211	19,574	0	19,574
Outsourced Services	233,756	160,038	393,793	8,606	46,108	4,934	453,441	0	453,441
Trade Allies & Cust. Svc. Mgmt.	170,234	122,306	292,541	1,168	81,365	4,707	379,781	12,992	392,773
IT Services	255,316	198,516	453,831	4,207	91,810	6,597	556,445	13,085	569,530
Other Program Expenses - all	97,385	68,931	166,316	2,791	21,170	2,263	192,542	15,150	207,692
TOTAL PROGRAM EXPENSES	**22,382,571**	**15,857,662**	**38,240,231**	**480,868**	**5,218,343**	**514,919**	**44,454,363**	**414,395**	**44,868,755**
ADMINISTRATIVE COSTS									
Management & General (Notes 1 & 2)	518,348	367,241	885,589	11,136	120,849	11,925	1,029,499	9,597	1,039,097
Communications & Customer Svc (Notes 1 &	478,113	338,734	816,847	10,272	111,469	11,000	949,587	8,852	958,439
Total Administrative Costs	**996,461**	**705,975**	**1,702,436**	**21,408**	**232,318**	**22,925**	**1,979,086**	**18,449**	**1,997,536**
TOTAL PROG & ADMIN EXPENSES	**23,379,032**	**16,563,637**	**39,942,667**	**502,276**	**5,450,661**	**537,844**	**46,433,449**	**432,844**	**46,866,294**
TOTAL REVENUE LESS EXPENSES	**7,803,303**	**2,152,445**	**9,955,751**	**523,868**	**3,407,046**	**299,256**	**14,185,920**	**245,548**	**14,431,470**
NET ASSETS - RESERVES									
Cumulative Carryover at 12/31/14	27,816,061	15,090,308	42,906,369	580,920	9,503,289	1,156,900	54,147,478	217,848	54,365,326
Change in net assets this year	7,803,303	2,152,445	9,955,751	523,868	3,407,046	299,256	14,185,920	245,548	14,431,470
Ending Net Assets - Reserves	**35,619,364**	**17,242,753**	**52,862,120**	**1,104,788**	**12,910,335**	**1,456,156**	**68,333,398**	**463,396**	**68,796,796**
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables	35,619,364	17,242,753	52,862,120	1,104,788	12,910,335	1,456,156	68,333,398	463,396	68,796,796
Assets Released for General Purpose									
Emergency Contingency Pool									
TOTAL NET ASSETS CUMULATIVE	35,619,364	17,242,753	52,862,120	1,104,788	12,910,335	1,456,156	68,333,398	463,396	68,796,796

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have bee allocated based on total expenses.
Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.
Note 3) Program Management costs include both outsourced and internal staff.

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Five Months Ending May 31, 2015
Unaudited

	RENEWABLE ENERGY				TOTAL			
	PGE	PacifiCorp	Total	Other	All Programs	Approved budget	Change	% Change
REVENUES								
Public Purpose Funding	$3,626,871	$2,578,068	$6,204,939	$0	$37,484,515	$39,234,247	($1,749,732)	-4%
Incremental Funding					30,018,185	29,527,558	490,627	2%
Contributions				700	700		700	
Revenue from Investments				307,924	307,924	120,000	187,924	157%
TOTAL PROGRAM REVENUE	**3,626,871**	**2,578,068**	**6,204,939**	**308,624**	**67,811,324**	**68,881,805**	**(1,070,481)**	-2%
EXPENSES								
Program Management (Note 3)	281,035	110,446	391,481		2,728,272	2,916,272	$188,000	6%
Program Delivery	90,460	59,930	150,390		18,602,156	18,343,211	(258,945)	-1%
Incentives	3,477,896	1,332,172	4,810,067		23,631,871	24,608,930	977,059	4%
Program Eval & Planning Svcs.	19,677	7,337	27,012		1,581,384	1,998,664	417,280	21%
Program Marketing/Outreach	33,192	21,293	54,486		2,115,501	2,347,999	232,498	10%
Program Quality Assurance	0	0	0		19,574	25,000	5,426	
Outsourced Services	43,150	139,641	182,791		636,232	654,425	18,193	3%
Trade Allies & Cust. Svc. Mgmt.	20,489	10,354	30,843		423,616	390,879	(32,737)	-8%
IT Services	54,131	20,999	75,130		644,660	830,688	186,028	22%
Other Program Expenses - all	70,449	35,680	106,129		313,821	412,918	99,097	24%
TOTAL PROGRAM EXPENSES	**4,090,479**	**1,737,852**	**5,828,330**	**-**	**50,697,085**	**52,528,986**	**1,831,901**	**3%**
ADMINISTRATIVE COSTS								
Management & General (Notes 1 & 2)	94,730	40,247	134,976		1,174,071	1,383,656	209,585	15%
Communications & Customer Svc (Notes 1 &	87,376	37,122	124,498		1,082,936	1,152,811	69,875	6%
Total Administrative Costs	**182,106**	**77,369**	**259,474**		**2,257,008**	**2,536,467**	**279,459**	**11%**
TOTAL PROG & ADMIN EXPENSES	**4,272,585**	**1,815,221**	**6,087,803**		**52,954,093**	**55,065,453**	**2,111,360**	**4%**
TOTAL REVENUE LESS EXPENSES	**(645,714)**	**762,847**	**117,135**	**308,624**	**14,857,231**	**13,816,352**	**1,040,879**	**8%**
NET ASSETS - RESERVES								
Cumulative Carryover at 12/31/14	13,736,997	10,937,994	24,674,991	8,186,804	87,227,121	88,912,387	(1,685,266)	-2%
Change in net assets this year	(645,714)	762,847	117,135	308,624	14,857,231	13,816,352	1,040,879	8%
Ending Net Assets - Reserves	**13,091,283**	**11,700,841**	**24,792,126**	**8,495,428**	**102,084,353**	**102,728,739**	**(644,386)**	**-1%**
Ending Reserve by Category								
Program Reserves (Efficiency and Renewables	13,091,283	11,700,841	24,792,126	3,495,428	97,084,353			
Assets Released for General Purpose								
Emergency Contingency Pool				5,000,000	5,000,000			
TOTAL NET ASSETS CUMULATIVE	13,091,283	11,700,841	24,792,126	8,495,428	102,084,353	102,728,739	(644,386)	-1%

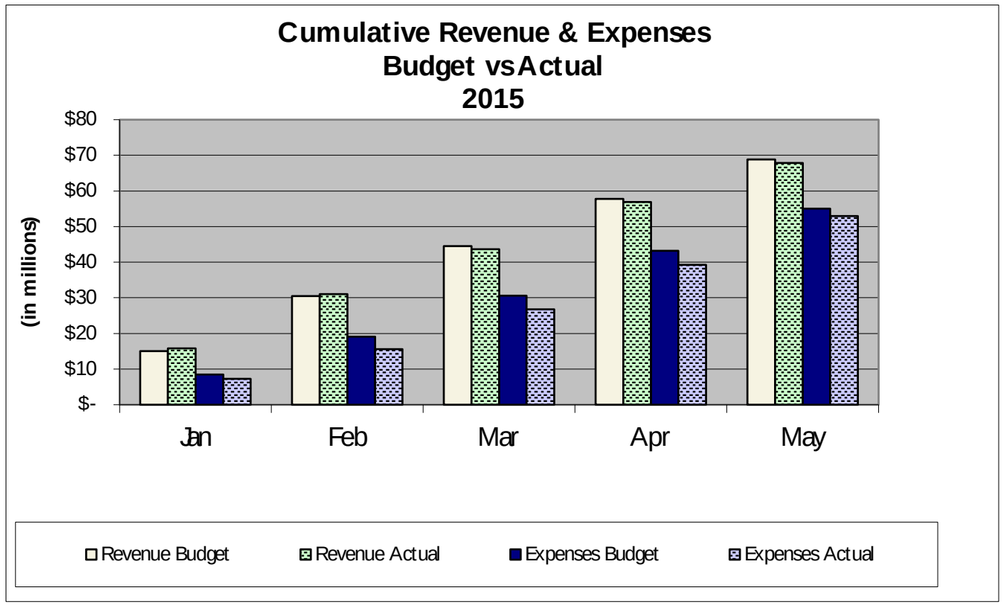
Energy Trust of Oregon
Program Expense by Service Territory
For the Four Months Ending May 31, 2015
(Unaudited)

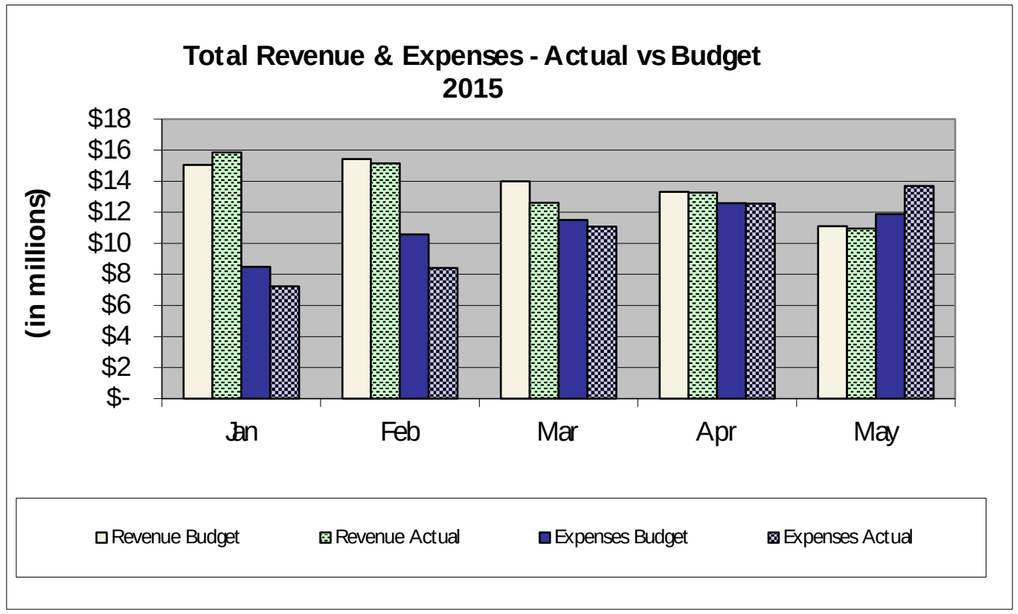
	PGE	Pacific Power	Subtotal Elec.	NWN Industrial	NW Natural Gas	Cascade	Subtotal Gas	Oregon Total	NWN WA	ETO Total	YTD Budget	Variance	% Var
Energy Efficiency													
Commercial													
Existing Buildings	$7,704,572	$ 5,051,803	$ 12,756,375	$ 176,722	$ 983,350	$ 172,798	$ 1,332,870	$ 14,089,245	$140,222	$14,229,467	$14,536,908	$ 307,441	2%
New Buildings	1,417,544	2,029,275	3,446,819	26,168	265,460	46,938	338,565	3,785,384		3,785,384	4,146,385	361,001	9%
NEEA	518,891	374,632	893,524		40,068	4,043	44,111	937,635	2,888	940,523	1,139,408	198,885	17%
Total Commercial	**9,641,007**	**7,455,711**	**17,096,718**	**202,890**	**1,288,878**	**223,778**	**1,715,546**	**18,812,264**	**143,110**	**18,955,374**	**19,822,701**	**867,327**	**4%**
Industrial													
Production Efficiency	4,889,133	3,539,171	8,428,304	299,385	227,508	78,126	605,019	9,033,323		9,033,323	8,304,320	(729,003)	-9%
NEEA	132,211	95,370	227,581					227,581		227,581	63,108	(164,473)	-261%
Total Industrial	**5,021,344**	**3,634,541**	**8,655,885**	**299,385**	**227,508**	**78,126**	**605,019**	**9,260,904**	**-**	**9,260,904**	**8,367,428**	**(893,476)**	**-11%**
Residential													
Existing Homes	2,898,315	2,470,205	5,368,519	-	2,213,008	82,730	2,295,738	7,664,257	157,320	7,821,577	8,621,426	799,849	9%
New Homes/Products	4,887,208	2,335,608	7,222,816	-	1,646,896	145,487	1,792,383	9,015,199	125,905	9,141,104	11,173,172	2,032,068	18%
NEEA	931,154	667,570	1,598,725		74,370	7,724	82,094	1,680,819	6,509	1,687,328	1,552,365	(134,963)	-9%
Total Residential	**8,716,677**	**5,473,383**	**14,190,059**	**-**	**3,934,274**	**235,941**	**4,170,215**	**18,360,275**	**289,734**	**18,650,009**	**21,346,963**	**2,696,954**	**13%**
Energy Efficiency Costs	**23,379,032**	**16,563,637**	**39,942,667**	**502,276**	**5,450,661**	**537,844**	**6,490,780**	**46,433,449**	**432,844**	**46,866,287**	**49,537,092**	**2,670,805**	**5%**
Renewables													
Solar Electric (Photovoltaic)	2,806,555	1,435,744	4,242,299					4,242,299		4,242,299	3,290,574	(951,725)	-29%
Other Renewable	1,466,029	379,476	1,845,505					1,845,505		1,845,505	2,237,786	392,281	18%
Renewables Costs	**4,272,585**	**1,815,221**	**6,087,803**	**-**	**-**	**-**	**-**	**6,087,803**	**-**	**6,087,804**	**5,528,360**	**(559,444)**	**-10%**
Cost Grand Total	**27,651,612**	**18,378,855**	**46,030,466**	**502,276**	**5,450,661**	**537,844**	**6,490,780**	**52,521,246**	**432,844**	**52,954,093**	**55,065,452**	**2,111,361**	**4%**

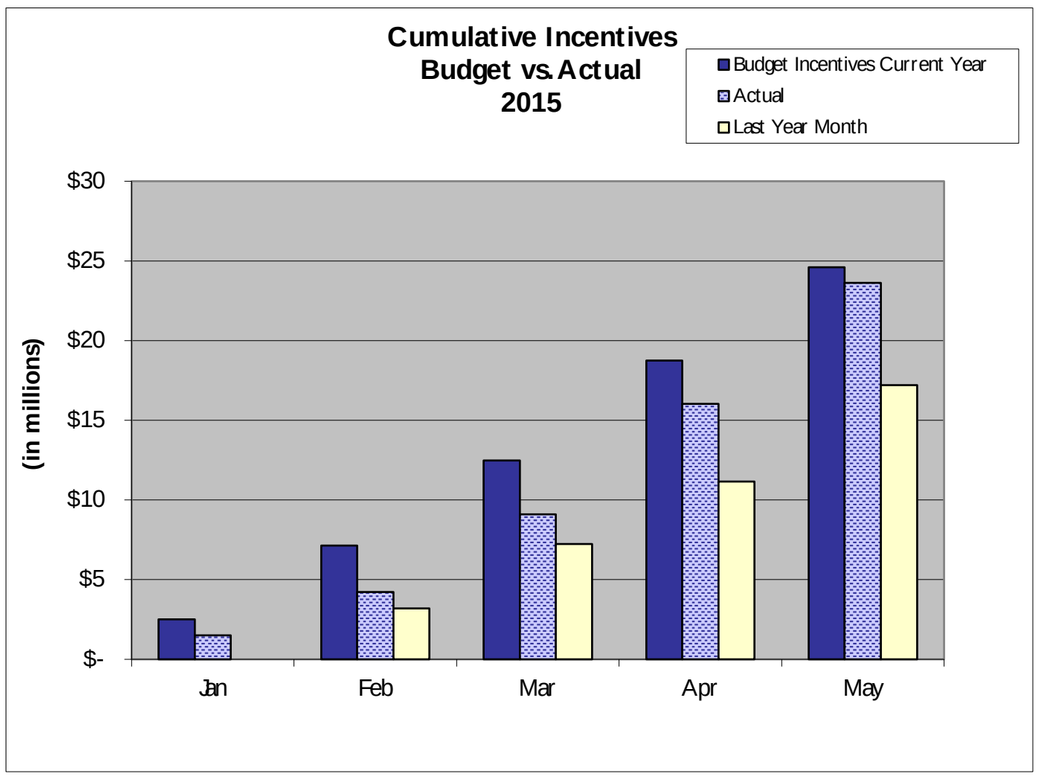
Energy Trust of Oregon
Administrative Expenses
For the 2nd Quarter and Five Months Ending May 31, 2015
(Unaudited)

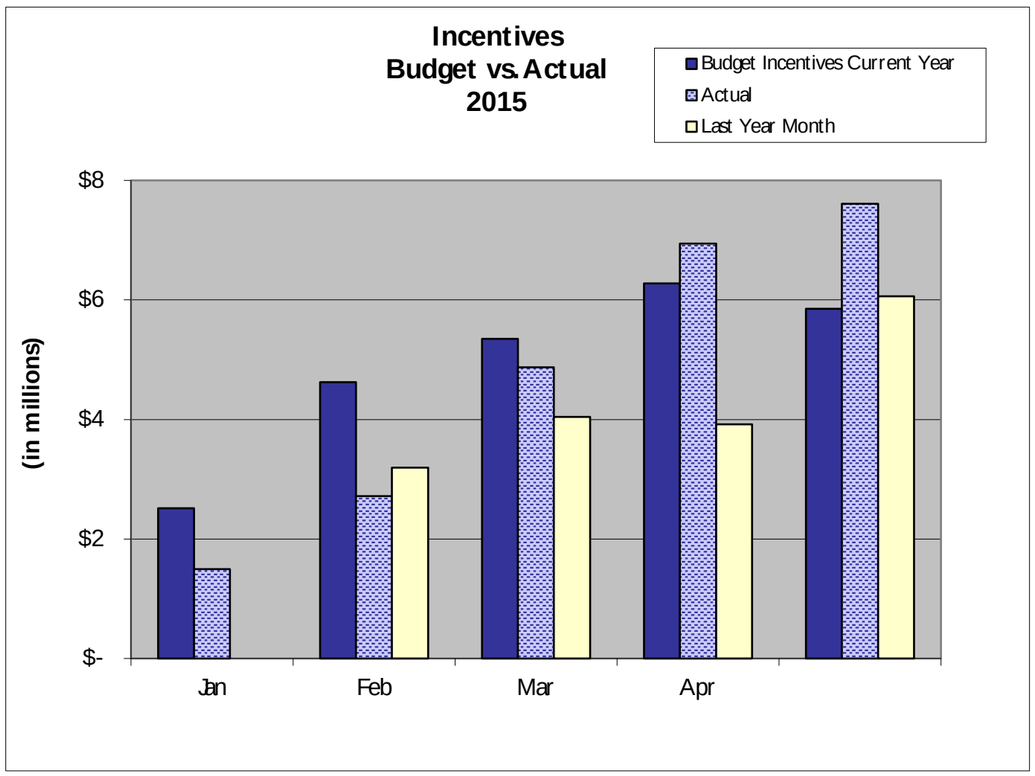
	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE
EXPENSES												
Outsourced Services	$27,171	$104,922	$77,751	$85,305	$187,203	$101,899	$72,207	$165,200	$92,993	$417,064	$409,258	($7,806)
Legal Services	14,766	6,750	(8,016)	14,766	11,250	(3,516)						
Salaries and Related Expenses	338,489	528,459	189,971	844,720	865,685	20,965	209,643	332,886	123,243	498,606	554,810	56,204
Supplies		1,075	1,075	1,441	1,792	351	51	250	199	427	417	(10)
Postage and Shipping Expenses	(473)		473	1,265		(1,265)						
Printing and Publications	1,502	88	(1,415)	1,546	146	(1,401)	564	1,250	686	1,164	2,083	919
Travel	3,870	12,387	8,518	9,156	20,646	11,490	4,742	6,250	1,508	12,784	10,417	(2,368)
Conference, Training & Mtngs	5,538	33,522	27,985	22,568	50,771	28,203	3,310	3,500	190	5,530	5,833	304
Interest Expense and Bank Fees	17	625	608	1,774	1,042	(732)						
Dues, Licenses and Fees	(11,850)	1,419	13,269	(10,184)	2,595	12,779	2,327	2,125	(202)	8,686	3,542	(5,144)
Shared Allocation (Note 1)	29,588	46,031	16,443	73,010	76,719	3,708	22,669	31,685	9,016	50,482	52,808	2,326
IT Service Allocation (Note 2)	54,114	97,237	43,122	128,127	165,100	36,973	37,249	66,931	29,682	88,194	113,644	25,450
Planning & Eval	217	429	212	576	708	132						
TOTAL EXPENSES	**462,949**	**832,944**	**369,996**	**1,174,071**	**1,383,657**	**209,586**	**352,762**	**610,077**	**257,315**	**1,082,936**	**1,152,812**	**69,875**

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


Cumulative Revenue & Expenses
Budget vs Actual
2015
(in millions)
$80
$70
$60
$50
$40
$30
$20
$10
$-
Jan
Feb
Mar
Apr
May
Revenue Budget
Revenue Actual
Expenses Budget
Expenses Actual


Total Revenue & Expenses - Actual vs Budget
2015
(in millions)
$18
$16
$14
$12
$10
$8
$6
$4
$2
$-
Jan
Feb
Mar
Apr
May
Revenue Budget
Revenue Actual
Expenses Budget
Expenses Actual


Cumulative Incentives
Budget vs. Actual
2015
Budget Incentives Current Year
Actual
Last Year Month
(in millions)
$30
$25
$20
$15
$10
$5
$-
Jan
Feb
Mar
Apr
May


Incentives
Budget vs. Actual
2015
Budget Incentives Current Year
Actual
Last Year Month
(in millions)
$8
$6
$4
$2
$-
Jan
Feb
Mar
Apr

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
		Administration Total:	**7,614,436**	**3,985,068**	**3,629,368**		
Communications							
		Communications Total:	**3,692,246**	**2,319,694**	**1,372,552**		
Energy Efficiency							
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	33,662,505	3,178,866	30,483,639	1/1/2015	7/1/2020
ICF Resources, LLC	2015 BE PMC	Fairfax	9,361,147	3,967,492	5,393,655	1/1/2015	12/31/2015
CLEAResult Consulting Inc	2015 HES PMC	Austin	6,831,251	2,779,210	4,052,041	1/1/2015	12/31/2015
Northwest Energy Efficiency Alliance	Regional Gas EE Initiative	Portland	6,200,354	265,218	5,935,136	1/1/2015	7/1/2020
CLEAResult Consulting Inc	2015 NBE PMC	Austin	4,986,181	1,855,841	3,130,340	1/1/2015	12/31/2015
Lockheed Martin Services, Inc.	2015 MF PMC	Cherry Hill	4,158,899	1,610,052	2,548,847	1/1/2015	12/31/2015
Ecova Inc	2015 Products PMC	Spokane	3,601,890	1,518,647	2,083,243	1/1/2015	1/31/2016
CLEAResult Consulting Inc	2015 NH PMC	Austin	2,772,252	1,100,858	1,671,394	1/1/2015	12/31/2015
Energy 350 Inc	PDC - PE 2015	Portland	2,388,150	966,747	1,421,403	1/1/2015	12/31/2015
Portland General Electric	PDC - PE 2015	Portland	2,211,000	891,907	1,319,093	1/1/2015	12/31/2015
Oregon State University	CHP Project - OSU	Corvallis	2,024,263	1,982,682	41,581	12/20/2010	1/31/2016
Northwest Power & Conservation Council	RTF Funding Agreement		1,825,000	321,766	1,503,234	2/25/2015	12/31/2019
Cascade Energy, Inc.	PDC - PE 2015 Small Industrial	Walla Walla	1,497,000	640,634	856,366	1/1/2015	12/31/2015
NEXANT, INC.	PDC - PE 2015	San Francisco	1,344,550	673,450	671,100	1/1/2015	12/31/2015
Evergreen Consulting Group, LLC	PE Lighting PDC 2015	Tigard	1,296,000	425,112	870,888	1/1/2015	12/31/2015
RHT Energy Solutions	PDC - PE 2015	Medford	1,126,440	417,974	708,466	1/1/2015	12/31/2015
Triple Point Energy Inc.	PDC - SEM 2015	Portland	1,048,000	217,748	830,252	1/1/2015	12/31/2015
HST&V, LLC	PDC - SEM 2015	Portland	848,375	378,143	470,232	1/1/2015	12/31/2015
EnergySavvy Inc.	EnergySavvy Online Audit Tool	Seattle	587,500	485,004	102,496	1/1/2012	12/31/2015
Clean Energy Works, Inc.	EE Incentive & Services Agmt	Portland	497,340	194,740	302,600	7/1/2014	12/31/2015
Cascade Energy, Inc.	SEM Curriculum	Walla Walla	404,080	398,618	5,462	5/1/2014	4/30/2016
OPOWER, Inc.	OPower Personal Energy Reports	Arlington	399,447	397,287	2,160	8/1/2013	7/31/2015
The Cadmus Group Inc.	PE Impact Eval 2012	Watertown	345,000	205,388	139,612	4/15/2014	8/31/2015
Craft3	SWR Loan Origination/Loss Fund	Portland	305,000	8,850	296,150	6/1/2014	6/30/2015
Energy Market Innovations, Inc.	Lighting Controls Savings Est	Seattle	305,000	208,664	96,336	10/1/2014	9/30/2015
EnerNoc, Inc.	Commercial SEM curriculum	Boston	300,915	193,878	107,037	6/27/2014	5/30/2016
Craft3	Loan Agreement	Portland	300,000	100,000	200,000	6/1/2014	6/20/2025
CLEAResult Consulting Inc	2015 HES WA PMC	Austin	277,600	102,145	175,455	1/1/2015	12/31/2015

Home Performance Contractors Guild of Oregon	Existing Homes Program Support	Portland	248,750	189,978	58,772	1/1/2012	12/31/2015
ICF Resources, LLC	2015 BE NWN WA PMC	Fairfax	196,984	69,421	127,563	1/1/2015	12/31/2015
The Cadmus Group Inc.	PE SEM Impact Evaluation	Watertown	177,000	0	177,000	5/1/2015	12/31/2015
Northwest Energy Efficiency Alliance	Product Funding Agreement	Portland	171,851	171,851	0	6/5/2014	12/31/2015
Navigant Consulting Inc	CORE Improvement Pilot Eval	Boulder	140,000	140,000	0	9/1/2012	12/31/2015
ICF Resources, LLC	2015 BE DSM PMC	Fairfax	119,627	24,863	94,764	1/1/2015	12/31/2015
Abt SRBI Inc.	Fast Feedback Surveys	New York	118,000	77,990	40,010	1/31/2014	2/29/2016
Ecotope, Inc.	Gas Hearth Study	Seattle	105,104	105,096	8	10/10/2013	9/1/2015
ICF Resources, LLC	OSU CHP Performance Monitoring	Fairfax	100,000	54,458	45,543	7/1/2013	6/30/2016
1000 Broadway Building L.P.	Pay-for-Performance Pilot	Portland	88,125	0	88,125	10/17/2014	11/1/2018
The Cadmus Group Inc.	Commercial Op Pilot Eval	Watertown	85,000	85,000	0	7/1/2011	9/1/2015
The Cadmus Group Inc.	PE SEM Evaluation	Watertown	80,000	72,617	7,384	10/1/2014	8/31/2015
Research Into Action, Inc.	SWR OnBill Repmt Pilot Eval	Portland	73,000	21,109	51,891	11/1/2014	6/30/2016
KEMA Incorporated	Impact Evaluation NBE '11 -'14	Oakland	70,000	23,250	46,750	3/2/2015	11/30/2015
Pivotal Energy Solutions LLC	License Agreement	Gilbert	64,500	39,353	25,147	3/1/2014	12/31/2015
SBW Consulting, Inc.	Path to Net Zero Impact Eval	Bellevue	60,000	13,420	46,581	3/19/2015	12/31/2015
Earth Advantage, Inc.	New Homes Code Change Analysis	Portland	54,110	7,443	46,668	1/1/2015	11/1/2015
Balanced Energy Solutions LLC	New Homes QA Inspections	Portland	54,000	0	54,000	4/27/2015	12/31/2015
Evergreen Economics	New Homes Process Evaluation	Portland	50,000	0	50,000	6/1/2015	12/31/2015
MetaResource Group	Intel DX1 Mod 1&2 Megaproject	Portland	45,000	0	45,000	4/1/2015	5/1/2017
NEXANT, INC.	Products Process Evaluation'15	San Francisco	43,000	0	43,000	4/15/2015	8/31/2015
PWP, Inc.	SEM Intro Pilot Evaluation	Gaithersburg	40,000	21,490	18,510	10/28/2013	10/2/2015
Evergreen Economics	Gas Hearth Mrkt Transformation	Portland	37,840	29,540	8,300	1/1/2015	7/31/2015
KEMA Incorporated	Billing Analysis Review	Oakland	35,000	0	35,000	3/15/2015	12/31/2016
Pivotal Energy Solutions LLC	EPS New Home dbase construct	Gilbert	35,000	29,000	6,000	7/1/2014	6/30/2016
Apex Analytics LLC	Gas Thermostat	Boulder	30,000	11,360	18,640	10/20/2014	12/31/2015
Research Into Action, Inc.	MPower Pilot Evaluation	Portland	30,000	7,504	22,496	2/1/2015	4/1/2016
Research Into Action, Inc.	LED Street Lighting Assessment	Portland	30,000	5,060	24,940	5/1/2015	10/31/2015
WegoWise Inc	benchmarking license 2015	Boston	30,000	8,156	21,844	6/15/2014	12/31/2016
LightTracker, Inc.	CREED Data	Boulder	26,000	26,000	0	10/3/2014	8/1/2015
Energy Center of Wisconsin	Billing Analysis Review	Madison	25,000	0	25,000	3/15/2015	12/31/2016
Evergreen Economics	Air Sealing Pilot Evaluation	Portland	25,000	1,155	23,845	10/15/2014	12/31/2015
Northwest Food Processors Association	NW Industrial EE Summit 2015	Portland	25,000	17,965	7,035	11/30/2014	12/31/2015
Portland General Electric	2015 Workshop Sponsorship	Portland	25,000	25,000	0	1/1/2015	12/31/2015

CLEAResult Consulting Inc	Professional Services/Trans	Austin	22,588	19,539	3,049	10/15/2014	10/15/2016
MetaResource Group	Pay-for-Performance Pilot Eval	Portland	20,000	2,250	17,750	8/5/2014	12/31/2015
Consortium for Energy Efficiency	Membership Dues - 2015		18,736	18,736	0	1/1/2015	12/31/2015
Abt SRBI Inc.	NH Gas Fireplace Survey	New York	16,500	16,000	500	2/11/2015	8/30/2015
Energy 350 Inc	Professional Services	Portland	14,920	14,920	0	12/10/2014	12/10/2016
MetaResource Group	Mosier Well Energy Eff Study	Portland	13,500	0	13,500	7/1/2015	12/15/2015
Cascade Energy, Inc.	C/E & C/A Calculator Revisions	Walla Walla	12,100	0	12,100	5/21/2015	8/1/2015
Triple Point Energy Inc.	SEM Materials Review	Portland	10,500	5,175	5,325	2/11/2015	8/31/2015
EnerNoc, Inc.	SEM Materials Review	Boston	10,000	2,719	7,281	2/13/2015	8/31/2015
Research Into Action, Inc.	Professional Services	Portland	9,590	9,570	20	9/1/2014	8/31/2016
Bridgetown Printing Company	January 2015 Bill Insert	Portland	9,517	9,517	0	1/1/2015	12/31/2015
City of Portland Bureau of Planning & Sustainability	Sponsorships - 2015	Portland	8,000	8,000	0	1/1/2015	12/31/2015
Northwest Energy Efficiency Council	BOC 2015 Sponsorship	Seattle	7,900	0	7,900	1/1/2015	12/31/2015
Northwest Environmental Business Council	Future Energy Conference 2015	Portland	7,650	7,650	0	3/25/2015	12/31/2015
Apose Pty Ltd	Aspose.NET Words Software Lice	Lane Cove	5,045	5,040	5	12/3/2014	12/3/2015
PWP, Inc.	SEM Claimed Savings Review	Gaithersburg	5,000	4,999	2	3/1/2015	8/31/2015
Social Enterprises Inc.	GoGreen Sponsorship - 2015	Portland	5,000	5,000	0	5/12/2015	12/31/2015
Conservations Services Group, Inc.	DSE&SWR Estimator Tool Updates	Portland	3,240	2,430	810	11/11/2014	11/11/2016
	Energy Efficiency Total:		**93,642,815**	**26,896,540**	**66,746,275**		

Joint Programs

Portland State University	Technology Forecasting		120,132	89,914	30,218	11/7/2011	12/31/2015
E Source Companies LLC	E Source Service Agreement	Boulder	74,900	74,900	0	2/1/2014	1/31/2016
The Cadmus Group Inc.	Evaluation Consultant	Watertown	39,045	38,960	85	6/20/2013	2/28/2016
CoStar Realty Information Inc	Property Data	Baltimore	33,620	24,997	8,624	6/1/2011	5/31/2016
Research Into Action, Inc.	EH Attic Air Sealing Pilot Eva	Portland	30,000	21,264	8,737	10/8/2014	9/30/2016
Navigant Consulting Inc	P&E Consultant Services	Boulder	22,530	22,530	0	1/15/2014	12/30/2015
American Council for and Energy Efficient Economy	ACEEE Sponsorship - 2015		12,500	12,500	0	1/1/2015	12/31/2015
American Council for and Energy Efficient Economy	ACEEE Conference 2015		5,400	0	5,400	6/3/2015	8/6/2015
	Joint Programs Total:		**338,127**	**285,064**	**53,063**		

Renewable Energy

Clean Water Services	Project Funding Agreement		3,000,000	1,000,000	2,000,000	11/25/2014	11/25/2039
JC-Biomethane LLC	Biogas Plant Project Funding	Eugene	2,000,000	1,000,000	1,000,000	10/18/2012	10/18/2032
Steel Bridge Solar, LLC	Project Funding Agreement	Seattle	2,000,000	0	2,000,000	3/27/2015	12/15/2040
Oregon Institute of Technology	Geothermal Resource Funding	Klamath Falls	1,550,000	1,550,000	0	9/11/2012	9/11/2032

Central Oregon Irrigation District	COID Juniper Phase 2	Redmond	1,281,820	0	1,281,820	7/19/2013	7/19/2033
Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Mount Vernon	1,000,000	500,000	500,000	10/25/2012	10/25/2027
Three Sisters Irrigation District	TSID Hydro	Sisters	1,000,000	700,000	300,000	4/25/2012	9/30/2032
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	825,000	0	825,000	4/1/2014	4/1/2034
Tioga Solar VI, LLC	Photovoltaic Project Agreement	San Mateo	570,760	570,760	0	2/1/2009	2/1/2030
Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Lake Oswego	490,000	0	490,000	5/29/2015	5/28/2030
City of Medford	750kW Combined Heat & Power	Medford	450,000	450,000	0	10/20/2011	10/20/2031
City of Pendleton	Pendleton Microturbines	Pendleton	450,000	150,000	300,000	4/20/2012	4/20/2032
RES - Ag FGO LLC	Biogas Manure Digester Project	Washington	441,660	441,660	0	10/27/2010	10/27/2025
RES - Ag FGO LLC	Biogas Manure Digester - FGO	Washington	441,660	217,830	223,830	10/27/2010	10/27/2025
Oak Leaf Solar VI LLC	BVT Sexton Mtn PV	Beltsville	355,412	0	355,412	5/15/2014	12/31/2034
CIty of Gresham	City of Gresham Cogen 2		330,000	165,000	165,000	4/9/2014	7/9/2034
Farmers Conservation Alliance	Irrigation Collaboration Initi	Hood River	312,876	89,255	223,621	1/2/2015	12/31/2016
K2A Properties, LLC	Doerfler Wind Farm Project	Aumsville	230,000	230,000	0	5/20/2010	5/20/2030
Confederated Tribes of the Umatilla Indian Reservation	Small Wind Project Funding	Pendleton	170,992	170,992	0	7/25/2013	12/31/2028
Henley KBG, LLC	Henley Proj Dev Assistance	Reno	150,000	43,683	106,318	4/10/2014	12/31/2015
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Klamath Basin Geopower Inc	Poe Valley Proj Dev Assistance	Reno	112,874	63,000	49,874	4/10/2014	12/31/2015
Clean Power Research, LLC	PowerClerk License	Napa	111,478	108,808	2,670	7/1/2014	6/30/2015
Gary Higbee DBA WindStream Solar	Solar Verifier Services	Eugene	100,000	40,841	59,159	8/1/2014	7/31/2016
Wallowa Resources Community Solutions, Inc.	Upfront Hydroelectric Project		100,000	22,720	77,280	10/1/2011	10/1/2015
Deschutes Valley Water District	Early Development Assistance	Madras	68,373	0	68,373	7/23/2013	6/30/2015
Mapdwell LLC	Mapdwell Account	Boston	66,381	48,195	18,186	3/17/2014	3/31/2016
Mariah Wind LLC	Development Assistance Funding	Victor	65,300	0	65,300	10/25/2013	9/30/2015
Solar Oregon	2015 Outreach Agreement	Portland	43,800	12,700	31,100	1/1/2015	2/29/2016
State of Oregon Dept of Geology & Mineral Industries	Lidar Data	Portland	40,000	0	40,000	11/7/2014	12/1/2015
University of Oregon	UO SRML Contribution - 2015	Eugene	24,999	24,999	0	2/11/2015	3/8/2016
Robert Migliori	42kW wind energy system	Newberg	24,125	17,037	7,088	4/11/2007	1/31/2024
Solar Oregon	Education & Outreach Services	Portland	24,000	24,000	0	1/1/2014	12/31/2015
Solar Oregon	Website Upgrade Grant	Portland	20,000	0	20,000	12/8/2014	12/31/2015
Oregon Clean Power Cooperative	Grant Agreement	Corvallis	17,000	0	17,000	6/15/2015	6/30/2016
Warren Griffin	Griffin Wind Project	Salem	13,150	9,255	3,895	10/1/2005	10/1/2020
Lewis & Clark	Solar Soft Cost Analysis	Portland	13,000	9,400	3,600	12/5/2014	6/30/2015
OSEIA-Oregon Solar Energy Industries Assoc	OSEIA 2015 Conf Sponsorship		7,500	7,500	0	1/1/2015	12/31/2015

Clean Energy States Alliance	CESA ITAC Sponsorship		5,000	5,000	0	1/1/2015	12/31/2015
RHT Energy Solutions	Solar Marketing Consulting	Medford	4,500	4,500	0	10/15/2014	10/15/2016
	Renewable Energy Total:		**18,054,660**	**7,820,134**	**10,234,526**		
	Grand Total:		**123,342,285**	**41,306,501**	**82,035,784**		

Notes on June 2015 Financial Statements

July 20, 2015

Revenue

Year-to-Date revenue remains about $1 million below budgeted amounts.

Jun-15	YTD Actual	YTD Budget	YTD Var	YTD %	PY
PGE	40,685,149	41,390,458	(705,309)	-2%	46,521,283
PAC	24,839,322	24,520,256	319,066	1%	28,202,741
NWN	11,423,905	12,008,693	(584,788)	-5%	15,192,615
CNG	897,669	1,148,225	(250,556)	-22%	2,013,786
Investment Income	310,364	144,000	166,364	116%	96,004
Total	78,156,409	79,211,632	(1,055,223)	-1%	92,026,430

Reserves

Program reserves decreased further in June due to strong incentive spending. Reserves are currently 13% lower than where we were at this time last year, and we are 3% below budget for the year.

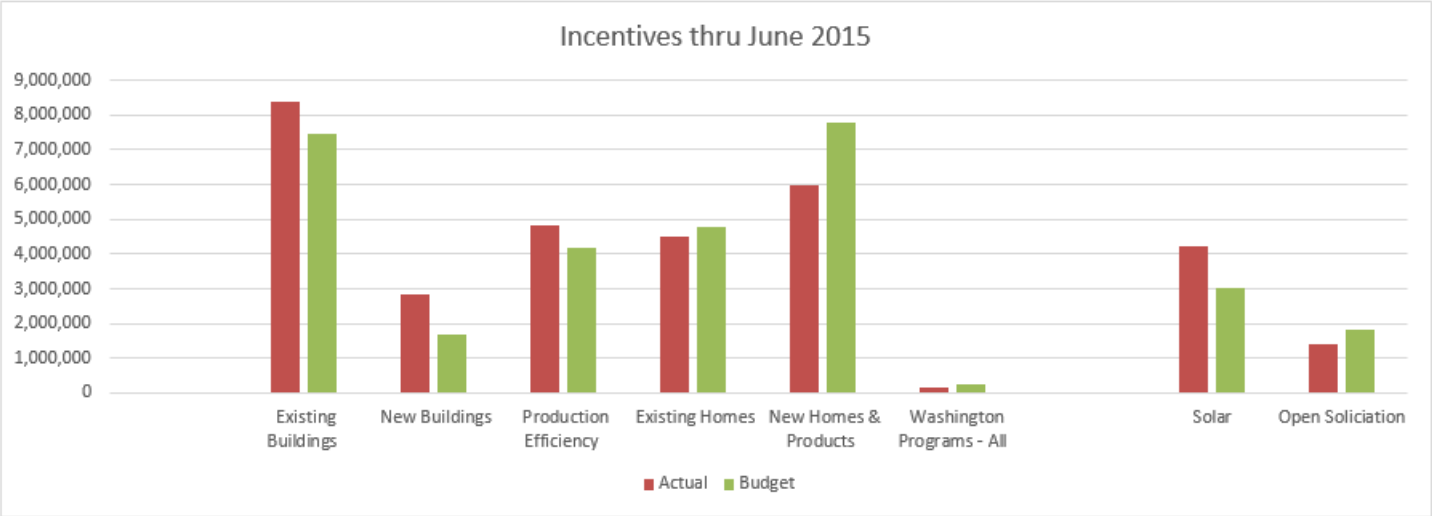
Reserves

	Actual 06/30/15 Amount	Actual 12/31/14 Amount	YTD % Change	Actual 06/30/14 Amount	12 month % Change
PGE	33,636,483	27,816,061	21%	38,844,603	-13%
PacifiCorp	15,814,383	15,090,308	5%	20,368,332	-22%
NW Natural	12,611,006	9,503,289	33%	15,070,665	-16%
Cascade	1,340,364	1,156,900	16%	1,831,001	-27%
NWN Industrial	908,926	580,920	56%	558,158	63%
NWN Washington	375,440	217,848	72%	556,385	-33%
PGE Renewables	12,947,599	13,736,997	-6%	14,040,854	-8%
PAC Renewables	11,839,079	10,937,994	8%	13,490,737	-12%
Program Reserves	89,473,280	79,040,317	13%	104,760,735	-15%
Contingency Reserve	5,000,000	5,000,000	0%	5,000,000	0%
Contingency Available	3,497,868	3,186,804	10%	3,103,114	13%
Total	97,971,157	87,227,121	12%	112,863,849	-13%

Incentive Expenses

Total expenses for June were $2 million greater than budget, due to strong incentive spending. Spending for the year is on track with the budget, and is now $10 million ahead of 2014 June YTD spending.

Incentives for the month came in 37% **over** budget ($2.4 million). This was mostly due to the programs pushing hard as they attempted to reach their mid-year targets. The majority of the programs did attain their savings goals. For those who made it, they will receive a payment of nearly half their retained, and they will have a lower retainage rate (3% rather than 5%) for the rest of the year.

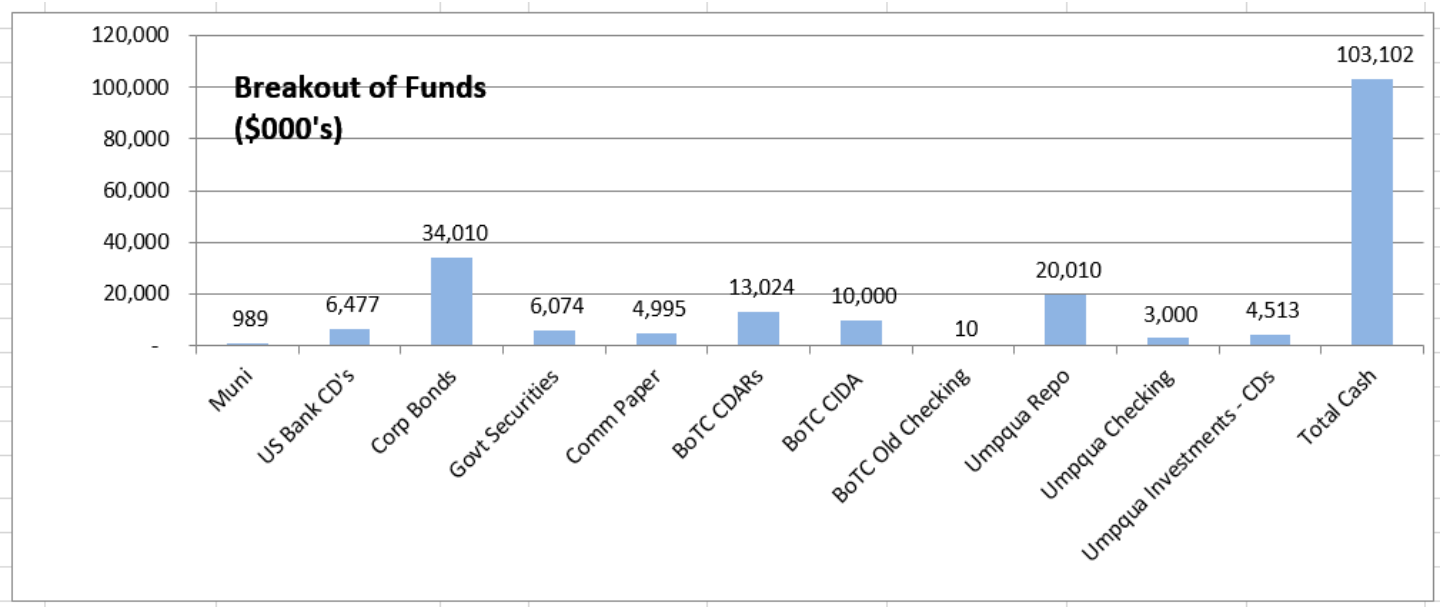


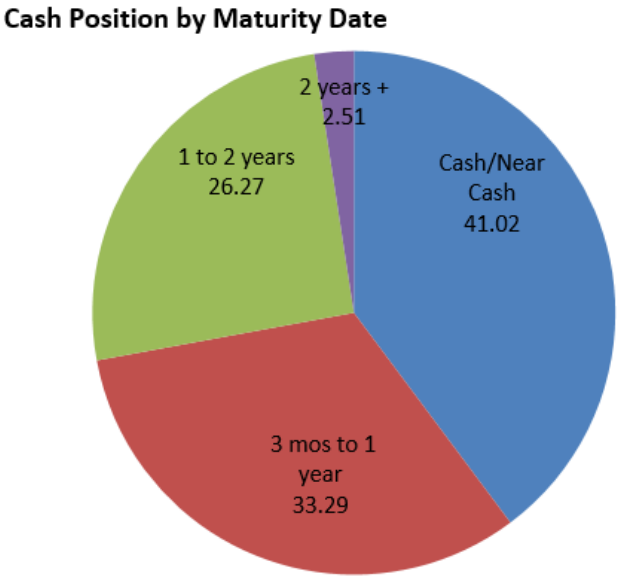
Incentives thru June 2015	Total Incentives Year-to-Date 2015			
	Actual	Budget	Variance	Var %
Existing Buildings	8,379,009	7,459,680	(919,329)	-12%
New Buildings	2,839,293	1,665,382	(1,173,911)	-70%
Production Efficiency	4,819,175	4,158,109	(661,067)	-16%
Existing Homes	4,514,504	4,765,034	250,530	5%
New Homes & Products	5,967,528	7,799,503	1,831,975	23%
Washington Programs - All	181,672	270,067	88,395	33%
Solar	4,248,576	3,015,000	(1,233,576)	-41%
Open Soliciation	1,386,535	1,822,365	435,830	24%
Total Incentives	32,336,292	30,955,138	(1,381,154)	-4%
Energy Efficiency Only	**26,701,180**	**26,117,773**	**(583,407)**	**-2%**

June 2015 vs. June 2014	Total Incentives Year-to-Year Comparison			
	Current Year	Prior Year	Variance	Var %
Existing Buildings	8,379,009	5,454,267	(2,924,742)	-54%
New Buildings	2,839,293	2,484,867	(354,425)	-14%
Production Efficiency	4,819,175	4,404,211	(414,965)	-9%
Existing Homes	4,514,504	3,555,345	(959,159)	-27%
New Homes & Products	5,967,528	5,301,336	(666,192)	-13%
Washington Programs - All	181,672	156,214	(25,458)	-16%
Solar	4,248,576	2,153,123	(2,095,453)	-97%
Open Solicitation	1,386,535	615,904	(770,631)	-125%
Total Incentives	32,336,292	24,125,267	(8,211,029)	-34%
Energy Efficiency Only	**26,701,180**	**21,356,240**	**(5,344,940)**	-25%

Investment Status

The graphs below show the type of investments we hold and the locations where our funds are held at the end of June (including cash). The second graph shows our overall liquidity. The average liquidity for all assets held at 6/30/15 was 232 days.





Energy Trust of Oregon
BALANCE SHEET
June 30, 2015
(Unaudited)

	June 2015	May 2015	Dec 2014	June 2014	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	33,020,705	40,219,037	51,411,367	71,158,883	(7,198,332)	(18,390,662)	(38,138,178)
Investments	69,557,425	66,975,187	64,490,244	47,499,987	2,582,238	5,067,181	22,057,439
Receivables	337,382	336,546	323,531	151,373	836	13,851	186,009
Prepaid Expenses	425,506	521,017	405,430	760,796	(95,512)	20,076	(335,290)
Advances to Vendors	1,828,314	827,420	1,482,149	2,037,922	1,000,894	346,165	(209,608)
Current Portion Note Receivable			0	10,000	0	0	(10,000)
Total Current Assets	**105,169,332**	**108,879,206**	**118,112,720**	**121,618,960**	**(3,709,875)**	**(12,943,389)**	**(16,449,629)**
Fixed Assets							
Computer Hardware and Software	3,176,080	3,088,030	1,653,762	1,474,056	88,050	1,522,318	1,702,025
Software Development in Progress	280,462	259,451	1025908.62	342690.61	21,011	(745,446)	(62,228)
Leasehold Improvements	318,964	318,964	318,964	313,333	-	-	5,631
Office Equipment and Furniture	698,874	679,343	679,343	600,662	19,530.75	19,530.75	98,212
Total Fixed Assets	**4,474,381**	**4,345,789**	**3,677,978**	**2,730,742**	**128,592**	**796,402**	**1,743,639**
Less Depreciation	(2,197,751)	(2,122,499)	(1,831,551)	(1,668,761)	(75,252)	(366,201)	(528,990)
Net Fixed Assets	**2,276,630**	**2,223,289**	**1,846,428**	**1,061,980**	**53,340**	**430,202**	**1,214,650**
Other Assets							
Rental Deposit	132,340	132,340	135,340	64,461	0	(3,000)	67,879
Deferred Compensation Asset	682,961	674,711	630,176	534,727	8,250	52,785	148,234
Long Term Portion Note Receivable	86,789	86,789	86,789	90000	-	-	(3,211)
Total Other Assets	**902,090**	**893,840**	**852,305**	**689,189**	**8,250**	**49,785**	**212,901**
Total Assets	**108,348,051**	**111,996,335**	**120,811,454**	**123,370,129**	**(3,648,284)**	**(12,463,402)**	**(15,022,078)**
Current Liabilities							
Accounts Payable and Accruals	8,555,832	8,098,370	31,924,631	8,858,337	457,462	(23,368,799)	(302,505)
Salaries, Taxes, & Benefits Payable	799,702	797,723	671,849	748,328	1,979	127,854	51,375
Total Current Liabilities	**9,355,534**	**8,896,093**	**32,596,480**	**9,606,665**	**459,442**	**(23,240,945)**	**(251,130)**
Long Term Liabilities							
Deferred Rent	333,021	335,800	349,692	357,822	(2,778)	(16,670)	(24,800)
Deferred Compensation Payable	682,961	674,711	632,976	534,727	8,250	49,985	148,234
Other Long-Term Liabilities	5,380	5,380	5,185	7,065	-	195	(1,685)
Total Long-Term Liabilities	**1,021,362**	**1,015,890**	**987,852**	**899,614**	**5,472**	**33,509**	**121,748**
Total Liabilities	**10,376,896**	**9,911,983**	**33,584,332**	**10,506,278**	**464,914**	**(23,207,436)**	**(129,382)**
Net Assets							
Unrestricted Net Assets	97,971,155	102,084,353	87,227,121	112,863,851	(4,113,198)	10,744,034	(14,892,696)
Total Net Assets	**97,971,155**	**102,084,353**	**87,227,121**	**112,863,851**	**(4,113,198)**	**10,744,034**	**(14,892,696)**
Total Liabilities and Net Assets	**108,348,051**	**111,996,335**	**120,811,454**	**123,370,129**	**(3,648,284)**	**(12,463,402)**	**(15,022,078)**

Energy Trust of Oregon
Cash Flow Statement-Indirect Method
Monthly 2015

	January	February	March	April	May	June	Year to Date
Operating Activities:							
Revenue less Expenses	8,620,993	6,726,499	1,531,158	715,318	(2,736,736)	(4,113,196)	$ 10,744,034
Non-cash items:							
Depreciation	40,242	41,284	64,566	71,460	73,396	75,252	366,200
Change in Reserve on Long Term Note	-	-	-				-
Loss on disposal of assets							
Receivables	5,800	11,583	-	(7,684)	-	(10,698)	(999)
Interest Receivable	4,268	(50,180)	58,204	8,452	(43,458)	9,862	(12,852)
Advances to Vendors	543,337	465,160	(1,177,147)	228,917	594,462	(1,000,894)	(346,165)
Prepaid expenses and other costs	14,982	47,842	(254,416)	68,730	7,275	95,511	(20,076)
Accounts payable	(20,265,729)	(2,448,214)	(352,009)	212,675	(972,984)	457,462	(23,368,799)
Payroll and related accruals	17,794	52,944	96,210	(24,170)	24,831	10,229	177,838
Deferred rent and other	(11,515)	(11,028)	(10,673)	(8,029)	(13,988)	(11,029)	(66,262)
Cash rec'd from / (used in) Operating Activities	(11,029,828)	4,835,890	(44,107)	1,265,669	(3,067,202)	(4,487,501)	$ (12,527,079)
Investing Activities:							
Investment Activity (1)	(2,475,092)	(5,431,428)	(1,217,888)	2,835,537	3,803,928	(2,582,238)	(5,067,181)
(Acquisition)/Disposal of Capital Assets	(132,268)	(142,396)	(143,192)	(151,901)	(98,053)	(128,592)	(796,402)
Cash rec'd from / (used in) Investing Activities	(2,607,360)	(5,573,824)	(1,361,080)	2,683,636	3,705,875	(2,710,830)	$ (5,863,583)
Cash at beginning of Period	51,411,367	37,774,180	37,036,243	35,631,058	39,580,364	40,219,037	51,411,367
Increase/(Decrease) in Cash	(13,637,187)	(737,934)	(1,405,187)	3,949,305	638,673	(7,198,331)	(18,390,662)
Cash at end of period	$ 37,774,180	$ 37,036,243	$ 35,631,058	$ 39,580,364	$ 40,219,037	$ 33,020,705	$ 33,020,705

(1) As investments mature, they are rolled into the Repo account.
Investments that are made during the month reduce available cash.

Energy Trust of Oregon
Cash Flow Projection
January 2015 - December 2016

	Actual						2015 Budget					
	January	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Cash In:												
Public purpose and Incr funding	15,740,912	15,125,779	12,539,730	13,204,663	10,891,616	10,343,345	11,323,817	10,742,615	11,386,992	11,617,673	11,277,417	13,728,071
From other sources	5,800	11,583	-	(7,684)	700	(10,698)	-	-	-	-	-	-
Investment Income	110,630	(27,478)	123,371	70,057	8,631	12,301	-	-	-	-	-	-
Total cash in	15,857,342	15,109,884	12,663,101	13,267,036	10,900,947	10,344,948	11,323,817	10,742,615	11,386,992	11,617,673	11,277,417	13,728,071
Cash Out:	29,494,530	15,847,819	14,068,288	9,317,730	10,262,273	17,543,282	12,062,797	11,666,056	13,824,099	14,561,789	10,844,661	19,494,539
Net cash flow for the month	(13,637,188)	(737,935)	(1,405,187)	3,949,306	638,674	(7,198,334)	(738,980)	(923,441)	(2,437,107)	(2,944,116)	432,756	(5,766,468)
Beginning Balance: Cash & MM	51,411,367	37,774,180	37,036,248	35,631,058	39,580,364	40,219,037	33,020,705	32,281,716	31,358,275	28,921,168	25,977,052	26,409,808
Ending cash & MM	**37,774,180**	**37,036,243**	**35,631,058**	**39,580,364**	**40,219,037**	**33,020,705**	**32,281,716**	**31,358,275**	**28,921,168**	**25,977,052**	**26,409,808**	**20,643,340**
Future Commitments												
Renewable Incentives	17,600,000	17,500,000	17,000,000	16,900,000	16,600,000	14,600,000	14,400,000	14,200,000	11,400,000	10,300,000	10,400,000	10,400,000
Efficiency Incentives	48,400,000	47,100,000	63,000,000	60,400,000	58,500,000	62,200,000	58,900,000	58,800,000	61,000,000	77,100,000	71,200,000	61,400,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	71,000,000	69,600,000	85,000,000	82,300,000	80,100,000	81,800,000	78,300,000	78,000,000	77,400,000	92,400,000	86,600,000	76,800,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Cash Flow Projection
January 2015 - December 2016

	2016 Budgeted Amounts											
	January	**February**	**March**	**April**	**May**	**June**	**July**	**August**	**September**	**October**	**November**	**December**
Cash In:												
Public purpose and Incr funding	14,500,000	14,800,000	14,500,000	13,500,000	11,100,000	10,400,000	11,700,000	10,700,000	10,300,000	12,600,000	11,300,000	13,600,000
From other sources												
Investment Income	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000
Total cash in	14,524,000	14,824,000	14,524,000	13,524,000	11,124,000	10,424,000	11,724,000	10,724,000	10,324,000	12,624,000	11,324,000	13,624,000
Cash Out:	33,900,000	10,600,000	12,000,000	12,700,000	11,900,000	13,900,000	14,800,000	12,600,000	14,700,000	13,700,000	14,600,000	30,700,000
Net cash flow for the month	(19,376,000)	4,224,000	2,524,000	824,000	(776,000)	(3,476,000)	(3,076,000)	(1,876,000)	(4,376,000)	(1,076,000)	(3,276,000)	(17,076,000)
Beginning Balance: Cash & MM	20,643,340	1,267,340	5,491,340	8,015,340	8,839,340	8,063,340	4,587,340	1,511,340	(364,660)	(4,740,660)	(5,816,660)	(9,092,660)
Ending cash & MM	**1,267,340**	**5,491,340**	**8,015,340**	**8,839,340**	**8,063,340**	**4,587,340**	**1,511,340**	**(364,660)**	**(4,740,660)**	**(5,816,660)**	**(9,092,660)**	**(26,168,660)**
Future Commitments												
Renewable Incentives	10,400,000	11,000,000	11,900,000	13,000,000	13,000,000	13,000,000	13,000,000	13,000,000	13,000,000	13,000,000	13,000,000	13,000,000
Efficiency Incentives	60,900,000	60,600,000	59,000,000	57,900,000	57,700,000	55,700,000	54,700,000	54,700,000	53,500,000	53,300,000	53,300,000	52,900,000
Emergency Contingency Pool	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Total Commitments	76,300,000	76,600,000	75,900,000	75,900,000	75,700,000	73,700,000	72,700,000	72,700,000	71,500,000	71,300,000	71,300,000	70,900,000

(1) Included in "Ending cash & MM" above

Dedicated funds adjustment: reduction in available cash for commitments to Renewable program projects with board approval, or when board approval not required, with signed agreements
Committed funds adjustment: reduction in available cash for commitments to Efficiency program projects with signed agreements
Cash reserve: reduction in available cash to cover cashflow variability and winter revenue risk
Escrow: dedicated funds set aside in separate bank accounts

Energy Trust of Oregon
Income Statement - Actual and Prior Yr Comparison
For the Month Ending June 30, 2015
(Unaudited)

	June				YTD			
	Actual	Actual Prior Year	Prior Year Variance	Variance %	Actual	Actual Prior Year	Prior Year Variance	Variance %
REVENUES								
Public Purpose Funds-PGE	2,795,740	2,765,251	30,489	1%	18,832,547	19,554,891	(722,344)	-4%
Public Purpose Funds-PacifiCorp	2,038,785	1,967,674	71,111	4%	13,791,686	14,279,664	(487,979)	-3%
Public Purpose Funds-NW Natural	861,662	1,116,397	(254,735)	-23%	9,719,369	13,641,086	(3,921,717)	-29%
Public Purpose Funds-Cascade	60,570	57,523	3,047	5%	897,669	2,013,786	(1,116,117)	-55%
Total Public Purpose Funds	**5,756,756**	**5,906,845**	**(150,089)**	**-3%**	**43,241,271**	**49,489,428**	**(6,248,157)**	**-13%**
Incremental Funds - PGE	3,080,203	3,681,073	(600,871)	-16%	21,852,602	26,966,392	(5,113,790)	-19%
Incremental Funds - PacifiCorp	1,506,387	1,854,588	(348,202)	-19%	11,047,636	13,923,077	(2,875,441)	-21%
NW Natural - Industrial DSM					1,026,144	1,024,352	1,792	0%
NW Natural - Washington					678,392	527,177	151,215	29%
Contributions					700	13,400	(12,700)	-95%
Revenue from Investments	2,440	24,320	(21,880)	-90%	310,364	96,004	214,361	223%
TOTAL REVENUE	**10,345,785**	**11,466,827**	**(1,121,042)**	**-10%**	**78,157,109**	**92,039,830**	**(13,882,720)**	**-15%**
EXPENSES								
Program Subcontracts	4,259,606	4,319,566	59,960	1%	25,270,970	23,506,711	(1,764,259)	-8%
Incentives	8,704,420	6,913,295	(1,791,125)	-26%	32,336,292	24,125,267	(8,211,025)	-34%
Salaries and Related Expenses	848,400	689,544	(158,856)	-23%	5,273,479	5,268,958	(4,521)	0%
Professional Services	408,888	541,581	132,693	25%	3,210,723	3,049,245	(161,478)	-5%
Supplies	1,779	2,071	292	14%	17,827	18,782	955	5%
Telephone	4,957	4,639	(318)	-7%	28,962	26,632	(2,331)	-9%
Postage and Shipping Expenses	658	617	(40)	-6%	8,107	5,931	(2,176)	-37%
Occupancy Expenses	55,022	55,375	354	1%	323,645	328,494	4,849	1%
Noncapitalized Equip. & Depr.	114,492	49,604	(64,888)	-131%	562,024	337,799	(224,226)	-66%
Call Center	14,213	11,026	(3,187)	-29%	81,012	73,544	(7,469)	-10%
Printing and Publications	5,007	7,144	2,136	30%	45,128	71,571	26,442	37%
Travel	14,027	11,532	(2,495)	-22%	64,947	66,758	1,811	3%
Conference, Training & Mtng Exp	9,875	17,852	7,977	45%	74,936	94,558	19,621	21%
Interest Expense and Bank Fees					1,774	2,000	226	11%
Insurance	8,473	8,339	(134)	-2%	52,919	51,166	(1,753)	-3%
Miscellaneous Expenses	109.31	2,377	2,268		121.31	3,016	2,895	
Dues, Licenses and Fees	9,057	6,291	(2,766)	-44%	60,208	76,121	15,913	21%
TOTAL EXPENSES	**14,458,983**	**12,640,854**	**(1,818,129)**	**-14%**	**67,413,076**	**57,106,551**	**(10,306,525)**	**-18%**
TOTAL REVENUE LESS EXPENSES	**(4,113,198)**	**(1,174,027)**	**(2,939,171)**	**-250%**	**10,744,034**	**34,933,279**	**(24,189,245)**	**-69%**

Energy Trust of Oregon
Income Statement - Actual and YTD Budget Comparison
For the Month Ending June 30, 2015
(Unaudited)

	June				YTD			
	Actual	**Budget**	**Budget Variance**	**Variance %**	**Actual**	**Budget**	**Budget Variance**	**Variance %**
REVENUES								
Public Purpose Funds-PGE	2,795,740	2,752,042	43,698	2%	18,832,547	19,461,275	(628,728)	-3%
Public Purpose Funds-PacifiCorp	2,038,785	2,117,396	(78,611)	-4%	13,791,686	14,090,997	(299,311)	-2%
Public Purpose Funds-NW Natural	861,662	843,278	18,384	2%	9,719,369	10,303,877	(584,507)	-6%
Public Purpose Funds-Cascade	60,570	57,411	3,158	6%	897,669	1,148,225	(250,556)	-22%
Total Public Purpose Funds	**5,756,756**	**5,770,127**	**(13,371)**	**0%**	**43,241,271**	**45,004,374**	**(1,763,103)**	**-4%**
Incremental Funds - PGE	3,080,203	2,993,464	86,738	3%	21,852,602	21,929,183	(76,581)	0%
Incremental Funds - PacifiCorp	1,506,387	1,542,236	(35,849)	-2%	11,047,636	10,429,259	618,377	6%
NW Natural - Industrial DSM					1,026,144	999,140	27,004	3%
NW Natural - Washington					678,392	705,676	(27,284)	-4%
Contributions					700		700	
Revenue from Investments	2,440	24,000	(21,560)	-90%	310,364	144,000	166,364	116%
TOTAL REVENUE	**10,345,785**	**10,329,827**	**15,958**	**0%**	**78,157,109**	**79,211,632**	**(1,054,523)**	**-1%**
EXPENSES								
Program Subcontracts	4,259,606	4,080,916	(178,690)	-4%	25,270,970	25,084,151	(186,819)	-1%
Incentives	8,704,420	6,346,209	(2,358,211)	-37%	32,336,292	30,955,138	(1,381,154)	-4%
Salaries and Related Expenses	848,400	989,806	141,406	14%	5,273,479	5,923,753	650,274	11%
Professional Services	408,888	725,338	316,450	44%	3,210,723	4,049,615	838,892	21%
Supplies	1,779	3,650	1,871	51%	17,827	21,900	4,073	19%
Telephone	4,957	5,583	627	11%	28,962	33,000	4,038	12%
Postage and Shipping Expenses	658	1,100	442	40%	8,107	6,600	(1,507)	-23%
Occupancy Expenses	55,022	61,519	6,497	11%	323,645	369,113	45,468	12%
Noncapitalized Equip. & Depr.	114,492	70,593	(43,898)	-62%	562,024	450,473	(111,552)	-25%
Call Center	14,213	13,000	(1,213)	-9%	81,012	78,000	(3,012)	-4%
Printing and Publications	5,007	10,946	5,938	54%	45,128	65,675	20,547	31%
Travel	14,027	22,508	8,481	38%	64,947	103,050	38,103	37%
Conference, Training & Mtng Exp	9,875	26,162	16,287	62%	74,936	169,870	94,933	56%
Interest Expense and Bank Fees		208	208	100%	1,774	1,250	(524)	-42%
Insurance	8,473	9,167	694	8%	52,919	55,000	2,081	4%
Miscellaneous Expenses	109		(109)		121.31		-121.31	
Dues, Licenses and Fees	9,057	21,069	12,011	57%	60,208	86,638	26,430	31%
TOTAL EXPENSES	**14,458,983**	**12,387,774**	**(2,071,209)**	**-17%**	**67,413,076**	**67,453,225**	**40,149**	**0%**
TOTAL REVENUE LESS EXPENSES	**(4,113,198)**	**(2,057,947)**	**(2,055,251)**	**-100%**	**10,744,034**	**11,758,407**	**(1,014,374)**	**-9%**

Energy Trust of Oregon
Statement of Functional Expenses
For the Six Months Ending June 30, 2015
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives/ Program Management & Deliver	$51,784,668	$ 5,822,594	$ 57,607,262				$ 57,607,262	$56,039,289	$(1,567,973)	-3%
Payroll and Related Expenses	1,540,218	457,223	1,997,440	1,013,472	606,038	1,619,509	3,616,950	3,909,760	292,810	7%
Outsourced Services	2,170,777	317,755	2,488,532	132,499	470,607	603,105	3,091,637	3,734,865	643,228	17%
Planning and Evaluation	939,835	31,240	971,075	694		694	971,769	1,203,019	231,250	19%
Customer Service Management	306,553	24,877	331,430				331,430	269,592	(61,838)	-23%
Trade Allies Network	152,953	10,410	163,363				163,363	199,253	35,890	18%
Total Program Expenses	**56,895,003**	**6,664,098**	**63,559,102**	**1,146,665**	**1,076,644**	**2,223,309**	**65,782,411**	**65,355,778**	**(426,633)**	**-1%**
Program Support Costs										
Supplies	4,739	1,505	6,244	4,215	2,399	6,615	12,858	15,576	2,718	17%
Postage and Shipping Expenses	1,264	2,343	3,607	2,059	547	2,606	6,214	4,053	(2,161)	-53%
Telephone	1,171	399	1,571	736	547	1,283	2,854	4,987	2,133	43%
Printing and Publications	39,479	1,352	40,832	1,794	1,575	3,369	44,201	63,585	19,384	30%
Occupancy Expenses	91,782	31,272	123,054	57,659	39,735	97,393	220,447	245,265	24,818	10%
Insurance	15,007	5,113	20,121	9,428	6,497	15,925	36,045	36,546	501	1%
Equipment	2,547	56,735	59,282	1,600	1,103	2,702	61,984	67,391	5,407	8%
Travel	16,572	3,762	20,334	14,350	15,350	29,701	50,035	80,400	30,365	38%
Meetings, Trainings & Conferences	12,216	6,011	18,227	26,431	5,671	32,102	50,329	139,984	89,655	64%
Interest Expense and Bank Fees				1,774		1,774	1,774	1,250	(524)	-42%
Depreciation & Amortization	24,561	8,368	32,930	15,430	10,633	26,063	58,992	51,837	(7,155)	-14%
Dues, Licenses and Fees	32,916	7,050	39,966	(10,159)	9,971	(188)	39,778	59,863	20,085	34%
Miscellaneous Expenses	43	11	54	19	13	33	86	0	(86)	
IT Services	691,301	91,194	782,494	155,522	107,051	262,573	1,045,067	1,326,711	281,644	21%
Total Program Support Costs	**933,598**	**215,116**	**1,148,714**	**280,858**	**201,093**	**481,951**	**1,630,665**	**2,097,448**	**466,783**	**22%**
TOTAL EXPENSES	**57,828,601**	**6,879,214**	**64,707,816**	**1,427,523**	**1,277,737**	**2,705,260**	**67,413,076**	**67,453,225**	**40,149**	**0%**
OPUC Measure vs. 8%	**5.0%**									

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Six Months Ending June 30, 2015
Unaudited

	ENERGY EFFICIENCY								
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Oregon Total	NWN WA	ETO Total
REVENUES									
Public Purpose Funding	$14,580,893	$10,764,833	$25,345,726	$0	$9,719,369	$897,669	$35,962,764	$0	$35,962,764
Incremental Funding	21,852,602	11,047,636	32,900,238	1,026,144			33,926,382	678,392	34,604,774
Contributions									
Revenue from Investments									
TOTAL PROGRAM REVENUE	**36,433,495**	**21,812,470**	**58,245,964**	**1,026,144**	**9,719,369**	**897,669**	**69,889,147**	**678,392**	**70,567,539**
EXPENSES									
Program Management (Note 3)	1,349,811	922,298	2,272,109	65,832	305,393	47,725	2,691,057	55,934	2,746,991
Program Delivery	11,382,590	7,856,552	19,239,141	373,980	2,115,090	283,165	22,011,378	163,967	22,175,345
Incentives	13,664,254	9,321,065	22,985,318	184,645	3,063,828	285,717	26,519,509	181,673	26,701,182
Program Eval & Planning Svcs.	907,999	664,046	1,572,045	15,199	206,617	17,639	1,811,500	20,121	1,831,621
Program Marketing/Outreach	1,187,684	820,807	2,008,491	11,494	383,326	29,205	2,432,516	31,194	2,463,710
Program Quality Assurance	7,004	7,338	14,342	0	5,026	206	19,574	0	19,574
Outsourced Services	250,491	181,281	431,773	8,863	50,959	5,376	496,971	0	496,971
Trade Allies & Cust. Svc. Mgmt.	197,584	151,020	348,605	1,566	88,530	5,554	444,255	15,251	459,506
IT Services	320,591	237,632	558,223	5,180	103,768	8,247	675,418	15,883	691,301
Other Program Expenses - all	116,575	80,086	196,661	3,363	23,794	2,710	226,527	15,877	242,404
TOTAL PROGRAM EXPENSES	**29,384,583**	**20,242,125**	**49,626,708**	**670,122**	**6,346,331**	**685,544**	**57,328,705**	**499,900**	**57,828,601**
ADMINISTRATIVE COSTS									
Management & General (Notes 1&2)	648,255	446,562	1,094,818	14,784	140,005	15,125	1,264,733	11,029	1,275,761
Communications & Customer Svc (Notes 1&2)	580,235	399,708	979,942	13,232	125,316	13,536	1,132,028	9,871	1,141,899
Total Administrative Costs	**1,228,490**	**846,270**	**2,074,760**	**28,016**	**265,321**	**28,661**	**2,396,761**	**20,900**	**2,417,660**
TOTAL PROG & ADMIN EXPENSES	**30,613,075**	**21,088,393**	**51,701,468**	**698,138**	**6,611,649**	**714,206**	**59,725,461**	**520,797**	**60,246,258**
TOTAL REVENUE LESS EXPENSES	**5,820,422**	**724,075**	**6,544,496**	**328,006**	**3,107,717**	**183,464**	**10,163,681**	**157,592**	**10,321,274**
NET ASSETS - RESERVES									
Cumulative Carryover at 12/31/14	27,816,061	15,090,308	42,906,369	580,920	9,503,289	1,156,900	54,147,478	217,848	54,365,326
Change in net assets this year	5,820,422	724,075	6,544,496	328,006	3,107,717	183,464	10,163,681	157,592	10,321,274
Ending Net Assets - Reserves	**33,636,483**	**15,814,383**	**49,450,865**	**908,926**	**12,611,006**	**1,340,364**	**64,311,159**	**375,440**	**64,686,600**
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables)	33,636,483	15,814,383	49,450,865	908,926	12,611,006	1,340,364	64,311,159	375,440	64,686,600
Assets Released for General Purpose									
Emergency Contingency Pool									
TOTAL NET ASSETS CUMULATIVE	33,636,483	15,814,383	49,450,865	908,926	12,611,006	1,340,364	64,311,159	375,440	64,686,600

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.
Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.
Note 3) Program Management costs include both outsourced and internal staff.

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Six Months Ending June 30, 2015
Unaudited

	RENEWABLE ENERGY				TOTAL			
	PGE	PacifiCorp	Total	Other	All Programs	Approved budget	Change	% Change
REVENUES								
Public Purpose Funding	$4,251,654	$3,026,852	$7,278,506	$0	$43,241,271	$45,004,374	($1,763,103)	-4%
Incremental Funding					34,604,774	34,063,258	541,516	2%
Contributions				700	700		700	
Revenue from Investments				310,364	310,364	144,000	166,364	116%
TOTAL PROGRAM REVENUE	**4,251,654**	**3,026,852**	**7,278,506**	**311,064**	**78,157,109**	**79,211,632**	**(1,054,523)**	-1%
EXPENSES								
Program Management (Note 3)	336,728	130,458	467,186		3,214,177	3,492,266	$278,089	8%
Program Delivery	105,345	72,138	177,483		22,352,828	21,923,561	(429,267)	-2%
Incentives	4,074,667	1,560,445	5,635,111		32,336,293	30,955,139	(1,381,154)	-4%
Program Eval & Planning Svcs.	23,628	8,692	32,319		1,863,940	2,469,611	605,671	25%
Program Marketing/Outreach	68,075	42,670	110,746		2,574,456	2,789,423	214,967	8%
Program Quality Assurance	0	0	0		19,574	37,500	17,926	48%
Outsourced Services	57,308	148,622	205,930		702,901	812,298	109,397	13%
Trade Allies & Cust. Svc. Mgmt.	23,825	11,463	35,288		494,794	468,846	(25,948)	-6%
IT Services	66,007	25,186	91,194		782,495	993,375	210,880	21%
Other Program Expenses - all	83,172	40,787	123,959		366,363	495,190	128,827	26%
TOTAL PROGRAM EXPENSES	**4,838,755**	**2,040,461**	**6,879,214**	**-**	**64,707,816**	**64,437,209**	**(270,612)**	**0%**
ADMINISTRATIVE COSTS								
Management & General (Notes 1&2)	106,749	45,015	151,763		1,427,523	1,659,902	232,378	14%
Communications & Customer Svc (Notes 1&2)	95,548	40,291	135,839		1,277,737	1,356,116	78,378	6%
Total Administrative Costs	**202,297**	**85,306**	**287,602**		**2,705,260**	**3,016,018**	**310,756**	**10%**
TOTAL PROG & ADMIN EXPENSES	**5,041,050**	**2,125,766**	**7,166,816**		**67,413,076**	**67,453,225**	**40,149**	**0%**
TOTAL REVENUE LESS EXPENSES	**(789,398)**	**901,085**	**111,688**	**311,064**	**10,744,034**	**11,758,407**	**(1,014,373)**	**-9%**
NET ASSETS - RESERVES								
Cumulative Carryover at 12/31/14	13,736,997	10,937,994	24,674,991	8,186,804	87,227,121	88,912,387	(1,685,266)	-2%
Change in net assets this year	(789,398)	901,085	111,688	311,064	10,744,034	11,758,405	(1,014,379)	-9%
Ending Net Assets - Reserves	**12,947,599**	**11,839,079**	**24,786,679**	**8,497,868**	**97,971,155**	**100,670,792**	**(2,699,645)**	**-3%**
Ending Reserve by Category								
Program Reserves (Efficiency and Renewables)	12,947,599	11,839,079	24,786,679	3,497,868	92,971,155			
Assets Released for General Purpose								
Emergency Contingency Pool				5,000,000	5,000,000			
TOTAL NET ASSETS CUMULATIVE	12,947,599	11,839,079	24,786,679	8,497,868	97,971,155	100,670,792	(2,699,645)	-3%

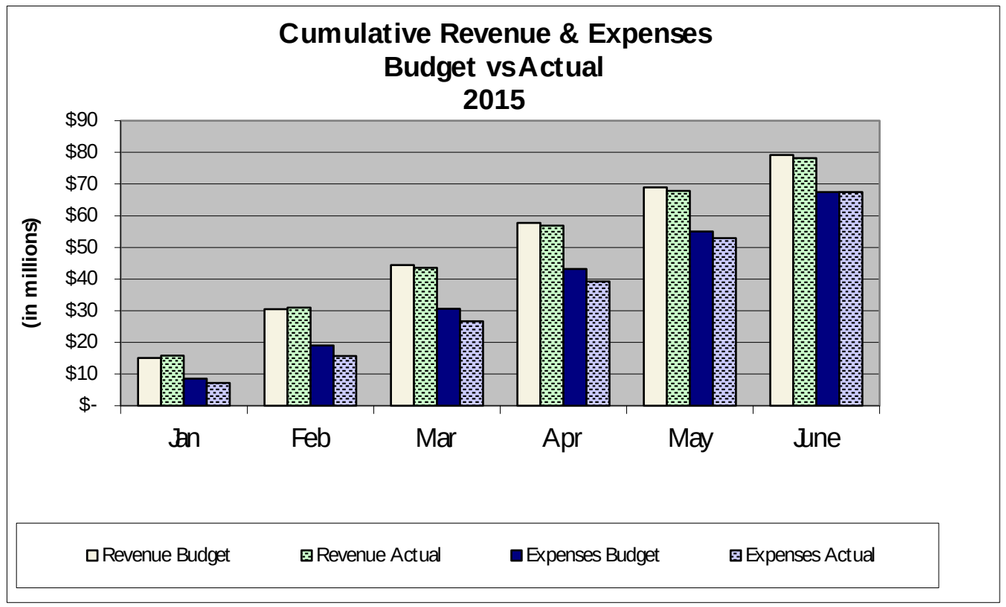
Energy Trust of Oregon
Program Expense by Service Territory
For the Six Months Ending June 30, 2015
(Unaudited)

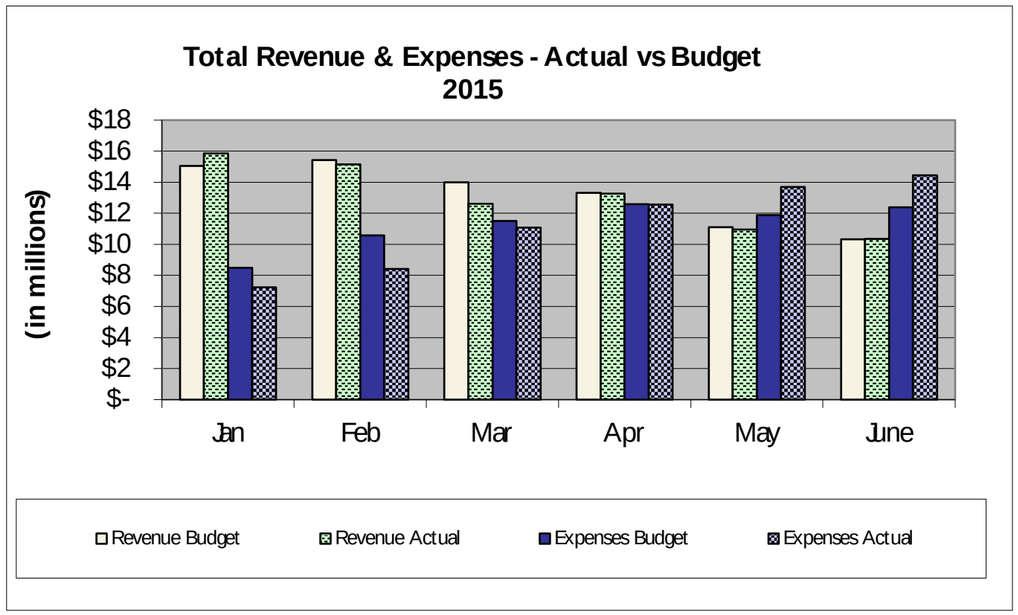
	PGE	Pacific Power	Subtotal Elec.	NWN Industrial	NW Natural Gas	Cascade	Subtotal Gas	Oregon Total	NWN WA	ETO Total	YTD Budget	Variance	% Var
Energy Efficiency													
Commercial													
Existing Buildings	$ 9,886,865	$ 6,583,706	$ 16,470,571	$ 312,237	$ 1,160,450	$ 236,100	$ 1,708,787	$ 18,179,358	$ 164,421	$ 18,343,779	$17,631,700	$ (712,079)	-4%
New Buildings	3,297,451	2,090,016	5,387,468	25,209	378,689	90,058	493,956	5,881,424		5,881,424	5,054,187	(827,237)	-16%
NEEA	638,856	457,952	1,096,808		53,496	5,398	58,893	1,155,701	4,186	1,159,887	1,365,021	205,134	15%
Total Commercial	**13,823,172**	**9,131,674**	**22,954,846**	**337,446**	**1,592,635**	**331,555**	**2,261,637**	**25,216,483**	**168,607**	**25,385,090**	**24,050,908**	**(1,334,182)**	**-6%**
Industrial													
Production Efficiency	6,245,539	4,645,375	10,890,914	360,691	265,224	96,040	721,955	11,612,869		11,612,869	11,057,648	(555,221)	-5%
NEEA	164,065	117,495	281,560					281,560		281,560	75,075	(206,485)	-275%
Total Industrial	**6,409,604**	**4,762,870**	**11,172,474**	**360,691**	**265,224**	**96,040**	**721,955**	**11,894,429**	**-**	**11,894,429**	**11,132,723**	**(761,706)**	**-7%**
Residential													
Existing Homes	3,535,343	3,704,350	7,239,693	-	2,554,156	104,676	2,658,832	9,898,525	193,337	10,091,862	10,583,557	491,695	5%
New Homes/Products	5,725,086	2,690,840	8,415,926	-	2,097,373	171,308	2,268,681	10,684,607	149,415	10,834,022	13,358,651	2,524,629	19%
NEEA	1,119,870	798,660	1,918,529		102,261	10,627	112,888	2,031,417	9,438	2,040,855	1,874,385	(166,470)	-9%
Total Residential	**10,380,299**	**7,193,849**	**17,574,148**	**-**	**4,753,790**	**286,611**	**5,040,401**	**22,614,549**	**352,190**	**22,966,739**	**25,816,593**	**2,849,854**	**11%**
Energy Efficiency Costs	**30,613,075**	**21,088,393**	**51,701,468**	**698,138**	**6,611,649**	**714,206**	**8,023,993**	**59,725,461**	**520,797**	**60,246,258**	**61,000,224**	**753,966**	**1%**
Renewables													
Solar Electric (Photovoltaic)	3,537,844	1,720,976	5,258,820					5,258,820		5,258,820	4,064,373	(1,194,447)	-29%
Other Renewable	1,503,206	404,790	1,907,996					1,907,996		1,907,996	2,388,628	480,632	20%
Renewables Costs	**5,041,050**	**2,125,766**	**7,166,816**	**-**	**-**	**-**	**-**	**7,166,816**	**-**	**7,166,816**	**6,453,001**	**(713,815)**	**-11%**
Cost Grand Total	**35,654,125**	**23,214,160**	**58,868,284**	**698,138**	**6,611,649**	**714,206**	**8,023,993**	**66,892,277**	**520,797**	**67,413,076**	**67,453,225**	**40,149**	**0%**

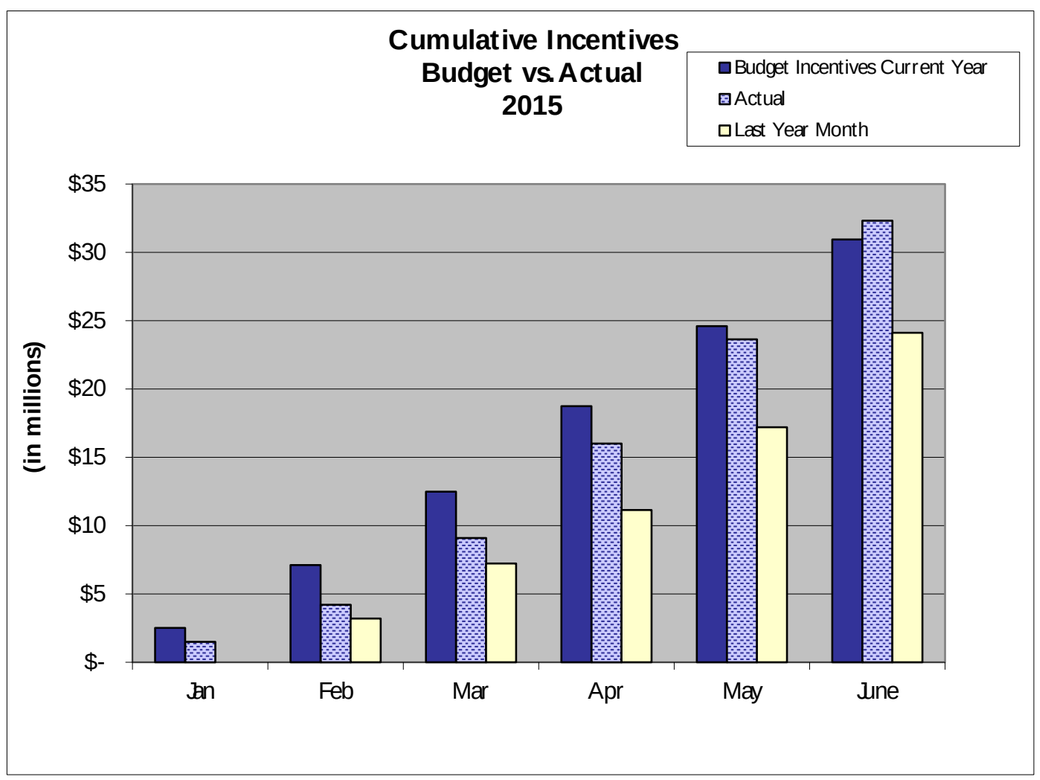
Energy Trust of Oregon
Administrative Expenses
For the 2nd Quarter and Six Months Ending June 30, 2015
(Unaudited)

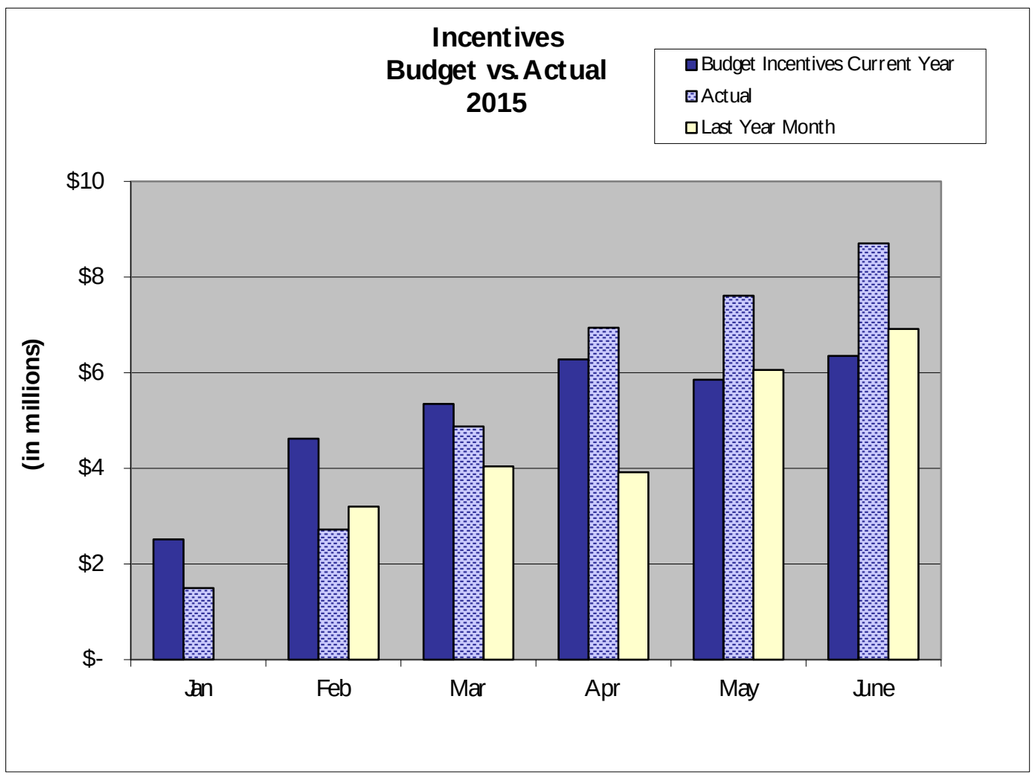
	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE
EXPENSES												
Outsourced Services	$59,599	$104,922	$45,323	$117,733	$220,844	$103,111	$125,749	$165,200	$39,451	$470,607	$464,325	($6,281)
Legal Services	14,766	6,750	(8,016)	14,766	13,500	(1,266)						
Salaries and Related Expenses	507,172	528,459	21,287	1,013,404	1,041,838	28,434	317,028	332,886	15,858	605,991	665,772	59,781
Supplies		1,075	1,075	1,441	2,150	709	112	250	138	487	500	13
Telephone							40		(40)	40		(40)
Postage and Shipping Expenses	(473)		473	1,265		(1,265)						
Printing and Publications	1,502	88	(1,415)	1,546	175	(1,371)	805	1,250	445	1,404	2,500	1,096
Travel	9,026	12,387	3,362	14,312	24,775	10,463	7,282	6,250	(1,032)	15,324	12,500	(2,824)
Conference, Training & Mtngs	9,241	33,522	24,282	26,271	61,945	35,674	3,341	3,500	159	5,561	7,000	1,439
Interest Expense and Bank Fees	17	625	608	1,774	1,250	(524)						
Dues, Licenses and Fees	(11,825)	1,419	13,244	(10,159)	3,068	13,227	3,613	2,125	(1,488)	9,971	4,250	(5,721)
Shared Allocation (Note 1)	45,532	46,031	499	88,954	92,063	3,109	33,489	31,685	(1,804)	61,302	63,370	2,068
IT Service Allocation (Note 2)	81,509	97,237	15,727	155,522	197,435	41,913	56,105	66,931	10,826	107,051	135,901	28,850
Planning & Eval	335	429	94	694	860	165						
TOTAL EXPENSES	**716,401**	**832,944**	**116,543**	**1,427,523**	**1,659,903**	**232,379**	**547,564**	**610,077**	**62,513**	**1,277,737**	**1,356,118**	**78,381**

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


Cumulative Revenue & Expenses
Budget vs Actual
2015
(in millions)
$90
$80
$70
$60
$50
$40
$30
$20
$10
$-
Jan
Feb
Mar
Apr
May
June
Revenue Budget
Revenue Actual
Expenses Budget
Expenses Actual


Total Revenue & Expenses - Actual vs Budget
2015
(in millions)
$18
$16
$14
$12
$10
$8
$6
$4
$2
$-
Jan
Feb
Mar
Apr
May
June
Revenue Budget
Revenue Actual
Expenses Budget
Expenses Actual


Cumulative Incentives
Budget vs. Actual
2015
Budget Incentives Current Year
Actual
Last Year Month
(in millions)
$35
$30
$25
$20
$15
$10
$5
$-
Jan
Feb
Mar
Apr
May
June


Incentives
Budget vs. Actual
2015
Budget Incentives Current Year
Actual
Last Year Month
(in millions)
$10
$8
$6
$4
$2
$-
Jan
Feb
Mar
Apr
May
June

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
		Administration Total:	**7,614,436**	**4,134,911**	**3,479,525**		
Communications							
		Communications Total:	**3,692,246**	**2,496,234**	**1,196,012**		
Energy Efficiency							
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	33,662,505	4,765,177	28,897,328	1/1/2015	7/1/2020
ICF Resources, LLC	2015 BE PMC	Fairfax	9,361,147	4,839,387	4,521,760	1/1/2015	12/31/2015
CLEAResult Consulting Inc	2015 HES PMC	Austin	6,831,251	3,280,131	3,551,120	1/1/2015	12/31/2015
Northwest Energy Efficiency Alliance	Regional Gas EE Initiative	Portland	6,200,354	274,263	5,926,091	1/1/2015	7/1/2020
CLEAResult Consulting Inc	2015 NBE PMC	Austin	4,986,181	2,230,074	2,756,107	1/1/2015	12/31/2015
Lockheed Martin Services, Inc.	2015 MF PMC	Cherry Hill	4,158,899	1,946,935	2,211,964	1/1/2015	12/31/2015
Ecova Inc	2015 Products PMC	Spokane	3,601,890	1,768,705	1,833,185	1/1/2015	1/31/2016
CLEAResult Consulting Inc	2015 NH PMC	Austin	2,772,252	1,309,050	1,463,202	1/1/2015	12/31/2015
Energy 350 Inc	PDC - PE 2015	Portland	2,388,150	1,149,058	1,239,092	1/1/2015	12/31/2015
Portland General Electric	PDC - PE 2015	Portland	2,211,000	1,095,615	1,115,385	1/1/2015	12/31/2015
Oregon State University	CHP Project - OSU	Corvallis	2,024,263	1,982,682	41,581	12/20/2010	1/31/2016
Northwest Power & Conservation Council	RTF Funding Agreement		1,825,000	321,766	1,503,234	2/25/2015	12/31/2019
Cascade Energy, Inc.	PDC - PE 2015 Small Industrial	Walla Walla	1,497,000	758,248	738,752	1/1/2015	12/31/2015
NEXANT, INC.	PDC - PE 2015	San Francisco	1,344,550	810,810	533,740	1/1/2015	12/31/2015
Evergreen Consulting Group, LLC	PE Lighting PDC 2015	Tigard	1,296,000	550,351	745,649	1/1/2015	12/31/2015
RHT Energy Solutions	PDC - PE 2015	Medford	1,126,440	509,351	617,089	1/1/2015	12/31/2015
CLEAResult Consulting Inc	PDC - SEM 2015	Austin	1,048,000	274,211	773,789	1/1/2015	12/31/2015
HST&V, LLC	PDC - SEM 2015	Portland	848,375	452,465	395,911	1/1/2015	12/31/2015
EnergySavvy Inc.	EnergySavvy Online Audit Tool	Seattle	587,500	485,224	102,276	1/1/2012	12/31/2015
Clean Energy Works, Inc.	EE Incentive & Services Agmt	Portland	497,340	292,045	205,295	7/1/2014	12/31/2015
Cascade Energy, Inc.	SEM Curriculum	Walla Walla	404,080	404,080	0	5/1/2014	4/30/2016
OPOWER, Inc.	OPower Personal Energy Reports	Arlington	399,447	397,287	2,160	8/1/2013	7/31/2015
The Cadmus Group Inc.	PE Impact Eval 2012	Watertown	345,000	216,714	128,286	4/15/2014	8/31/2015
Craft3	SWR Loan Origination/Loss Fund	Portland	305,000	8,850	296,150	6/1/2014	6/30/2015
Energy Market Innovations, Inc.	Lighting Controls Savings Est	Seattle	305,000	208,664	96,336	10/1/2014	9/30/2015
EnerNoc, Inc.	Commercial SEM curriculum	Boston	300,915	206,418	94,497	6/27/2014	5/30/2016
Craft3	Loan Agreement	Portland	300,000	100,000	200,000	6/1/2014	6/20/2025
CLEAResult Consulting Inc	2015 HES WA PMC	Austin	277,600	120,206	157,394	1/1/2015	12/31/2015

Home Performance Contractors Guild of Oregon	Existing Homes Program Support	Portland	248,750	202,169	46,581	1/1/2012	12/31/2015
ICF Resources, LLC	2015 BE NWN WA PMC	Fairfax	196,984	84,725	112,259	1/1/2015	12/31/2015
The Cadmus Group Inc.	PE SEM Impact Evaluation	Watertown	177,000	14,757	162,243	5/1/2015	12/31/2015
Northwest Energy Efficiency Alliance	Product Funding Agreement	Portland	171,851	171,851	0	6/5/2014	12/31/2015
Navigant Consulting Inc	CORE Improvement Pilot Eval	Boulder	140,000	140,000	0	9/1/2012	12/31/2015
ICF Resources, LLC	2015 BE DSM PMC	Fairfax	119,627	33,453	86,174	1/1/2015	12/31/2015
Abt SRBI Inc.	Fast Feedback Surveys	New York	118,000	82,989	35,011	1/31/2014	2/29/2016
CLEAResult Consulting Inc	QA Reinspection Services	Austin	106,316	92,215	14,101	4/28/2014	7/15/2015
Ecotope, Inc.	Gas Hearth Study	Seattle	105,104	105,096	8	10/10/2013	9/1/2015
ICF Resources, LLC	OSU CHP Performance Monitoring	Fairfax	100,000	54,458	45,543	7/1/2013	6/30/2016
1000 Broadway Building L.P.	Pay-for-Performance Pilot	Portland	88,125	0	88,125	10/17/2014	11/1/2018
The Cadmus Group Inc.	Commercial Op Pilot Eval	Watertown	85,000	85,000	0	7/1/2011	9/1/2015
The Cadmus Group Inc.	PE SEM Evaluation	Watertown	80,000	72,617	7,384	10/1/2014	8/31/2015
Research Into Action, Inc.	SWR OnBill Repmt Pilot Eval	Portland	73,000	31,700	41,300	11/1/2014	6/30/2016
KEMA Incorporated	Impact Evaluation NBE '11 -'14	Oakland	70,000	25,998	44,002	3/2/2015	11/30/2015
Pivotal Energy Solutions LLC	License Agreement	Gilbert	64,500	39,353	25,147	3/1/2014	12/31/2015
SBW Consulting, Inc.	Path to Net Zero Impact Eval	Bellevue	60,000	19,666	40,334	3/19/2015	12/31/2015
Earth Advantage, Inc.	New Homes Code Change Analysis	Portland	54,110	7,443	46,668	1/1/2015	11/1/2015
Balanced Energy Solutions LLC	New Homes QA Inspections	Portland	54,000	1,825	52,175	4/27/2015	12/31/2015
Evergreen Economics	New Homes Process Evaluation	Portland	50,000	1,435	48,565	6/1/2015	12/31/2015
MetaResource Group	Intel DX1 Mod 1&2 Megaproject	Portland	45,000	1,500	43,500	4/1/2015	5/1/2017
NEXANT, INC.	Products Process Evaluation'15	San Francisco	43,000	20,668	22,332	4/15/2015	8/31/2015
PWP, Inc.	SEM Intro Pilot Evaluation	Gaithersburg	40,000	21,490	18,510	10/28/2013	10/2/2015
Evergreen Economics	Gas Hearth Mrkt Transformation	Portland	37,840	37,840	0	1/1/2015	7/31/2015
KEMA Incorporated	Billing Analysis Review	Oakland	35,000	0	35,000	3/15/2015	12/31/2016
Pivotal Energy Solutions LLC	EPS New Home dbase construct	Gilbert	35,000	29,000	6,000	7/1/2014	6/30/2016
Apex Analytics LLC	Gas Thermostat	Boulder	30,000	15,640	14,360	10/20/2014	12/31/2015
Research Into Action, Inc.	MPower Pilot Evaluation	Portland	30,000	8,622	21,378	2/1/2015	4/1/2016
Research Into Action, Inc.	LED Street Lighting Assessment	Portland	30,000	15,260	14,740	5/1/2015	10/31/2015
WegoWise Inc	benchmarking license 2015	Boston	30,000	8,656	21,344	6/15/2014	12/31/2016
LightTracker, Inc.	CREED Data	Boulder	26,000	26,000	0	10/3/2014	8/1/2015
Energy Center of Wisconsin	Billing Analysis Review	Madison	25,000	0	25,000	3/15/2015	12/31/2016
Evergreen Economics	Air Sealing Pilot Evaluation	Portland	25,000	1,155	23,845	10/15/2014	12/31/2015
Northwest Food Processors Association	NW Industrial EE Summit 2015	Portland	25,000	17,965	7,035	11/30/2014	12/31/2015

Portland General Electric	2015 Workshop Sponsorship	Portland	25,000	25,000	0	1/1/2015	12/31/2015
CLEAResult Consulting Inc	Professional Services/Trans	Austin	22,588	19,539	3,049	10/15/2014	10/15/2016
MetaResource Group	Pay-for-Performance Pilot Eval	Portland	20,000	2,250	17,750	8/5/2014	12/31/2015
Consortium for Energy Efficiency	Membership Dues - 2015		18,736	18,736	0	1/1/2015	12/31/2015
Abt SRBI Inc.	NH Gas Fireplace Survey	New York	16,500	16,000	500	2/11/2015	8/30/2015
Energy 350 Inc	Professional Services	Portland	14,920	14,920	0	12/10/2014	12/10/2016
MetaResource Group	Mosier Well Energy Eff Study	Portland	13,500	0	13,500	7/1/2015	12/15/2015
Cascade Energy, Inc.	C/E & C/A Calculator Revisions	Walla Walla	12,100	0	12,100	5/21/2015	8/1/2015
Triple Point Energy Inc.	SEM Materials Review	Portland	10,500	5,175	5,325	2/11/2015	8/31/2015
EnerNoc, Inc.	SEM Materials Review	Boston	10,000	2,719	7,281	2/13/2015	8/31/2015
Research Into Action, Inc.	Professional Services	Portland	9,590	9,570	20	9/1/2014	8/31/2016
Bridgetown Printing Company	January 2015 Bill Insert	Portland	9,517	9,517	0	1/1/2015	12/31/2015
City of Portland Bureau of Planning & Sustainability	Sponsorships - 2015	Portland	8,000	8,000	0	1/1/2015	12/31/2015
Northwest Energy Efficiency Council	BOC 2015 Sponsorship	Seattle	7,900	0	7,900	1/1/2015	12/31/2015
Northwest Environmental Business Council	Future Energy Conference 2015	Portland	7,650	7,650	0	3/25/2015	12/31/2015
Apose Pty Ltd	Aspose.NET Words Software Lice	Lane Cove	5,045	5,040	5	12/3/2014	12/3/2015
PWP, Inc.	SEM Claimed Savings Review	Gaithersburg	5,000	4,999	2	3/1/2015	8/31/2015
Social Enterprises Inc.	GoGreen Sponsorship - 2015	Portland	5,000	5,000	0	5/12/2015	12/31/2015
Conservations Services Group, Inc.	DSE&SWR Estimator Tool Updates	Portland	3,240	2,430	810	11/11/2014	11/11/2016
	Energy Efficiency Total:		**93,749,131**	**32,384,858**	**61,364,273**		

Joint Programs

Portland State University	Technology Forecasting		120,132	89,914	30,218	11/7/2011	12/31/2015
E Source Companies LLC	E Source Service Agreement	Boulder	74,900	74,900	0	2/1/2014	1/31/2016
The Cadmus Group Inc.	Evaluation Consultant	Watertown	39,045	38,960	85	6/20/2013	2/28/2016
CoStar Realty Information Inc	Property Data	Baltimore	33,620	24,997	8,624	6/1/2011	5/31/2016
Research Into Action, Inc.	EH Attic Air Sealing Pilot Eva	Portland	30,000	30,000	0	10/8/2014	9/30/2016
Navigant Consulting Inc	P&E Consultant Services	Boulder	22,530	22,530	0	1/15/2014	12/30/2015
American Council for and Energy Efficient Economy	ACEEE Sponsorship - 2015		12,500	12,500	0	1/1/2015	12/31/2015
American Council for and Energy Efficient Economy	ACEEE Conference 2015		5,400	0	5,400	6/3/2015	8/6/2015
	Joint Programs Total:		**338,127**	**293,801**	**44,326**		

Renewable Energy

Clean Water Services	Project Funding Agreement		3,000,000	1,000,000	2,000,000	11/25/2014	11/25/2039
JC-Biomethane LLC	Biogas Plant Project Funding	Eugene	2,000,000	1,000,000	1,000,000	10/18/2012	10/18/2032
Steel Bridge Solar, LLC	Project Funding Agreement	Seattle	2,000,000	0	2,000,000	3/27/2015	12/15/2040

Oregon Institute of Technology	Geothermal Resource Funding	Klamath Falls	1,550,000	1,550,000	0	9/11/2012	9/11/2032
Central Oregon Irrigation District	COID Juniper Phase 2	Redmond	1,281,820	0	1,281,820	7/19/2013	7/19/2033
Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Mount Vernon	1,000,000	500,000	500,000	10/25/2012	10/25/2027
Three Sisters Irrigation District	TSID Hydro	Sisters	1,000,000	700,000	300,000	4/25/2012	9/30/2032
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	825,000	0	825,000	4/1/2014	4/1/2034
Tioga Solar VI, LLC	Photovoltaic Project Agreement	San Mateo	570,760	570,760	0	2/1/2009	2/1/2030
Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Lake Oswego	490,000	0	490,000	5/29/2015	5/28/2030
City of Medford	750kW Combined Heat & Power	Medford	450,000	450,000	0	10/20/2011	10/20/2031
City of Pendleton	Pendleton Microturbines	Pendleton	450,000	150,000	300,000	4/20/2012	4/20/2032
RES - Ag FGO LLC	Biogas Manure Digester Project	Washington	441,660	441,660	0	10/27/2010	10/27/2025
RES - Ag FGO LLC	Biogas Manure Digester - FGO	Washington	441,660	217,830	223,830	10/27/2010	10/27/2025
Oak Leaf Solar VI LLC	BVT Sexton Mtn PV	Beltsville	355,412	0	355,412	5/15/2014	12/31/2034
CIty of Gresham	City of Gresham Cogen 2		330,000	165,000	165,000	4/9/2014	7/9/2034
Farmers Conservation Alliance	Irrigation Collaboration Initi	Hood River	312,876	107,720	205,156	1/2/2015	12/31/2016
Clean Power Research, LLC	PowerClerk License	Napa	231,253	108,808	122,445	7/1/2014	6/30/2016
K2A Properties, LLC	Doerfler Wind Farm Project	Aumsville	230,000	230,000	0	5/20/2010	5/20/2030
Confederated Tribes of the Umatilla Indian Reservation	Small Wind Project Funding	Pendleton	170,992	170,992	0	7/25/2013	12/31/2028
Henley KBG, LLC	Henley Proj Dev Assistance	Reno	150,000	43,683	106,318	4/10/2014	12/31/2015
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Klamath Basin Geopower Inc	Poe Valley Proj Dev Assistance	Reno	112,874	63,000	49,874	4/10/2014	12/31/2015
Gary Higbee DBA WindStream Solar	Solar Verifier Services	Eugene	100,000	43,641	56,359	8/1/2014	7/31/2016
Wallowa Resources Community Solutions, Inc.	Upfront Hydroelectric Project		100,000	24,520	75,480	10/1/2011	10/1/2015
Deschutes Valley Water District	Early Development Assistance	Madras	68,373	0	68,373	7/23/2013	6/30/2015
Mapdwell LLC	Mapdwell Account	Boston	66,381	48,195	18,186	3/17/2014	3/31/2016
Mariah Wind LLC	Development Assistance Funding	Victor	65,300	0	65,300	10/25/2013	9/30/2015
Solar Oregon	2015 Outreach Agreement	Portland	43,800	15,600	28,200	1/1/2015	2/29/2016
State of Oregon Dept of Geology & Mineral Industries	Lidar Data	Portland	40,000	0	40,000	11/7/2014	12/1/2015
University of Oregon	UO SRML Contribution - 2015	Eugene	24,999	24,999	0	2/11/2015	3/8/2016
Robert Migliori	42kW wind energy system	Newberg	24,125	17,037	7,088	4/11/2007	1/31/2024
Solar Oregon	Education & Outreach Services	Portland	24,000	24,000	0	1/1/2014	12/31/2015
Solar Oregon	Website Upgrade Grant	Portland	20,000	0	20,000	12/8/2014	12/31/2015
Oregon Clean Power Cooperative	Grant Agreement	Corvallis	17,000	10,000	7,000	6/15/2015	6/30/2016
Warren Griffin	Griffin Wind Project	Salem	13,150	9,255	3,895	10/1/2005	10/1/2020
Lewis & Clark	Solar Soft Cost Analysis	Portland	13,000	12,400	600	12/5/2014	6/30/2015

OSEIA-Oregon Solar Energy Industries Assoc	OSEIA 2015 Conf Sponsorship		7,500	7,500	0	1/1/2015	12/31/2015
Clean Energy States Alliance	CESA ITAC Sponsorship		5,000	5,000	0	1/1/2015	12/31/2015
RHT Energy Solutions	Solar Marketing Consulting	Medford	4,500	4,500	0	10/15/2014	10/15/2016
	Renewable Energy Total:		**18,174,435**	**7,859,099**	**10,315,336**		
	Grand Total:		**123,568,376**	**47,168,903**	**76,399,473**		

Financial Glossary

(for internal use) - updated April 16, 2014

Administrative Costs

Costs that, by nonprofit accounting standards, have general objectives which enable an organization's programs to function. The organization's programs in turn provide direct services to the organization's constituents and fulfill the mission of the organization.
i.e. management and general and general communication and outreach expenses

I. **Management and General**
- Includes governance/board activities, interest/financing costs, accounting, payroll, human resources, general legal support, and other general organizational management costs.
- Receives an allocated share of indirect costs.

II. **General Communications and Outreach**
- Expenditures of a general nature, conveying the nonprofit mission of the organization and general public awareness.
- Receives an allocated share of indirect costs.

Allocation

- A way of grouping costs together and applying them to a program as one pool based upon an allocation base that most closely represents the activity driver of the costs in the pool.
- Used as an alternative to charging programs on an invoice–by–invoice basis for accounting efficiency purposes.
- An example would be accumulating all of the costs associated with customer management (call center operations, Energy Trust customer service personnel, complaint tracking, etc). The accumulated costs are then spread to the programs that benefited by using the ratio of calls into the call center by program (i.e. the allocation base).

Allocation Cost Pools

- Employee benefits and taxes.
- Office operations. Includes rent, telephone, utilities, supplies, etc.
- Information Technology (IT) services.
- Planning and evaluation general costs.
- Customer service and trade ally support costs.
- General communications and outreach costs.
- Management and general costs.
- Shared costs for electric utilities.
- Shared costs for gas utilities.
- Shared costs for all utilities.

Auditor's Opinion

- An accountant's or auditor's opinion is a report by an independent CPA presented to the board of directors describing the scope of the examination of the organization's books, and certifying that the financial statements meet the AICPA (American Institute of Certified Public Accountants) requirements of GAAP (generally accepted accounting principles).

- Depending on the audit findings, the opinion can be unqualified or qualified regarding specific items. Energy Trust strives for and has achieved in all its years an unqualified opinion.
- An unqualified opinion indicates agreement by the auditors that the financial statements present an accurate assessment of the organization's financial results.
- The OPUC Grant Agreement requires an unqualified opinion regarding Energy Trust's financial records.
- Failure to follow generally accepted accounting principles (GAAP) can result in a qualified opinion.

Board-approved Annual Budget

- Funds approved by the board for *expenditures* during the budget year (subject to board approved program funding caps and associated policy) for the stated functions.
- Funds approved for *capital* asset expenditures.
- Approval of the general allocation of funds including commitments and cash outlays.
- Approval of expenditures is based on assumed revenues from utilities as forecasted in their annual projections of public purpose collections and/or contracted revenues.

Reserves

- In any one year, the amount by which revenues exceed expenses for that year in a designated category that will be added to the cumulative balance and brought forward for expenditure to the next budget year.
- In any one year, if expenditures exceed revenues, the negative difference is applied against the cumulative carryover balance.
- Does not equal the cash on hand due to noncash expense items such as depreciation.
- Tracked by major utility funder and at high level program area--by EE vs RE, not tracked by program.

Committed Funds

- Represents funds obligated to identified efficiency program participants in the form of signed applications or agreements and tracked in the project forecasting system**.**
- If the project is not demonstrably proceeding within agreed upon time frame, committed funds return to incentive pool. Reapplication would then be required.
- Funds are expensed when the project is completed.
- Funds may be held in the operating cash account, or in escrow accounts.

Contract obligations

- A signed contract for goods or services that creates a legal obligation.
- Reported in the monthly Contract Status Summary Report.

Cost-Effectiveness Calculation

- Programs and measures are evaluated for cost-effectiveness.
- The cost of program savings must be lower than the cost to produce the energy from both a utility and societal perspective.
- Expressed as a ratio of energy savings cost divided by the presumed avoided utility and societal cost of energy.
- Program cost-effectiveness evaluation is "fully allocated," i.e. includes all of the program costs plus a portion of Energy Trust administrative costs.

Dedicated Funds

- Represents funds obligated to identified renewable program participants in the form of signed applications or agreements and tracked in the project forecasting system.

- May include commitments, escrows, contracts, board designations, master agreements.
- Methodology utilized to develop renewable energy activity-based budgets amounts.

Direct Program Costs

- Can be directly linked to and reflect a causal relationship to one individual program/project; or can easily be allocated to two or more programs based upon usage, cause, or benefit.

Direct Program Evaluation & Planning Services

- Evaluation services for a specific program rather than for a group of programs.
- Costs incurred in evaluating programs and projects and included in determining total program funding caps.
- Planning services for a specific program rather than for a group of programs.
- Costs incurred in planning programs and projects and are included in determining program funding expenditures and caps.
- Evaluation and planning services attributable to a number of programs are recorded in a cost pool and are subsequently allocated to individual programs.

Escrowed Program (Incentive) Funds

- Cash deposited into a separate bank account that will be paid out pursuant to a contractual obligation requiring a certain event or result to occur. Funds can be returned to Energy Trust if such event or result does not occur. Therefore, the funds are still "owned" by Energy Trust and will remain on the balance sheet.
- The funds are within the control of the bank in accordance with the terms of the escrow agreement.
- When the event or result occurs, the funds are considered "earned" and are transferred out of the escrow account ("paid out") and then are reflected as an expense on the income statement for the current period.

Expenditures/Expenses

- Amounts for which there is an obligation for payment of goods and/or services that have been received or earned within the month or year.

FastTrack Projects Forecasting

Module developed in FastTrack to provide information about the timing of future incentive payments, with the following definitions**:**

- Estimated-Project data may be inaccurate or incomplete. Rough estimate of energy savings, incentives and completion date by project and by service territory.
- Proposed-Project that has received a written incentive offer but no agreement or application has been signed. Energy savings, incentives and completion date to be documented by programs using this phase. For Renewable projects-project that has received Board approval.
- Accepted-Used for renewable energy projects in 2nd round of application; projects that have reached a stage where approval process can begin.
- Committed-Project that has a signed agreement or application reserving incentive dollars until project completion. Energy savings/generations, incentives and completion date by project and by service territory must be documented in project records and in FastTrack. If project not demonstrably proceeding within agreed upon time frame, committed funds return to incentive pool. Reapplication would then be required.
- Dedicated-Renewable project that has been committed, has a signed agreement, and if required, has been approved by the board of directors.

Incentives

I. **Residential Incentives**

- Incentives paid to a residential program participant (party responsible for payment for utility service in particular dwelling unit) exclusively for energy efficiency and renewable energy measures in the homes or apartments of such residential customers.

II. **Business Incentives**

- Incentives paid to a participant other than a residential program participant as defined above following the installation of an energy efficiency or renewable energy measure.
- Above market cost for a particular renewable energy project.

III. **Service Incentives**

- Incentives paid to an installation contractor which serves as a reduction in the final cost to the participant for the installation of an energy efficiency or renewable energy measure.
- Payment for services delivered to participants by contractors such as home reviews and technical analysis studies.
- End-user training, enhancing participant technical knowledge or energy efficiency practices proficiency such as “how to” sessions on insulation, weatherization, or high efficiency lighting.
- CFL online home review fulfillment and PMC direct installations.
- Technical trade ally training to enhance program knowledge.
- Incentives for equipment purchases by trade allies to garner improvements of services and diagnostics delivered to end-users, such as duct sealing, HVAC diagnosis, air filtration, etc.

Indirect Costs

- Shared costs that are “allocated” for accounting purposes rather than assigning individual charges to programs.
- Allocated to all programs and administration functions based on a standard basis such as hours worked, square footage, customer phone calls, etc.
- Examples include rent/facilities, supplies, computer equipment and support, and depreciation.

IT Support Services

- Information technology costs incurred as a result of supporting all programs.
- Includes FastTrack energy savings and incentive tracking software, data tracking support of PMCs and for the program evaluation functions.
- Includes technical architecture design and physical infrastructure.
- Receives an allocation of indirect shared costs.
- Total costs subsequently allocated to programs and administrative units.

Outsourced Services

- Miscellaneous professional services contracted to third parties rather than performed by internal staff.
- Can be incurred for program or administrative reasons and will be identified as such.

Program Costs

- Expenditures made to fulfill the purposes or mission for which the organization exists and are authorized through the program approval process.
- Includes program management, incentives, program staff salaries, planning, evaluation, quality assurance, program-specific marketing and other costs incurred solely for program purposes.
- Can be direct or indirect (i.e. allocated based on program usage.)

Program Delivery Expense

- This will include all PMC labor and direct costs associated with: incentive processing, program coordination, program support, trade ally communications, and program delivery contractors.
- Includes contract payments to NEEA for market transformation efforts.
- Includes performance compensation incentives paid to program management contractors under contract agreement if certain incentive goals are met.
- Includes professional services for items such as solar inspections, anemometer maintenance and general renewable energy consulting.

Program Legal Services

- External legal expenditures and internal legal services utilized in the development of a program-specific contract.

Program Management Expense

- PMC billings associated with program contract oversight, program support, staff management, etc.
- ETO program management staff salaries, taxes and benefits.

Program Marketing/Outreach

- PMC labor and direct costs associated with marketing/outreach/awareness efforts to communicate program opportunities and benefits to rate payers/program participants.
- Awareness campaigns and outreach efforts designed to reach participants of individual programs.
- Co-op advertising with trade allies and vendors to promote a particular program benefit to the public.

Program Quality Assurance

- Independent in-house or outsourced services for the quality assurance efforts of a particular program (distinguished from program quality control).

Program Reserves

- Negotiated with utilities annually, with a goal of providing a cushion of approximately 5% above funds needed to fulfill annual budgeted costs. Management may access up to 50% of annual program reserve without prior board approval (resolution 633, 2012).

Program Support Costs

- Source of information is contained in statement of functional expense report.
- Portion of costs in OPUC performance measure for program administration and support costs.
    - Includes expenses incurred directly by the program.
    - Includes allocation of shared and indirect costs incurred in the following categories: supplies; postage and shipping; telephone; printing and publications; occupancy expenses; insurance; equipment; travel; business meetings; conferences and training; depreciation and amortization; dues, licenses,

subscriptions and fees; miscellaneous expense; and an allocation of information technology department cost.

Project Specific Costs (for Renewable Energy)

- Expenses directly related to identified projects or identified customers to assist them in constructing or operating renewable projects. Includes services to prospective as well as current customers.
- Must involve direct contact with the project or customer, individually or in groups, and provide a service the customer would otherwise incur at their own expense.
- Does not include general program costs to reach a broad (unidentified) audience such as websites, advertising, program development, or program management.
- Project-Specific costs may be in the categories of; Incentives, Staff salaries, Program delivery, Legal services, Public relations, Creative services, Professional services, Travel, Business meetings, Telephone, or Escrow account bank fees.

Savings Types

- **Working Savings/Generation:** the estimate of savings/generation that is used for data entry by program personnel as they approve individual projects. They are based on deemed savings/generation for prescriptive measures, and engineering calculations for custom measures. They do not incorporate any evaluation or transmission and distribution factors.
- **Reportable Savings/Generation:** the estimate of savings/generation that will be used for public reporting of Energy Trust results. This includes transmission and distribution factors, evaluation factors, and any other corrections required to the original working values. These values are updated annually, and are subject to revision each year during the "true-up" as a result of new information or identified errors.
- **Contract Savings**: the estimate of savings that will be used to compare against annual contract goals. These savings figures are generally the same as the reportable savings at the time that the contract year started. For purposes of adjusting working savings to arrive at this number, a single adjustment percentage (a SRAF, as defined below) is agreed to at the beginning of the contract year and is applied to all program measures. This is based on the sum of the adjustments between working and reportable numbers in the forecast developed for the program year.
- **Savings Realization Adjustment Factors (SRAF):** are savings realization adjustment factors applied to electric and gas working savings measures in order to reflect more accurate savings information through the benefit of evaluation and other studies. These factors are determined by the Energy Trust and used for annual contract amendments. The factors are determined based on the best available information from:
  - Program evaluations and/or other research that account for free riders, spill-over effects and measure impacts to date; and
  - Published transmission and distribution line loss information resulting from electric measure savings.

Total Program and Admin Expenses (line item on income statement)

- Used only for cost effectiveness calculations, levelized cost calculations and in management reports used to track funds spent/remaining by service territory.
- Includes all costs of the organization--direct, indirect, and an allocation of administration costs to programs.
- Should not be used for external financial reporting (not GAAP).

Total Program Expenses (line item on income statement)

- All indirect costs have been allocated to program costs with the exception of administration (management and general costs and communications & outreach).
- Per the requirements of Generally Accepted Accounting Principles (GAAP) for nonprofits, administrative costs should not be allocated to programs.
- There is no causal relationship—costs would not go away if the program did not exist.

Trade Ally Programs & Customer Service Management

- Costs associated with Energy Trust sponsorship of training and development of a trade ally network for a variety of programs.
- Trade Ally costs are tracked and allocated to programs based on the number of allies associated with that program.
- Costs in support of assisting customers which benefit all Energy Trust programs such as call center operations, customer service manager, complaint handling, etc.
- Customer service costs are tracked and allocated based on # of calls into the call center per month.

True Up

- True-up is a once-a-year process where we take everything we've learned about how much energy programs actually save or generate, and update our reports of historic performance and our software tools for forecasting and analyzing future savings.
- Information incorporated includes improved engineering models of savings (new data factor), anticipated results of future evaluations based on what prior evaluations of similar programs have shown (anticipated evaluation factor), and results from actual evaluations of the program and the year of activity in question (evaluation factor).
- Results are incorporated in the Annual Report (for the year just past) and the True-up Report (for prior years).
- Sometimes the best data on program savings or generation is not available for 2-3 years, especially for market transformation programs. So for some programs, the savings are updated through the annual true-up 2 or 3 times

Tab 4

Policy Committee Meeting

June 23, 2015, 3:30–5:00 pm

Attending by teleconference
Roger Hamilton, Alan Meyer

Attending at Energy Trust offices
Ken Canon, John Reynolds, Michael Bailey, JP Batmale, Fred Gordon, Margie Harris, Hannah Hacker, Jed Jorgensen, Betsy Kauffman, Debbie Menashe, Kate Scott, John Volkman, Peter West

Legislative Briefing

Margie and staff briefed the Policy Committee on developments and discussions at the Oregon legislature regarding public purpose funds. A bipartisan group of eight Oregon state senators has released a draft transportation funding bill. The draft bill would repeal the Clean Fuels Standard law, enacted earlier in the session, and replace it with a diverse and comprehensive package of spending on carbon reduction through fuels standards, transportation infrastructure improvement, and electric vehicle market tranformation, among other things. HB 2281, the "Sustainable Transportation Bill," would raise fuel and vehicle taxes, and would redirect public purpose funds collected under ORS 757.612 from schools and Energy Trust's small scale renewables programs.

Margie reported that Energy Trust has been providing information on request to the OPUC regarding the impact of this proposal, should it pass. In addition, Margie reported that Renewable Northwest Project, Citizens' Utility Board, and other stakeholders are engaged. Staff will continue to monitor the HB 2281 proceedings closely and report out to the board on developments.

Policy For Review

Renewable Energy Certificates (REC) Policy

Energy Trust's REC Policy was up for routine, three-year review in May 2014. Since that time, the committee and staff engaged in several REC policy discussions in preparation for review of possible recommendations for changes to the policy. Staff also engaged the Bonneville Environmental Foundation (BEF) to prepare a REC market study, and Patrick Nye of BEF presented a "RECs 101" to the full board at its April 1, 2015 meeting. At the April Renewable Advisory Council (RAC) meeting, staff facilitated discussions about the current Energy Trust REC policy and current REC market. Most recently, staff discussed possible recommended changes to the REC policy with Oregon Public Utility Commission staff, with special focus on preserving Energy Trust acquired RECs for possible Rule 111D compliance.

Staff presented proposed changes to the REC policy based on its experience in implementing the policy, the results of this information gathering and stakeholder discussions. Staff recommends revisions in three areas:

(1) Allow Energy Trust not to register RECs in the Western Renewable Energy Generation Information System (WREGIS) where the board concludes the effort and expense is disproportionate to the REC market value.
(2) Coordinate policy with utility green-power programs and rate processes by reducing Energy Trust's share of RECs to the extent that a utility retains RECs for the benefit of its ratepayers via a green power granting program or power purchase agreement.

(3) Allow owners of custom projects to keep RECs to meet independently-established environmental or “green” goals, if the owner provides substitute RECs from Oregon Qualifying Facilities that qualify under the Oregon Renewable Portfolio Standard, they are delivered within five years of incentive, and are registered in WREGIS.

The Committee discussed staff’s proposed changes to the policy and viewed them as reasonable. The Committee asked staff to circle back with RAC to report on these proposed changes, and then to report on RAC’s comments to the full board at its next meeting. The Committee also asked staff to include the proposed changes in a briefing paper and proposed board resolution for the next full board meeting.

Previews Of Board Meeting Presentations

Farmers’ Irrigation Amendment

Staff briefed the Committee on a proposed amendment to a current project incentive funding agreement with Farmers’ Irrigation District. In December 2013 Energy Trust’s board approved an $825,000 incentive for a Farmers Irrigation District (FID) proposal to replace two existing Francis hydroelectric turbines at their Plant 2 powerhouse (1 MW and 2 MW respectively) with a single 3 MW Turgo turbine. The replacement turbine is expected to enable a 12.4% increase in energy generation (~2,000 MWh annual increase) and create substantial savings for the district in reduced operations and maintenance expenses. Long after the incentive amount was approved and final plans were submitted to Pacific Power, the utility issued additional equipment upgrade requirements. Energy Trust, FID, and Pacific Power have worked closely and productively to negotiate reasonable costs, and although atypical, Energy Trust staff does recommend an increased incentive based on the recently communicated equipment requirements. Energy Trust staff recommends that the board approve an increase to the authorized incentive to $900,000, an increase of $75,000 reflecting approximately half of the increased costs. As the proposed project incentive funding agreement amendment authorizes funding greater than $500,000, full board approval would be required. The committee discussed the process by and timing in which this additional equipment upgrade cost information was delivered to FID and Energy Trust. Although atypical, the overall increase is small in proportion to the approved incentive, and the committee suggested that the resolution in support of the increase be included on the consent agenda for the next full board meeting.

Existing Multifamily Program Management Contractor Recommendation

Energy Trust staff reported on the selection process for a new Existing Multifamily program management contract. In March 2015, Energy Trust released a Request for Proposals soliciting proposals to serve as the Existing Multifamily Program Management Contractor. Staff reported that the review and selection process had been completed, and staff will make a complete presentation and recommendation to the full board at the next board meeting.

Brief Updates

Staff provided brief updates to the committee on the current discussions with OPUC staff regarding combined heat and power (CHP) and an expected NW Natural SB844 project proposal involving CHP.

The meeting adjourned shortly before 5:00 pm. The next meeting of the Policy Committee is scheduled for September 1, 2015.

Tab 5

Strategic Planning Committee Meeting

June 16, 2015, 3:00 pm

Attending at Energy Trust offices Susan Brodahl, JP Batmale, Fred Gordon, Margie Harris Ted Light, Debbie Menashe, John Volkman

Attending by teleconference Mark Kendall, Ken Canon, John Reynolds, Warren Cook, Kevin Hiebert

Debrief Discussion regarding the June Retreat

Staff asked committee members for their impressions, reviews and comments of the June retreat. Committee members provided comments in two categories: Logistics and content.

Staff will consider the committee's comments regarding logistics and examine options in terms of dates, location and set up for future retreats. Staff will also consider the committee's comments regarding content. The committee noted overall satisfaction with the content and presentations, recognizing that this retreat was unique in its combination of organizational strategic issues related to programs along with discussions regarding executive transition. Committee members expressed appreciation for Ann Kohler's remarks on Saturday morning.

Next Steps

Committee members confirmed that the "to-do" list prepared by John Volkman at the end of the retreat was accurate. Staff will develop a timeline and priorities for each of the listed items. In addition, committee members asked staff to continue to monitor efforts by other similar organizations, particularly with respect to emerging technologies and expanding participation.

Margie reported that staff will complete an operations strategic plan and report back on focus areas and metrics.

Margie and Ana will finalize a date for follow-up and presentations to those board members who were unable to attend the June retreat.

Future Meetings

Committee members asked staff to project forward over the course of the next year and the full strategic plan period to identify an appropriate schedule for reporting back to the board on key metrics not already covered in regular reports. Some follow-up is identified specifically in the list prepared by John Volkman; there are additional reporting topics still being developed. Staff agreed to put together a plan for meeting dates as requested by the committee.

With respect to the coming year, Ana Morel will begin sketching out an upcoming meeting schedule for 2015-2016, putting placeholder dates on calendars. This committee will meet again in September 2015 to firm up a future meeting calendar based on projected necessary discussions and check-in points. Any meeting dates with placeholders not needed for discussion or check-in can be released at that time.

The meeting adjourned before 5:00 pm.

The next meeting of the Strategic Planning Committee is to be scheduled in the fall.

Tab 6

Renewable Energy Advisory Council Meeting Notes

April 29, 2015

Attending from the council:
Diane Broad, Oregon Department of Energy
Cindy Dolezel, Oregon Public Utility Commission
Shaun Foster, Portland General Electric
Robert Grott, Northwest Environmental Business Council
Michael O'Brien, Renewable Northwest
Frank Vignola, Solar Monitoring, University of Oregon
Dick Wanderscheid, Bonneville Environmental Foundation
Peter Weisberg, The Climate Trust

Attending from Energy Trust:
Mike Bailey
Chris Dearth
Matt Getchell
Jennifer Hall
Mia Hart
Jed Jorgensen
Betsy Kauffman
Anna Kelly
Dave McClelland
Debbie Menashe
Dave Moldal
Gayle Roughton

Others attending:
Megan Decker, Renewable Northwest
Elaine Prause, Oregon Public Utility Commission
Nick Lawton, Green Energy Institute
Alan Meyer, Energy Trust board
John Reynolds, Energy Trust board
Matt Shane, Oregonians for Renewable Energy Progress
Julie Peacock, Oregon Department of Energy

1. Welcome and introductions

Betsy Kauffman convened the meeting at 9:00 a.m. The agenda, notes and presentation materials are available on Energy Trust's website at www.energytrust.org/About/public-meetings/REACouncil.aspx.

Betsy announced that Thad Roth is the new residential sector lead at Energy Trust and thanked him for his work as the renewable energy sector lead for the past three years. Betsy replaced Thad as the renewable energy sector lead.

Betsy welcomed Shaun Foster, a new Renewable Energy Advisory Council member representing Portland General Electric.

John Reynolds announced that the University of Oregon Department of Architecture will host the inaugural John Reynolds Sustainability Symposium on Sunday, May 17 in Eugene.

2. Renewable Energy Certificates and Energy Trust's REC policy

Betsy introduced Energy Trust's Renewable Energy Certificate, REC, policy, which is currently undergoing its scheduled review with the board of directors Policy Committee. The REC market has changed significantly since the policy was first adopted in 2004 and the board is doing a more extensive review, including an examination of current market conditions and how the policy functions in those new conditions. A portion of today's Renewable Energy Advisory Council meeting is dedicated to small group discussions, and ideas from these discussions will be presented to the board in May.

Jed Jorgensen provided an overview of RECs, the REC market and the challenges of participating in that market. Energy Trust's current policy requires that RECs are transferred to Energy Trust in proportion to the above-market costs of each renewable energy project. When the market value of the REC is greater than Energy Trust's contribution, Energy Trust's share is reduced to match the market value. The market value of RECs in Oregon has been low and Energy Trust typically ask for 75 to 100 percent of the RECs for each project.

> Energy Trust works to register RECs in the Western Renewable Energy Generation Information System, WREGIS, for delivery to the utilities for ratepayer benefit. Energy Trust established a process to cost effectively enter RECs into WREGIS for large projects, but has been unable to do so for small, net-metered solar projects.
>
> Jed presented two case studies to contrast the challenges of entering RECs into WREGIS by project type: one large custom biogas project and one small, standard net-metered solar project. For large custom projects, challenges include the negotiation of RECs between the customer, utility and Energy Trust, which increases the cost and complexity of managing RECs. Some customers decide to abandon negotiations with Energy Trust, while others decide to forgo the incentive altogether. For small net-metered projects, the sector is not able to cost effectively enter RECs into WREGIS because verified, metered generation cannot be done for less than the value of the REC.
>
> Energy Trust has about 93,000 RECs annually. Custom projects represent 75 percent of the portfolio, and the remaining RECs are from small, net-metered projects. Based on Energy Trust's performance evaluation of these systems, Energy Trust proposed to WREGIS to use a statistical approach for registering Energy Trust RECs from net-metered solar projects. A decision from WREGIS is expected in the coming weeks.

Michael O'Brien: Are the costs only administrative?
Jed: No, there are also monthly fees, reporting fees and transfer fees, in addition to the staff time.

Peter Weisberg: Do the utilities always want the RECs despite the administrative costs?
Jed: Only if there are a lot of RECs and for a long period of time.

Elaine Prause: Do the average costs outweigh the benefits?
Jed: We haven't done comprehensive analysis to assess the costs and benefits. They vary considerably from project to project.

Megan Decker: Is a REC always valued at one dollar?
Jed: There isn't a lot of variation in REC value. On average, RECs are valued at one dollar at the wholesale level.

Jed: In general, the REC market is oversupplied. A lot of RECs come from wind and solar projects. There are two markets, voluntary and compliance. Compliance is the largest market, and was developed when utilities were required to have certain percentages of renewable energy to meet a Renewable Portfolio Standard, RPS. Portland General Electric and Pacific Power are in compliance with Oregon's RPS requirements until at least 2020.

Elaine: About one-half of Energy Trust's 93,000 RECs are not in WREGIS. Have there been any contractual issues when customers want to sell their RECs?
Jed: Yes, there have been some complaints from customers who want to sell them.

Robert Grott: Retrospectively, where did we think the market was going to be today?
Jed: We were optimistic that RECs would be valued at $25, which is the case in some states where there are carve-outs for specific kinds of RECs.

John: In the biogas case study presented, if the rights to the RECs are transferred from Energy Trust to the customer, does the customer pay the fees associated with WREGIS?
Jed: Yes, customers would pay to register the systems and would accrue RECs. This enables them to keep a percentage of RECs for green claims.

Frank Vignola: How much energy is embodied in a REC, and what are the WREGIS fees?
Jed: A REC accounts for "the renewableness" of 1 megawatt hour of renewable energy. The fees for having an account in WREGIS range from $1,500 annually for large entities to much less for smaller generators.
Julie Peacock: The fees have changed in WREGIS and are going down for smaller users.

Elaine: Is metering required for systems using the feed-in tariff?
Shawn Foster: There's a second generation meter installed to utility standards for those types of systems. There is a monthly fee and administrative costs to enter a system into WREGIS.

Alan Meyer: Do we have to use WREGIS for RPS compliance and Energy Trust's RECs?
Julie: State rules require an electronic trading system, so we would have to find another system for tracking RECs.

3. Small group discussions of RECs and Energy Trust's REC policy
Renewable Energy Advisory Council members, guests and staff divided into small groups to discuss two questions: Do you care about RECs? Why are RECs important or not important to the work your organization does or the projects you deal with?

Group 1 summary, provided by Michael O'Brien
RECs are important because they support the RPS, capture environmental benefits and help the state comply with Section 111(d) of the Environmental Protection Agency Clean Air Act. The group discussed if RECs actually influence the decisions of residential solar customers, and if it is worth Energy Trust's time to sort out RECs for small projects.

Group 2 summary, provided by Chris Dearth
RECs are important, but we need to address them differently. The average person is not familiar with RECs, and Energy Trust has an obligation to secure RECs for the benefit of ratepayers. We need to find a different registration system that isn't as costly or complex. WREGIS is set up for large operators and is not practical for small systems. We need to learn from other states about how they're handling these challenges. Staff time to manage RECs represents a large cost to Energy Trust.

Debbie Menashe clarified that there is no statutory obligation that Energy Trust take RECs from projects.

Group 3 summary, provided by Peter West
RECs are an important revenue stream and can help drive projects. The group discussed three possible scenarios for changing the way Energy Trust works with RECs. First, Energy Trust could not participate in the REC market, but include RECs in above-market cost consideration. In this scenario, it would be the utilities' responsibility to track RECs. Second, Energy Trust

could always take 100 percent of RECs and finances for each project. Third, Energy Trust could continue to provide incentives, but allow the use of replacement RECs when appropriate.

Group 4 summary, provided by Debbie Menashe
RECs are important, although the general public doesn't understand what they are or their purpose. RECs have compliance value and potential value for future regulation, such as for carbon. The green claim value is more important than the monetary value of RECs. Current administrative costs for Energy Trust and the utilities outweigh the REC value. We need to consider that there are different types of RECs based on project type, and therefore treat them differently.

Debbie: Our group would like to know whether administrative costs apply to all systems.
Shaun: Yes, there are large administrative costs for entering RECs for all projects.

Robert: Should Energy Trust continue to base RECs it takes on the above-market costs of projects?

Group 5 summary, provided by Diane Broad
RECs are important for providing recognition and integrity for a renewable energy project. Prior to RECs, there was no credible mechanism to monetize this value. RECs are complex and buyers don't understand how the REC market works, but RECs are a straightforward purchase. RECs allow smaller entities to go green and provide a mechanism for more market actors to bring renewable energy into their portfolios.

Elaine: We want to preserve their value, but find another way to do it.
Diane: Given that Energy Trust generates 25,000 RECs per year from solar that are not registered, we're concerned about the total dollar value of those unrecognized RECs.

Jed: There's a lot of value in RECs, and Energy Trust support of RECs makes them credible.
Small group discussions acknowledged that the value of RECs will vary based on the project. The dollar value on the retail market is comparable to the green value.

Betsy: We tend to think of all RECs as being the same, but perhaps we need to rethink this concept.
Alan: Yes, and how do we account for the variance in value? Maybe we need to rethink this construct.
Cindy Dolezel: The green value came up in our small group discussion, but speculative value could be more important. Municipalities and utilities want to hold onto RECs for future value.

Renewable Energy Advisory Council members, guests and staff reconvened into their small groups to discuss another question: What is the value of Energy Trust's investments in renewable energy projects?

Group 5 summary, provided by Robert Grott
From the perspective of the project developer, RECs enable projects and add legitimacy. From the utility perspective, there is compliance value. From a societal perspective, there is value in distributed generation, speeding up technology advancement and market penetration, reducing project costs through learning, improving conditions to enable more projects and reducing risk. By getting more distributed renewable energy, we strengthen and enhance the utility generation profile.

Group 4 summary, provided by Dave McClelland

Energy Trust brings value in addressing market barriers and market generation, which aren't captured in RECs. Energy Trust also provides value beyond RECs through market transformation and through renewable generation itself. Net-metered generation offsets utility generation, which reduces the RPS requirements for utilities.

Betsy: In summary, there is a common perspective that Energy Trust's investment in RECs is good because it creates projects. For discussion purposes and to dig a little deeper, why do we care about creating new projects, aside from RECs?
Dave: We're developing standards and exemplifying market transformation. There is a mathematical issue, however. The end goal is zero above-market costs and zero RECs. Given Energy Trust's current REC policy, we're paying less for each project and we have to take all the RECs.
Megan: There are system benefits that ratepayers receive from generation, which is different from the REC and market transformation values.

Group 2 summary, provided by Cindy Dolezel
The value of RECs is different for industries, municipalities and developers. For the developer, incentives create projects and early cash stimulus. For municipalities, projects bring state and federal funds to their communities, and Energy Trust acts as the third-party expert that validates projects. Upfront costs are committed and Energy Trust provides the vetting expertise. For industries, the value is in supporting contractors, building the expertise of contractors in industry through certifications, streamlining soft costs and generating public trust in projects that are given Energy Trust incentives.

Group 3 summary, provided by Dave Moldal
Energy Trust provides validation to projects, acts as an objective evaluator and provides investments throughout the state to stimulate the economy. The lower marginal costs of renewable energy development provide greater societal value and value in non-energy benefits, help projects reduce risk in an unpredictable future and create jobs.

Group 1 summary, provided by Anna Kelly
There is compliance, social, economic and environmental value. There is social value for Oregon, providing equity for future generations. There is economic value from decreased fuel costs and job generation. There is environmental value in displaced fossil fuel generation and non-energy benefits. Energy Trust investments provide value for project development, investment in renewable energy resources and reduced costs for renewable energy systems across the state.

Betsy: The value of renewable energy projects and RECs will exist regardless of who controls the RECs.
Julie: Some of these values are embodied in the definition of a REC.
Peter: Energy Trust is focusing on small projects with more barriers, but there's additional value that isn't captured by the baseline commodity of a REC.

Robert: The board should reconsider the calculation of the REC based on above-market costs and reexamine the treatment of small project RECs as different than large project RECs.

Dave: Utilities have to meet their Oregon RPS obligation of 25 percent renewable energy by 2025. We're trying to increase renewable energy generation, which reduces the total baseline generation from which the RPS requirement is calculated. We are also trying to provide RECs. Essentially, we're giving the utilities a double benefit.

Megan: Rather than try to capture the compliance value through RECs, we're supporting the compliance value through reducing the utility's load.

Peter: Energy Trust's value for qualifying facility, QF, projects is incremental beyond the value of large-scale projects. Energy Trust could claim benefits of a project, and the utilities would monetize the REC value. Energy Trust's focus would be claiming only above-market cost value.
Megan: In this scenario, we assume that the project gets some value from keeping the REC, reducing the costs and keeping the incentive.
Peter: It would be the responsibility of Energy Trust to come up with a credible way to value the REC and reduce the incentive amount proportionately. Energy Trust should focus on its incremental value apart from the REC.

Michael: Given the value, implied claims and huge transaction costs of small generation systems, the board should consider not pursuing RECs for these small systems. The public purpose charge could already account for the value of the RECs.

Robert: What is the value for the utilities?
Shaun: The value for PGE is compliance. We want to reach and comply with regulations. We would caution against overlooking RECs for net-metered projects. We are mindful of costs to ensure ratepayers are receiving the full benefits.

Dick Wanderscheid: There could be a hybrid approach by assigning some value to RECs, reducing the incentive amount and allowing the developer to decide how to manage the RECs. For net-metered projects where managing RECs are not cost effective, we could retire the RECs on behalf of the customer and provide a paper certificate. A methodology would need to be developed to quantify RECs for net-metered projects. A paper certificate would still account for the RPS goal to have small-scale renewable energy generation. Patrick Nye, Bonneville Environmental Foundation, would be able to help with aggregating the net-metered projects without going through WREGIS. *[Post meeting clarification from Energy Trust staff: paper certificates would not count toward the RPS goal.]*
Betsy: What's the difference between a paper certificate and not taking title to the REC?
Dick: The customer could sell them.
Betsy: There would need to be an agreement with the customer that they can't sell the RECs.
Dick: Energy Trust would take the RECs and retire them in the customer's name. The RECs wouldn't transfer to the utility.

Alan: This was a good discussion and I'm glad I was about to contribute. This isn't an easy problem to resolve.

John: Renewable energy is an important resource for continual development into the future. It's a shame if administrative challenges create a barrier to commendable renewable energy goals.

Dick: I recommend Energy Trust pursue a cost-effective solution to account for RECs outside of WREGIS.

Megan: While the board is reconsidering the REC policy, I would remind them to base its decision on the current landscape, as the REC policy will be reconsidered again in three years. The landscape will change and the REC policy will be reevaluated as such as that time.

Frank: I like the idea of retiring RECs with a paper certificate, but I'm not sure whether it's best done through the customer or the utility.

Shaun: We're focused on large-scale wind installations to meet RPS goals. There are many savvy residential customers who would see value in a paper certificate.
Alan: This is a good solution. Furthermore, we could also apply this to the utility to help them meet compliance requirements on behalf of customers.
Dick: That could lead to double counting RECs.

4. Public comment
There was no additional public comment.

5. Meeting adjournment
The meeting adjourned at 12:00 p.m. The next Renewable Energy Advisory Council meeting is scheduled on June 3, 2015.

Conservation Advisory Council Meeting Notes

April 29, 2015

Attending from the council:
Jim Abrahamson, Cascade Natural Gas
Brent Barclay, Bonneville Power Administration
Warren Cook, Oregon Department of Energy
Wendy Gerlitz, Northwest Energy Coalition
Charlie Grist, Northwest Power and Conservation Council
Chris Walker, Portland General Electric
Scott Inman, Oregon Remodelers Association
Elaine Prause, Oregon Public Utility Commission
Don Jones, Jr., PacifiCorp
Don MacOdrum, Home Performance Guild of Oregon
Holly Meyer, NW Natural
Alexis Allen, Northwest Energy Efficiency Alliance

Attending from Energy Trust:
Kathleen Belkhayat
Amber Cole
Kim Crossman
Fred Gordon
Jackie Goss
Margie Harris
Jessica Iplikci
Marshall Johnson
Betsy Kauffman
Oliver Kesting
Steve Lacey
Ted Light
Spencer Moersfelder
Kate Scott
Julianne Thacher
Peter West

Others attending:
Dave Backen, Evergreen Consulting
Susan Brodahl, Energy Trust board
Christina Cabrales, CSG
Scot Davidson, Clean Energy Works
Cameron Gallagher, Nexant
Mike Gantman, Nexant
John Morris, CLEAResult
Alan Meyer, Energy Trust board
Nick O'Neil, E360
Chris Smith, E360
Bob Stull, CLEAResult

1. Welcome and introductions

Peter West convened the meeting at 1:30 p.m. The agenda, notes and presentation materials are available on Energy Trust's website at: www.energytrust.org/About/public-meetings/CACMeetings.aspx.

2. Old business

The March Conservation Advisory Council notes were approved with no changes.

Kim Crossman announced that the planned second round of discussion regarding a proposed combined heat and power incentive increase will be delayed by a few months.

Peter announced that Julia Harper is the new NEEA representative on the council, and welcomed Elaine Prause as the new Oregon Public Utility Commission liaison.

3. Planning updates

Marshall Johnson: Yesterday the OPUC ruled on Energy Trust's incentive cap proposal related to the UM 1622 docket on the cost-effectiveness of some gas measures. The commission

decided to extend current incentives for wall and floor insulation through the end of June. On July 1, Energy Trust will offer revised measures for wall and floor insulation in gas-heated homes. Energy Trust will notify trade ally contractors of these changes.

Fred Gordon: Regarding UM 1622, last year NW Natural forecasted that it will need to build a new pipe to the Salem area. The OPUC requested that NW Natural pursue instead demand-side management solutions. This spring, NW Natural no longer expects the load to increase, so a new pipe will not have to be built. However, NW Natural has not yet updated its Integrated Resource Plan to reflect the changes. In light of this, the OPUC directed Energy Trust to retain in the Salem area only measures to be eliminated for cost-effectiveness reasons from the gas program on July 1. The OPUC could not reach a conclusion to change this directive based on current evidence. We will regroup to see whether NW Natural can provide sufficient evidence that the facility is needed to the OPUC by July 1.

Marshall: Energy Trust worked with NEEA to introduce a tier two heat pump water heater. The only qualifying unit, made by AirGenerate, has been removed from Energy Trust's qualifying products lists. Energy Trust is working with Portland General Electric and Pacific Power, NEEA and trade allies to address potential warranty concerns on behalf of customers.

Warren: How many AirGenerate units were installed in Energy Trust territory?
Marshall: There are 410 units in Energy Trust territory of about 900 heat pump water heaters in the region.

4. SB 838 large customer funding restriction: 2014 results

Ted Light: SB 838 allows Energy Trust to receive additional funding above the SB 1149 3 percent public purpose charge to pursue additional electric efficiency as identified in coordination with each electric utility. Because large customers, greater than one average megawatt, are exempt from SB 838, statute also determined they cannot receive any benefits from those funds. Energy Trust estimates the maximum benefits allowed for these large customers as a percentage of the incentives Energy Trust paid to these customers by utility before SB 838 was passed in 2007. Energy Trust is restricted from providing incentives above that estimated threshold. To track funding paid to large customers, Energy Trust commissions annual studies by a third party.

Don Jones: Is that study public?
Ted: We typically share the studies with stakeholders but have not posted them on our website.

Ted: If Energy Trust exceeds the threshold of incentives paid to large customers, we have three years to correct the problem. In 2014 in Pacific Power territory, we remained well under the threshold. In 2014 in PGE territory, we were very close to the threshold but have not exceeded it.

Holly Meyer: Is Energy Trust required to make any changes to avoid exceeding the cap, because when you're so close?
Peter: Energy Trust has an understanding with the electric utilities and the OPUC that we will react once we actually exceed the cap, not before.

Ted: In conclusion, Energy Trust is still under the limit for each utility of incentives paid to large customers. There will be no program changes at this time. This topic is being discussed as part of OPUC docket UM 1713.

5. Industry and Agriculture Sector 2015-2019 Strategic Plan

Peter: Energy Trust recently approved a 2015-2019 Strategic Plan for the organization, and the Industry and Agriculture, and Commercial, sector strategic plans with major trends and challenges provide high level information about how these sectors will meet Energy Trust's overall 2015-2019 Strategic Plan goals. We are seeking feedback about areas of confusion and ideas that resonate with you or cause you concern.

> Today we will focus on the two business sectors for energy efficiency. The plans for the Renewable Energy sector have been reviewed at the Renewable Energy Advisory Council. We will bring the plan for the Residential sector here in June.

Kim: Industry and agriculture is a mature sector, and the priority is to continue to operate effective programs. The sector achieves energy savings through custom projects, streamlined projects and industrial Strategic Energy Management. The sector's strategic plan focuses on stability, and identifies smaller industries as a potential source of increased savings. Goals include increasing gas projects and savings across all tracks, expanding SEM participation and continuously improving internal operations.

> The sector's sources of savings fluctuate from year to year and can be difficult to predict. A large number of small streamlined industrial track projects helped stabilize the program's savings. Most of the sector's savings growth has occurred in urban areas over the past five years, but savings have held steady in rural areas despite poor economic conditions. Going forward, the sector identified high electric savings potential from most sectors, with specific opportunities in the growing high tech and emerging indoor agriculture industries. Many sectors offer high gas savings potential.

Holly: You said that the electric potential in pulp and paper is shrinking because the plants have closed, but it looks like there is a lot of gas potential in that sector. Why is that?
Kim: One or two pulp and paper plants are eligible for gas, and all that potential is tied to them. Clearly we also need to continue to diversify our savings from other sectors.

Wendy Gerlitz: It would be helpful to see graphs of savings in comparison to total load for urban and rural projects. This would make it clearer that you are reaching and serving rural markets.

Kim: The sector's challenges and barriers include large transport customer eligibility limitations, the impacts of climate change and drought on agricultural customers, the higher costs of serving smaller customers and improving internal operations. Industry and agriculture is the only energy-efficiency sector at Energy Trust to operate without a Program Management Contractor, and this creates challenges in procurement of program data management systems for harnessing the power of internal data systems, which have largely been designed to interface with PMC systems rather than providing a turnkey program data management solution.

Don Jones: I'm concerned that you're already in the first year of the 2015-2019 Strategic Plan. If you're developing the plan now, shouldn't it begin in 2016?
Peter: These plans are aligned with Energy Trust's 2015-2019 Strategic Plan, which incorporated robust stakeholder and board input prior to 2015. Each program then reflected that direction in individual program action plans for 2015. Neither of these sector strategic plans represent dramatic changes in strategies and goals.

Jim Abrahamson: I'm concerned that the plan may be overstating Oregon's status as the nation's second most industrial state as a percentage of gross domestic product. I also noticed that much of the industrial savings potential is from high-tech industries, which are located in

urban areas. I would like to see what the landscape of potential projects looks like with the tech sector removed. Finally, what comprises “other industries” in the plan?
Kim: The statistic about Oregon industry is from the U.S. Department of Commerce (footnoted). Oregon is the second most industrial state in the country as a portion of our GDP. According to the federal government, we have a very robust industrial sector as a portion of our economy and always have. Oregon industry is also very diverse. The “other” category includes the next 10+ largest sectors. We combined them so the chart would be readable.

Elaine: The plan mentions smart manufacturing, which makes me think about smart homes, where some people are moving ahead early and there are more products available. Is the smart manufacturing market similar to what’s happening in the residential smart homes market?
Kim: Smart manufacturing is emerging technology for this sector, and little activity has occurred in the market yet. But this may begin in the next five years. The U.S. Department of Energy is soliciting proposals to promote smart manufacturing solutions in small and medium industries. The Pacific Northwest National Laboratory is leading a regional collaboration effort to pursue this funding for testing and developing smart manufacturing applications in our region.
Don Jones: I am not seeing consistent applications of smart manufacturing techniques.

Charlie: Is smart manufacturing different than SEM?
Kim: Smart manufacturing is about information and controls. SEM is about equipping people with information to make decisions. Smart manufacturing will result in fewer people-driven decisions and more automated controls. SEM customers may be the best candidates for smart manufacturing. This approach is so new that it is unlikely to save a lot of energy in the next five years.

Charlie: Are streamlined industrial projects about learning from custom projects and applying these lessons to many projects? Will streamlined industrial projects be a growing source of savings as we learn more?
Kim: Streamlined industrial projects include prescriptive measures, such as roll-up doors, and calculated savings measures. These projects are really defined by the delivery channel as they are delivered by trade allies. Yes, when we see a replicable measure that is a good fit for trade ally delivery, we take what we learn in the custom track and make it a streamlined measure.

Charlie: How do you nurture the streamlined industrial strategy?
Kim: We do this through multiple channels. Mainly it’s about developing trade allies, and this is the scope of the Streamlined Program Delivery Contractors. They also develop measures. And we get PDCs out in the field discovering new potential prescriptive measures, in cases where custom analysis would be too hard and we think we might be able to standardize. One recent example is developing prescriptive measures to serve welders.
Peter: The plan may benefit from adding explanation about how we identify and grow these prescriptive opportunities. We can add this.

Charlie: Who are the PDCs?
Kim: Streamlined PDCs are Evergreen for lighting and Cascade Energy for streamlined industrial. We have four custom PDCs: RHT in Southern Oregon, Nexant in Central Oregon, the northern part of Eastern Oregon and parts of the Portland metro area, Energy 350 in the Willamette Valley and North Coast, and Portland General Electric-CTS in parts of the Portland Metro area. In their work with customers, PDCs are identified as Energy Trust, not their individual brands. While customers do work with PDCs, we work hard to also cultivate and maintain relationships with customers and Energy Trust staff for continuity.

Charlie: Lighting has been a big contributor to the sector, although it's been falling off in recent years. What about emerging solid state technology? Do you think lighting could grow as a source of savings?
Kim: We had a big increase, lighting was a major source of savings in 2014. LEDs and Performance+ delivered a lot of lighting savings. High-bay LEDs also deliver substantial cost savings through reduced maintenance.

Alan Meyer: The plan says that many customers with the most savings potential are limited or prevented from participating. Is that true?
Kim: Large gas users who pay NW Natural or Cascade Natural Gas for distribution of gas but who buy the commodity from a third party, called transport customers, are ineligible for Energy Trust offerings. For electric efficiency, the exclusion of large, greater than 1 aMW sites from SB 838 supplemental efficiency funding creates a limitation around SB 1149 public purpose funding available to serve these sites. The plan anticipates meeting the large customer funding cap in the next five years.

Warren Cook: It sounds like we're saying we can only count energy savings that we incent. This doesn't mean these companies are prevented from investing in energy efficiency, it just means they haven't figured out how yet and we haven't figured out to help them without incentives.
Kim: Our incentives help make energy upgrades good business investments. With the Oregon Department of Energy managing self-direction, do you know about many energy savings are being acquired outside of Energy Trust?
Warren: Yes, but customers are challenged to achieve short enough payback periods without Energy Trust incentives. We can figure out how to influence them without incentives.
Peter: To summarize, we may not be able to influence through incentives but we may still have influence. We will go back and clarify language around what is constrained and not. Thank you.

Elaine: I appreciate the presentation and the clear story. It's helpful that you mentioned how your internal operations needs are changing.
Charlie: More on your internal operations would be even better, in particular the IT challenges.

Charlie: Indoor agriculture was identified as an opportunity. Will indoor agriculture be served under the industrial sector?
Kim: Yes, indoor agriculture fits in the industry and agriculture sector. The sector is designed to serve all types and sizes of industries.
Charlie: Will indoor agriculture projects be custom projects?
Kim: Yes, and indoor agriculture sites can also be served through streamlined industrial offerings and lighting. We don't yet know what will be standard for these customers. There may also be outdoor agriculture customers.
Peter: We are engaged with and are following activities and regulations in Washington and Colorado. The regulatory rules will define the directions of this emerging market and we will react as the rules and directions are fully defined.

6. Commercial Sector 2015-2019 Strategic Plan

Oliver Kesting presented the Commercial Sector 2015-2019 Strategic Plan, which includes the Existing Buildings program, New Buildings program and Existing Multifamily initiative, and provided high-level trends and strategies for the commercial sector for the next five years.

Oliver: Similar to the industry and agriculture sector, the commercial sector has mature program offerings. Plan goals include expanding participation with small and rural customers, developing new measures and savings approaches, and continuing to improve internal operations.

Commercial SEM now makes up 20 percent of gas and 10 percent of electric savings, and market transformation efforts and lighting have also grown as a percentage of savings in the last five years. Lighting savings continued to grow in 2014 primarily due to new LED opportunities. LEDs came down in cost quicker than anticipated. Custom projects are consistently a large portion of the sector's savings, but are somewhat lumpy due to the larger project sizes. Currently, about 25 percent of the sector's projects are from rural customers and this grew in 2014 with a big push in Existing Multifamily. We continued to see a decline in savings per project, and to maintain the savings we increased the project count by 160 percent since 2009.

Key challenges include relatively lower fuel costs, which are reducing cost-effectiveness of some measures and making the business case less appealing for energy-efficiency investments. The commercial sector has concerns with potential large customer funding limitations. Large commercial customers, such as universities and hospitals, would be affected by the greater than 1 average megawatt spending limitations along with the industry and agricultural sector. If we reach the large customer incentive cap and have to limit our budget for large customers, we would lose the savings that are the least cost to incent. Historically large customers' incentives per kilowatt hour are about 25 percent less than the smaller customers. The commercial sector also has transport gas customers, especially in the SEM initiative, and they can't be served by our programs. Rising awareness of climate change may bring new opportunities, but it also brings more unknowns, including federal and local legislation to reduce carbon emissions. We are challenged to support and coordinate with these various climate change endeavors.

Jim: Is the savings potential for Cascade Natural Gas aligned with the savings potential in utility Integrated Resource Plans?
Fred: Yes.

Elaine: The plans put the program savings in perspective with the total sector savings. Do you see the programs shifting in terms of percent of savings they provide for the sector?
Oliver: Savings proportions by program will remain roughly similar. New Buildings savings may increase due to data centers and increased building activity, and savings from Existing Multifamily will increase due to direct installation of energy-saving products.
Peter: New Buildings market solutions packages are also a strong and growing source of savings.

Charlie: I would like to see a table of savings by program approach and another table to show savings by types of measures. You showed savings by building type, and that is just one slice of the information. I also noticed that one of your challenges is how to get cheaper savings from smaller customers.
Oliver: Yes, and that's why we talk about streamlining our offerings.

Charlie: Do your costs include program overhead, too?
Oliver: Yes, it's all costs, including marketing. Some of these businesses have never engaged with Energy Trust, and require more marketing investment to reach.
Peter: We have a new direct-installation lighting effort that includes financing to encourage very small businesses, such as strip malls, to invest in energy efficiency.

Charlie: The Total Resource Cost is not higher for these customers, it's just more costly to get customers to participate, right? Program administration costs are higher, but not the Total Resource Cost.
Oliver: Yes.

Allen: Why does the plan say there's reduced savings potential for gas transport customers if they aren't included in Energy Trust's goals?
Oliver: We're seeing more transport customers through our SEM initiative and we can't support them as comprehensively as they would like. Also if a customer is not eligible for gas offerings, it's harder to get them to engage on energy-efficiency improvements.
Peter: When we can provide both gas and electric savings, we can offer more incentives for more efficiency investments.

Brent Barclay: I don't think you've articulated the challenge of serving rural customers clearly in your plan.
Oliver: We were trying to keep the document to a reasonable length and didn't have space to go into that much detail. The strategies are different for the different programs, including regional outreach, how we utilize contractors and how we leverage trade allies to do this work. We do provide some more detail within specific program sections of the plan.

Don Jones: Going forward, will you report on urban and rural customers served?
Fred: We did some scanning to identify gaps in service by geographic region, and saw that in the residential sector we're serving a smaller percentage of homes outside of the Portland Metro area. That's going to be the focus of our next effort to better understand the baseline of where we are now, and where the gaps are and how we might better serve them. Commercial and industrial sectors have had major initiatives seeing some success in reaching smaller customers and rural areas. Given the apparent progress we are focusing analysis less there, while the programs are trying to continue efforts to expand participation.
Peter: I think it would be more meaningful to report savings by market or customer type.
Don Jones: It's more expensive to serve rural customers, from our experience.
Margie Harris: To follow Brent's comment, these plans align with our overall Energy Trust 2015-2019 Strategic Plan, which identified some of these challenges of serving rural and small customers. We will continue to capture this kind of information following the overall Energy Trust Strategic Plan. Also, there is an interplay between large customer funding and SB 838 funding limitations, and small customer outreach. The extremely cost-effective projects with large customers balance out the more expensive projects with small customers. If we lose the ability to serve large customers, it will be harder to serve small customers.

Holly: The new City of Portland commercial energy reporting standard is estimated to impact 1,000 buildings. Will Energy Trust use this data to direct Energy Trust marketing?
Oliver: The data will be publically available in two years, and at that point we will use it as a resource for targeted marketing. We are currently collaborating with the city to determine how we can support this effort.

Elaine: You mentioned transitioning New Buildings customers into Existing Buildings customers. I think that's an interesting handoff to focus on.

Wendy: Have you talked about partnering with utilities to serve small and rural customers?
Peter: Yes, we currently promote programs jointly with Clark Public Utilities. Other examples of collaboration include our former work with Eugene Water & Electric Board to deliver residential efficiency programs and with the City of Ashland to deliver solar programs. We also share customer leads with utilities around the state, and vice versa.
Wendy: People at EWEB were very positive about that coordination effort. More collaborative efforts may offer ways to reduce costs.
Peter: We could add rural outreach utility collaborations to our annual budget and action plans.

Charlie: Regarding multifamily direct installations, what are you installing?
Oliver: Lighting and water-savings devices in dwelling units.

Don Jones: How do you feel about your performance so far in 2015? That will indicate whether your plans are on target.
Peter: We have strong commercial pipelines. We are successfully rolling out trade ally outreach.
Kim: We have 215 percent of our 2015 gas goal in our industry and agriculture pipeline.
Peter: We need to address incentive levels for gas, as our incentives are less valuable compared to very low natural gas prices. This remains a challenge.
Don Jones: Sounds like your strategic plans are probably on target.

Charlie: Do you still have flexibility to try approaches that might not work? Keeping up the pace of savings given tightening regulatory constraints can be difficult. I encourage you to keep experimenting and discovering new strategies. Failing is part of developing new approaches.
Peter: NEEA gas market transformation efforts are emblematic of support for new approaches.

Peter: I hear validation from the group that our plans are on track, and our progress in 2015 so far supports that. Thank you for your comments. We will incorporate them into the strategic plans and record your comments as emphases to note in the next budget action plans in September 2015.

Brent: When will the sector strategic plans be final?
Peter: The plans will go to the board for consideration in June, and we aim to distribute them by July. Based on today the plans will not change markedly.

Peter called for public comment.
Chris Smith, E350: My comment is about the commercial sector plan. It seems like there should be a role for RCx (retrocommissioning) that I didn't see called out.
Oliver: We called out operations and maintenance, and we do it in our SEM initiative, but I agree that we need to find opportunities to expand operations and maintenance to smaller customers and to customers who are not participating in SEM.

7. Public comment
There was no additional public comment.

8. Meeting adjournment
The meeting adjourned at 3:52 p.m. The next Conservation Advisory Council meeting is scheduled on June 3, 2015.

Renewable Energy Advisory Council Meeting Notes

June 3, 2015

Attending from the council:
Diane Broad, Oregon Department of Energy
Shaun Foster, Portland General Electric
Kari Greer, Pacific Power
Matt Mylet, Beneficial State Bank
Michael O'Brien, Renewable Northwest
Frank Vignola, Solar Monitoring, University of Oregon
Dick Wanderscheid, Bonneville Environmental Foundation

Attending from Energy Trust:
Chris Dearth
Sue Fletcher
Jennifer Hall
Ally Hoffman
Betsy Kauffman
David McClelland
Dave Moldal
Gayle Roughton
Lizzie Rubado
Peter West

Others attending:
Cindy Dolezel, Oregon Public Utility Commission
Bill Eddie, OneEnergy Renewables
Tyler Graham, Solar Oregon
Wendy Koelfgen, Clean Energy Works
Nick Lawton, Green Energy Institute, Lewis & Clark Law School
Lisa Logie, Solar Oregon
Alan Meyer, Energy Trust board
Elaine Prause, Oregon Public Utility Commission
John Reynolds, Energy Trust board

1. Welcome and introductions

Betsy Kauffman convened the meeting at 9:30 a.m. The agenda, notes and presentation materials are available on Energy Trust's website at: www.energytrust.org/About/public-meetings/REACouncil.aspx.

2. Solar update

Dave McClelland provided an update on a solar request for proposals. Energy Trust offered $2 million for large solar projects in Pacific Power territory with applications due May 15, 2015. Seven developers submitted 16 applications totaling 130 megawatts DC for a total incentive request of $14.6 million. The projects are under review, and one or more could be selected for board approval in Q3.

Dave presented information on solar reservations and costs so far this year

Dave: Oregon now has more than 100 MWDC and 10,000 solar systems installed. Net-metered projects make up about 60 percent of that, including 54 MW from Energy Trust's standard incentive programs. The volumetric incentive rate pilot, also called feed-in tariff, comprises about one-quarter of installed capacity, 24 MW, and the remainder of capacity is from utility scale projects, 16 MW.

Dick Wanderscheid: What kind of equipment is being installed?
Dave: SolarWorld modules make up about 40 percent of the Oregon market. Residential customers have expressed the most interest in buying local products. There aren't many U.S. players besides SolarWorld. Most other manufacturers are in China.

The Oregon commercial solar market is rebounding after a few years of struggling after the repeal of the state's Business Energy Tax Credit, BETC. System prices have come down to the point where Energy Trust incentives can be effective without other state funding. Energy Trust has its largest commercial pipeline in five years, with up to 10 MW expected to be installed this year.

Residential solar had a strong start to the year with over 500 projects installed in the first five months. Typically, about one-third of all projects for the year are installed in Q1 and Q2, so the program is on track to support more than 1,500 residential projects this year, which would make it our largest year to date. The market has seen a shift away from third-party owned solar systems over the past two years, with more homeowners purchasing a system than leasing or signing a power-purchase agreement, PPA. So far in 2015, 61 percent of residential applications are for systems purchased by customers.

Now I will explain drivers for setting standard solar incentive rates. The program is limited to providing above-market cost of renewable projects. For standard incentives, the program compares average costs, including capital costs, ongoing project expenses and average project revenues, including the value of the retail energy offset and other incentives such as the state Residential Energy Tax Credit, RETC, and Federal Investment Tax Credit, ITC.

The above-market cost sets the maximum incentive the program can set. Typically, the program targets a lower incentive because market demand exceeds the available program budget.

Alan Meyer: Is the Renewable Energy Credit, REC, policy construct the same for residential and commercial projects?
Dave: Yes, both agreements dictate that the customer owns the credits the first five years.

Dave: Energy Trust has to consider external policies when setting incentive rates. External incentives impact both demand for projects and the above-market cost of projects. Oregon's Volumetric Incentive Rate, or feed-in tariff, pilot just finished its last round of funding, so the program expects demand to shift toward Energy Trust incentives. The end of the ITC for residential projects in 2017 will also drive demand in the next 18 months. The state RETC is currently set to expire one year later.

The program uses a stepped incentive reduction model, where demand triggers incentive reductions. Funds are allocated at a given incentive rate. When the funds are fully allocated, the incentive drops to the next available rate. This year, Portland General Electric residential funds are in high demand, so the program has already dropped the incentive once in March, and another reduction was just triggered this morning. The program increased the size of the drop from 5 cents per watt to 10 cents per watt to respond to higher-than-expect demand.

Falling project costs are also expected to drive incentive reductions in the next 18 months. Over the last five years, the program has seen prices falling at an average rate of 2 to 3 percent per quarter, about 8 to 11 percent per year. If we forecast a 2 percent drop per quarter over the next few years, the above-market cost will constrain the incentive we can offer. These slides show how we build up a forecast of above-market cost. We forecast the cost and then subtract out the modeled energy value, RETC and ITC. Under this scenario, we expect to have to drop our residential incentives in half by the end of 2016. This also means we'll be able to support more projects with our budget.

Kari Greer: Do the slides only represent PGE?
Dave: Yes, though Pacific Power is a similar situation and will likely be at about 30 to 40 cents per watt by next year.

Dick: Is the appreciation of the retail value of electricity assumed?
Dave: Typically, a 2 percent escalation of retail electric rates is assumed.

Matt Mylet: How do you arrive at the retail energy value? What discount rate is used?
Dave: It's the target rate of return for the customer. For standard incentives, we use 7 percent.

Diane Broad: How many customers are in the model that don't have ITCs impacting the cost of their system?
Dave: Most people take advantage of the tax credit, especially residential customers. Some public sector projects require other grant structures, such as Pacific Power Blue Sky^{SM}, Renewable Energy Development or Renewable Energy and Energy Efficiency grants. These are considered.

Elaine Prause: At what point does Energy Trust no longer need to provide an incentive? How is the soft cost reduction initiative impacting this?
Dave: The soft cost initiative is supporting contractors in making price reductions. There's more opportunity to reduce costs, but the most successful contractors are already at the more competitive prices.

> Note on the last slide that if the ITC and RETC expire as planned, the above-market cost will double in 2017 and double again in 2018, even with consistent cost reduction. Energy Trust doesn't expect to be able to fill that gap.

Matt: Do solar panel costs and total project costs come down at the same rate?
Dave: There's been a shift in project costs from primarily equipment costs to soft costs. Soft costs used to be about 25 percent of system cost and now can be more than one-half the overall system cost.

3. Oregon Public Utility Commission dockets related to solar

Cindy Dolezel from the OPUC updated the council on the Volumetric Incentive Rate, VIR, pilot and UM 1716 related to the resource value of solar.

Cindy Dolezel: UM 452 VIR, or the Feed in Tariff, FIT, program is coming to an end. On July 31, all parties are meeting to review it.

> Docket UM 1716 encompasses a review of resource value, fixed cost recovery and the reliability and impacts of solar. The goal is to create a catalog of elements to be included in the resource value assessment for Oregon solar.
>
> To assess resource value for Oregon solar, a consultant will be hired to ask utilities to run numbers and will also present a final report to commission. To assess fixed cost recovery, a concurrent investigation will be conducted with the numbers feeding into the above report. A separate team will lead an investigation of the impact of solar.
>
> The portfolio options committee is considering a new program from PGE that would allow residential customers to buy into a specific project for RECs.

Betsy Kauffman: What elements are included in the value of solar investigation?
Cindy: Several different elements. A list will be presented to the commission and they will pick and choose resources. All will be included in the chart to come out at the end of the month.
Shaun Foster: The list includes avoided energy, transmission and distribution, and most everything you could imagine across the country is being considered.

Frank Vignola: How much has been investigated across the country?
Cindy: The baseline list came from Nevada and Minnesota reviews.

Michael O'Brien: The process is well structured. Thinking of elements rather than costs and benefits removes the negative personal effects. It's been great to see agreement on what should be measured.

4. Green Energy Institute's solar policy comparison report

Nick Lawton from the Green Energy Institute at Lewis & Clark Law School presented a comparison of Oregon's solar policies to those in states with the largest solar markets, the lowest solar costs and the most quickly falling solar costs.

Nick Lawton: The Oregon solar market has grown more than ten-fold since 2008, though a few large systems account for most of the capacity. States with leading solar markets have more solar capacity and more quickly falling prices. The goal of the report is to consider how policy can help encourage falling prices.

> Most states provide direct incentives, but the model varies. Development requirements are not as common, nor are mandates for solar on private new construction. Other confounding factors include equipment costs and resource and power prices.
>
> Few states have policies that track impact on their solar markets of tracking and reducing soft costs. The top policies from other states are carve-outs, direct incentives, solar-ready requirements, tax credits and promotion of utility- and commercial-scale projects. Oregon could promote more low-cost solar by promoting large-scale solar.

Matt: Are there specific states that are better comparisons to Oregon-? Are there states with similar solar resource and prices?
Nick: The short answer is not really. This report is not intended to be a fair comparison, but to show how Oregon stacks up against all market leaders, how the leaders reached their positions and how Oregon compares in that respect.

Elaine: Do other states look at above-market cost as an investment guide?
Nick: Oregon is a relative leader in that regard. Some states have incentive structures managed by analogous institutions to Energy Trust. California has a tiered declining incentive program, which considers above-market cost. However, the report doesn't consider methods of incentive calculation.

Betsy: Was your analysis of Oregon capacity growth versus capacity growth of other states performed on a per capita basis?
Nick: No, but it would be interesting to compare with budget amounts.

Frank: Oregon has some small utilities as well as larger ones like PGE and Pacific Power. Have you studied states with a similar mix of utilities?
Nick: We have looked into the municipal utilities, but not extensively.

Alan: The California comparison is not necessarily relevant because the factors are so different. For example, the government-instated policies seem to drive the transition to solar.
Nick: Yes, and I personally favor government incentive structures. However, the report is not intended to make comparisons to Oregon, only to showcase what has worked in other states.

5. Public comment

Diane: The amount of solar capacity in New Jersey shows potential for increasing resiliency on the grid. It would be interesting to consider how we can target state money to improve grid resiliency. New Jersey is funding 13 separate projects that are all capable of providing emergency services. The state has leveraged a large number of solar installations, and all are projects that had existing distributed renewable energy already in place. The project aims to change the interconnection and enable islanding with lithium batteries, while an incentive was provided to reconfigure the systems. Oregon faces serious risk of long-term outages from natural disasters. This is up for consideration in solar tariff, and may be considered in policy development.

Betsy announced that Mike Kaplan will speak about the Oregon Department of Energy at a Northwest Environmental Business Council breakfast on June 23.

6. Meeting adjournment

The meeting adjourned at 11:14 a.m. The next Renewable Energy Advisory Council meeting is scheduled on July 15.

Conservation Advisory Council Meeting Notes

June 3, 2015

Attending from the council:
Jim Abrahamson, Cascade Natural Gas
Brent Barclay, Bonneville Power Administration
Stacy Blumberg, Northwest Energy Efficiency Alliance
Warren Cook, Oregon Department of Energy
Wendy Gerlitz, Northwest Energy Coalition
Charlie Grist, Northwest Power and Conservation Council
Garrett Harris, Portland General Electric
Scott Inman, Oregon Remodelers Association
Don Jones, Jr., PacifiCorp
Don MacOdrum, Home Performance Guild of Oregon
Holly Meyer, NW Natural
Elaine Prause, Oregon Public Utility Commission
Stan Price, Northwest Energy Efficiency Council

Attending from Energy Trust:
Mike Bailey
Adam Bartini
Kim Crossman
Mia Hart
Ally Hoffman
Fred Gordon
Marshall Johnson
Oliver Kesting
Ted Light
Spencer Moersfelder
Thad Roth
Erin Rowland
Adam Shick
Kate Scott
Paul Sklar
Ed Wales
Peter West

Others attending:
Dave Backen, Evergreen Consulting
Susan Brodahl, Energy Trust board
John Charles, Cascade Policy Institute
Sarah Fredrickson, CLEAResult
Cameron Gallagher, Nexant
Bill Henry, EQL Energy
Aaron Leatherwood, Evergreen Consulting
Alan Meyer, Energy Trust board
Todd Poehlman, CLEAResult

1. Welcome and introductions

Kim Crossman convened the meeting at 1:30 p.m. The agenda, notes and presentation materials are available on Energy Trust's website at: www.energytrust.org/About/public-meetings/CACMeetings.aspx.

Kim invited members to suggest guest speakers for future meetings.
Don MacOdrum: If there's extra time, a summary of key topics from the previous Renewable Energy Advisory Council meeting would be helpful.
Holly Meyer: I would like a presentation on passive houses and EcoDistricts.

Alan Meyer announced that the board of directors aims to have two board members present at each Conservation Advisory Council and Renewable Energy Advisory Council meeting. Alan attends both advisory council meetings, primarily as an observer. Susan Brodahl is now attending Conservation Advisory Council meetings.

2. UM 1622 incentive cap outcomes

Marshall Johnson presented planned residential and multifamily weatherization incentive changes and other program design adjustments related to the Oregon Public Utility Commission, OPUC, Docket UM 1622.

Marshall: Duct insulation and air sealing incentives expired for Existing Homes in January and April 30, respectively. The OPUC extended certain measures through June 30 and approved an incentive cap.

> On July 1, modified insulation incentives for Existing Homes customers will be available. For prescriptive and Home Performance with ENERGY STAR® projects, certain ceiling insulation measures will be incented up to $100, and wall and floor insulation measures will be incented for gas-heated homes up to $150when installed with qualifying ceiling insulation.
>
> For Savings Within Reach and single-family rental customers, wall and floor insulation incentives are available at the current Savings Within Reach incentive levels, and a new tier of ceiling insulation measures will be incented up to $100. Incentives for self-installed floor insulation up to $150 will be available when installed with ceiling insulation. Knee wall insulation will be included under ceiling insulation, but can qualify as a standalone measure under certain circumstances.
>
> In conjunction with these incentive changes, the Existing Homes multiple upgrade incentive, which was originally designed to support contractors who install more than one measure at one time, will be modified. Currently, each insulation measure qualifies independently as one measure toward a multiple upgrade incentive. The modified incentive will group all insulation measures under one of the two qualifying measures for a single project. There are no modified incentives for multifamily customers on July 1. Multifamily staff are assessing feasibility and cost-effectiveness scenarios for gas-heated multifamily properties with an incentive cap.

Alan: What is the logic behind a per-square-foot incentive for ceiling insulation and an incentive cap?
Peter West: The OPUC was interested in reducing the cost of those measures and requested incentive caps.
Marshall: Technical specifications require the whole area to be treated, and we expect average-sized homes to exceed the incentive cap. There will not be an incentive cap for electrically heated homes.

Don Jones: How does the new incentive structure minimize free ridership?
Marshall: We prioritized measures that were most cost-effective, and ceiling insulation is a priority.
Holly Meyer: The OPUC decision wasn't about changing the incentive for ceiling insulation. It was a request to reduce measure costs and free ridership, while also targeting moderate-income, multifamily and rental property customers.

Jim Abrahamson: If income is self-declared in Savings Within Reach, a customer could opt out of standard incentives and apply to receive Savings Within Reach incentives.
Marshall: Correct. The customer consents to the terms about qualifying income on the incentive application.
Jim: I would like to review the terms and conditions to ensure there is clarity about the two separate incentive tracks available to customers.

Don MacOdrum: Do these incentive changes tie into Senate Bill 844?
Marshall: There could be ties to SB 844 since it has a goal of promoting gas weatherization and a provision to target rental properties.

Holly: My understanding was that Multifamily incentives would also be modified on July 1.
Marshall: We're not confident in the cost-effectiveness of these measures yet, and the OPUC is comfortable with this decision to continue to assess viability of applying the exception to Multifamily. We don't want to announce measure changes that may need to be modified again.

Garrett Harris: What is the measure forecast for each program?
Marshall: For gas and electric homes, we expect an increase in ceiling insulation measures. We may see a decrease in wall and floor insulation measures in gas homes because of the ceiling insulation qualification.

Don Jones: Are you making program delivery changes to reduce costs?
Marshall: There are adjustments to the weatherization specification manual to simplify the criteria associated with measure installations.

Don Jones: Are there any proposed changes to the quality assurance approach?
Marshall: There will be adjustments to the quality assurance approach, including reduction in the volume of field quality assurance, introducing alternative ways of performing desk quality assurance and leveraging some evaluation elements.

Warren Cook: Is air sealing left as a prescriptive measure?
Marshall: We've completed a prescriptive air sealing pilot and are wrapping up the evaluation.
Warren: Does this change the message from the Home Performance Guild or Energy Trust?
Marshall: Energy Trust has changed our position.
Don MacOdrum: It's unfortunate that this is what the data is showing. I think the larger question will be about free ridership.

3. Advanced Power Strips Pilot for Multifamily customers

Kate Scott provided an overview of a pilot in the Multifamily program to determine if Tier 1 advanced power strips are cost-effective as a measure left behind for tenants to install as part of the programs direct-installation track. Advanced power strips shut off peripheral devices when a controlling device, such as a television, is turned off by the customer. Energy use and power strip configuration were monitored for 60 participants with advanced power strips and for 60 participants with standard power strips over two weeks. Results presented were for roughly half of the sample for which data was available at the time. Preliminary results indicate a savings opportunity from equipment such as game consoles and DVD players, and energy savings are approximately 76 kilowatt hours per year. Results and measure cost-effectiveness will be determined in early July.

Alan: Is there surge protection on the advanced power strips?
Kate: Yes.

Don MacOdrum: The advanced power strips used were all Tier 1?
Kate: Correct. Several other utilities have used Tier 2 power strips, but they're more expensive and weren't as cost-effective for this application. Existing Homes and Products programs are also looking into a similar pilot.

Garrett: What are the measure life assumptions?

Paul Sklar: The measure life is five years. There is variability, and determining measure life for Multifamily customers will require additional thought. We will need to examine how many customers are moving out of our service territory and taking power strips with them.

Alan: Does the manufacturer provide recommendations for equipment to plug in?
Kate: We worked with the manufacturer to develop our own instruction materials, and 100 percent of participants said they were helpful.

Don MacOdrum: Was there feedback about the size of the power strips and providing a sufficient number of outlets?
Kate: There's one control outlet, four controlled outlets and two are always on. The manufacturer has a power strip with additional outlets, but it wasn't tested in the pilot.

4. Commercial and industrial lighting measure changes
Spencer Moersfelder provided an update on commercial and industrial lighting measure changes in July.

Spencer: The 2014 Federal Ballast Standards change the baseline for linear fluorescent lighting measures, requiring all electronic ballasts manufactured to be 5.8 to 10.8 percent more efficient than past standards. This change reduces savings and impacts cost-effectiveness and Energy Trust's ability to offer incentives for some lighting measures. Some combinations of existing lamps and ballasts are still cost-effective when retrofitted with more efficient linear fluorescent or LED measures, and some delamping measure applications are still cost-effective. However, one-for-one and two-for-two lamp retrofits are no longer expected to be cost-effective.

> Incentive changes to accommodate for impacted lighting measures will be released in July. Concurrently, many customers are gravitating towards LED lighting, and this migration will help make up for some of the savings that will be lost from linear fluorescent measures that are no longer cost-effective. Proposed measure changes will position Energy Trust to respond to both developments while we continue to meet the market demand for a wide variety of lighting measures.

Elaine: What percent of lighting savings are from the measures set to expire?
Spencer: We can provide those measure savings, but we don't have this information on hand.
Kim: There has been so much change over the past few years due to the rise of LED technology that measure data from prior years doesn't tell us anything about the measure mix this year or in future years.

Spencer: Some of the linear fluorescent measures may be cost-effective for custom projects that have long run-time hours, such as industrial facilities that operate multiple shifts in a day. The incentive changes we're addressing are prescriptive only.
Don Jones: Are you proposing to drop all these prescriptive lighting measures in July?
Spencer: Not necessarily. Some combinations of measures impacted by the federal standard will still be cost-effective. Some trade allies that have enjoyed the incentives for the linear fluorescent measures that are being phased out may have a tough time adjusting to these incentives changes.
Kim: There are challenges in communicating to trade allies about the lighting tool, and we're hitting an interesting inflection point between commercial and industrial sectors. Prescriptive measures are effective in the commercial sector and custom measures are effective in the industrial sector. Yet these two sectors share the lighting program.

Fred Gordon: There is a mixture of different measures set to expire, and we will continue to discuss how this will impact customers and trade allies.

5. Public comment
There was no additional public comment.

6. Meeting adjournment
The meeting adjourned at 2:55 p.m. The next Conservation Advisory Council meeting is scheduled on July 15, 2015.

Tab 7

Briefing Paper
Integrated Solutions Implementation Project Update
July 29, 2015

Summary
The Integrated Solutions Implementation (ISI) project is designed to modernize existing core applications and incorporate business process improvements. The project continued development work through July 2015. Four of the five releases of functionality were launched in the first six months of 2015. The project anticipates going live with the final release by mid-August 2015. This briefing paper provides a project status update, highlights specific accomplishments since the February board update, and previews plans for the completion of this project.

Background
- The ISI project was initiated to achieve several objectives in support of program goals, including process improvements, increased data quality and systems improvements to modernize and strengthen integration among our systems and with external parties.
- Phase 1 of the ISI project completed in October 2012 and included implementation of Microsoft Dynamics Customer Relationship Management (CRM) system, an upgrade to the existing Microsoft Great Plains financial system, and improvements to the budgeting tools and processes.
- Phase 2 began in late 2013 and is targeted for completion in August of 2015. Phase 2 encompasses all functionality to replace FastTrack, the system currently used by Energy Trust to track program management and delivery, process incentive payments, and provide the system of record for tracking recognized energy savings and generation.

Phase 2 Completed Activities
1. Completed four of the five releases that encompass the functionality to fully replace FastTrack
    i) Moving activities and data associate with customer sites to CRM went live on March 23.
    ii) Viewing customer project and payment details in Project Tracking (PT), a new custom web-based application went live on April 10
    iii) Managing approval of payments associated with customer projects went live in PT on May 22
    iv) Managing customer project details went live in PT on June 29
2. In order to build PT utilizing current web technology, the project updated the underlying infrastructure for all Energy Trust web services and security. This upgrade was a significant undertaking that greatly improved and simplified our web infrastructure.
3. Continued delivering against a change management plan through various communication channels.

4. As part of the change management activities, conducted two staff surveys to assess awareness and understanding of the project. The results from the first survey led to changes in our approach to communication. We saw good improvements in the second survey as a result of those changes.
5. The project functional team comprised of business users from Energy Trust and from our Program Management Contractors (PMC) engaged in user acceptance testing of individual areas of functionality and end-to-end scenario testing of complete features.
6. Conducted staff training prior to each of the 4 releases of functionality.
7. Continued requirements validation with stakeholders, development work, and iterative development and demos.
8. Completed significant development on the final release of functionality.
9. Continued development of new application programming interface (API), the functionality to integrate Energy Trust systems with external parties. The API is also foundational to the new components in the PT application that will replace FastTrack.

Phase 2 Planned Activities

1. Requirements validation with stakeholders, development work, and iterative development on the final release of the PT application that that will allow users to manage measure and incentive details related to customer projects.
2. Implement training, go-live, and post-launch support for the final release of PT, which is scheduled for mid-August.
3. Conduct post-project retrospective and write final project report.
4. Deliver final report to Board at the September Board meeting.

Budget

- Staff budgeted a total of $2.0 million for completion of ISI Phase 2
- Work on Phase 2 started in Q4 2013. Expenses through May 2015 on Phase 2 totaled $1,657,000.
- The project is currently forecasting expenditures for June 2015 through August 2015 to be $385,000, bringing total cost of Phase 2 to approximately $2,042,000, an overage of 2.1%.
- There are several factors contributing to the project forecasted to be slightly over budget:
    - The length and complexity of this project made accurate budgeting more challenging
    - An expanded scope in completing extensive web services rework that was not initially planned
    - Significant staff turnover due to a very competitive Portland market for IT resources. This turnover led to additional costs for project delays, on-boarding new staff, and greater reliance on contractor resources.

Briefing Paper
2015 State Legislation Update

July 20, 2015

Summary

Earlier briefing memos highlighted energy bills we watched in the 78th Oregon legislative session. This paper provides an update on bills that passed and those that failed. The attachment is a comprehensive listing of bills we monitored with links to the bills themselves (in the "Bill Number" column).

Energy bills that passed:

- **Tax credit programs:**
  - **HB 2448** extends biennial limits and sunset for tax credit for energy conservation and renewable energy projects. Allows the Oregon Department of Energy (ODOE) to require recertification of energy conservation tax credit eligibility and project owners to enter into performance agreements. Applies to applications for final certification submitted on or after September 1, 2015, and tax years beginning January 1, 2015.
- **Green public buildings:**
  - **HB 2987** removes the requirement for a state agency to reserve money for green energy technology in constructing, reconstructing or performing major renovation on a public building if green energy technology is not appropriate.
- **Energy product standards:**
  - **SB 20N** modifies energy efficiency standards for certain products.
- **Low-income bill assistance:**
  - **HB 3257** extends sunset on collection of funds from electric companies for low-income electric bill payment assistance.
- **Energy storage:**
  - **HB 2193:** If authorized by the Oregon Public Utility Commission (OPUC), electric companies must procure energy storage systems of at least 5 MWh capacity and no more than 1% of peak load by January 1, 2020, in a specified process. Company may recover cost, including above-market cost, in rates.
- **Renewable energy:**
  - **HB 2187** declares Oregon policy to be that any regional transmission planning processes encompassing the state shall consider ocean energy.
  - **HB 3329** modifies standard for geothermal energy to be considered a green energy technology for which at least 1.5 percent of certain contracts for public school building construction or major renovation must be spent.
  - **SB 319N** requires permit for ocean projects from Division of State Lands.
  - **Solar**
    - **HB 2171** increases renewable energy incentive rate (Residential Energy Tax Credit) for solar pool, spa, hot tub and domestic water heating systems; imposes an incentive cap of 50 percent of eligible cost of category one devices; and authorizes ODOE to lower Residential Energy Tax Credit incentives based on market conditions.
    - **HB 2941** authorizes OPUC to direct electric utilities to offer residential rate option for renewable energy, including solar. OPUC to evaluate solar incentive programs and report to legislature by September 15, 2016, with recommendations for each program on whether to continue, modify, extend or keep unchanged. OPUC to evaluate, provide opportunity for public input and recommend to legislature by November 1, 2015, a community solar

program design "that best balances the resource value, benefits, costs and impacts to ratepayers."

- **HB 3492** requires counties, upon request of solar project owner, to agree for up to 20 years to exempt solar project from property tax and to pay fee in lieu of taxes of $7,000 per megawatt of nameplate capacity. Proceeds to be distributed using same distribution schedule as property taxes.

- **Electric vehicle charging stations:**
  - **HB 2585** declares planned community or condominium unit owners may install and use electric vehicle charging station for personal, noncommercial use.
- **Clean fuels and carbon:**
  - **SB 324** repeals sunset on low carbon fuel standards. Standards do not apply in some cases, including if Department of Administrative Services finds that incremental cost of compliance would exceed 4 percent of average annual cost of gasoline or diesel.
  - **SB 456N** authorizes natural gas utilities to receive additional incentives for projects approved by OPUC under voluntary emission reduction program.
- **Natural gas utility expansion:**
  - **SB 32N** directs OPUC to form work group to study expansion of natural gas utility service and report results of study to interim legislative committee by September 15, 2016.

Energy bills that failed:

- **Public purpose charge/large customer funding:**
  - **HB 2281**, an end-of-session transportation funding package, would have taken part of the public purpose charge fund allocations for renewable energy and energy conservation in schools and redirected them to the electric vehicle market.
  - **HB 2946** would have allowed OPUC to develop a rule authorizing electric utilities to include in rates the cost of cost-effective energy conservation for large electricity consumers above the 3 percent rate now allowed.
  - **SB 431** would have capped public purpose charges paid to nongovernmental entity at $100 million per year.
  - **SB 499** would have required nongovernmental entity to be assessed by independent third party in order to receive public purpose charge money.
- **Energy-efficiency tax credit programs:**
  - **HB 2627** would have required ODOE to study Oregon energy-efficiency tax credit programs, not public purpose programs administered by Energy Trust.
  - **Energy-efficiency rating system: HB 3065** would have directed ODOE to create an energy-efficiency rating system for use in tax credit certification, or adopt another "commonly used" system.
- **Renewable Portfolio Standard:**
  - **SB 815** would have made hydroelectric energy generated by facility that became operational before 1995 eligible under renewable portfolio standard.
- **Solar:**
  - **HB 3344** would have modified the Residential Energy Tax Credit for some solar energy devices certified after September 1, 2015, and tax years beginning in 2015.
  - **HB 2745** would have raised the cumulative capacity of the volumetric incentive rate program, and extend the program to 2021 or when the capacity cap is reached.
- **Air emissions, clean fuels and carbon:**
  - **HB 3091** would have established a Greenhouse Gas Reduction Evaluation Framework Task Force, to report to legislature by September 15, 2016.

- **HB 3250** would have required the Environmental Quality Commission (EQC) to develop a carbon cap-and-dividend program, auctioning emission allowances and refunding proceeds to taxpayers and their dependents.
- **HB 3470** would have required EQC to adopt 2020-2050 greenhouse gas emissions limits and a program and action plan to achieve them.
- **HB 2729** and **SB 477** would have required electric companies to eliminate coal-derived generation for Oregon customers by 2025 and replace it with resources that are at least 90 percent cleaner than coal generation.
- **HB 2586** would have required electric utility integrated resource plans to account for the external cost of carbon, taking into account Environmental Protection Agency (EPA) information on social costs.
- **Carbon fees and taxes: HB 2082, 2086, 2159 and SB 21**, would have authorized various fees and taxes on carbon-based fuel, or to study such mechanisms.
- **Federal carbon rules: HB 2191** would have created a task force to recommend legislation necessary to respond to EPA rules under section 111(d) of the Clean Air Act regarding carbon emissions from existing power plants.

ATTACHMENT 1: Bills Monitored

Report date: July 20, 2015

Bill Number	Relating Clause	Sponsor	Status at sine die
HB 2082 INTRO	Relating to carbon tax; prescribing an effective date; providing for revenue raising that requires approval by a three-fifths majority.	House Interim Committee on Revenue	Failed, in committee upon adjournment
HB 2086 INTRO	Relating to climate protection; prescribing an effective date; providing for revenue raising that requires approval by a three-fifths majority.	House Interim Committee on Revenue	Failed, in committee upon adjournment
HB 2092 A	Relating to a tax credit for contributions; prescribing an effective date.	House Interim Committee on Revenue	Failed, in committee upon adjournment
HB 2159 INTRO	Relating to carbon-based fuel; prescribing an effective date; providing for revenue raising that requires approval by a three-fifths majority.	House Interim Committee on Revenue	Failed, in committee upon adjournment
HB 2171 EN	Relating to taxation	House Rule	**Passed; pending Governor signature**
HB 2187 EN	Relating to ocean energy; declaring an emergency.	House Interim Committee on Energy & Environment	**Passed; Governor signed June 10; effective Jan. 1, 2016**
HB 2191 INTRO	Relating to air pollution; declaring an emergency.	House Interim Committee on Energy & Environment	Failed, in committee upon adjournment
HB 2192 INTRO	Relating to greenhouse gas emissions; declaring an emergency.	House Interim Committee on Energy & Environment	Failed, in committee upon adjournment
HB 2193 EN	Relating to energy storage; declaring an emergency.	House Interim Committee on Energy & Environment	**Passed; Governor signed and effective date June 10**
HB 2198 C	Relating to the Housing and Community Services Department.	House Rules House Interim Committee on Human Services and Housing	Failed, at Senate desk upon adjournment
HB 2216 INTRO	Relating to facilities located in federal waters that use wind power to generate electricity.	Rep. MCKEOWN; Sen. ROBLAN	Failed, in committee upon adjournment
HB 2272 INTRO	Relating to motor vehicle fuels; prescribing an effective date; providing for revenue raising that requires approval by a three-fifths majority.	House Interim Committee on Transportation & Economic Development	Failed, in committee upon adjournment
HB 2281 B	Relating to transportation; prescribing an effective date.	House Rule	Failed, in committee upon adjournment
HB 2400 EN	Relating to water policies; declaring an emergency.	At the request of the Governor	**Passed; Governor signed and effective date May 26**

HB 2442 EN	Relating to governance of the Housing and Community Services Department.	At the request of the Governor for Housing & Community Services Department	**Passed; Governor signed May 28; effective date Jan 1, 2016**
HB 2447 B	Relating to residential energy tax credits; prescribing an effective date.	At the request of the Governor for State Department of Energy	Failed, in committee upon adjournment
HB 2448 EN	Relating to energy incentives programs; prescribing an effective date.	At the request of the Governor for State Department of Energy	**Passed; Governor signed June 25; effective date Oct. 5, 2015 (Chapter 545)**
HB 2449 A	Relating to tax credits for bioenergy; prescribing an effective date.	At the request of the Governor for State Department of Energy	Failed, in committee upon adjournment
HB 2450 INTRO	Relating to reducing greenhouse gas emissions from transportation fuels; declaring an emergency.	At the request of the Governor for Department of Environmental Quality	Failed, in committee upon adjournment
HB 2499 INTRO	Relating to rules concerning the environment; declaring an emergency.	Rep. WHITSETT; Sen. WHITSETT	Failed, in committee upon adjournment
HB 2559 A	Relating to solar access for residential real property.	Rep. GREENLICK; Reps. BARNHART, BUCKLEY, FREDERICK, GORSEK, HELM, LININGER, READ, REARDON, VEGA PEDERSON, WILLIAMSON at request of Jerry Weinert	Failed, in committee upon adjournment
HB 2572 INTRO	Relating to carbon labeling; declaring an emergency.	Rep. BARNHART	Failed, in committee upon adjournment
HB 2573 INTRO	Relating to electric vehicle charging station; declaring an emergency.	Rep. BARNHART; Reps. NATHANSON, REARDON	Failed, in committee upon adjournment
HB 2574 INTRO	Relating to solar access for residential real property.	Rep. BARNHART; Reps. LIVELY, REARDON, SMITH WARNER	Failed, in committee upon adjournment
HB 2577 INTRO	Relating to electric vehicle charging infrastructure at parking facilities.	Rep. BARNHART; Reps. LIVELY, REARDON	Failed, in committee upon adjournment
HB 2585 EN	Relating to electric vehicle charging stations; declaring an emergency.	Rep. BARNHART	**Passed; Governor signed and effective date June 4**
HB 2586 INTRO	Relating to pollutants emitted by facilities that generate electricity.	Rep. BARNHART	Failed, in committee upon adjournment
HB 2627 A	Relating to the state's return on energy investments.	Rep. LININGER; Rep. NATHANSON	Failed, in committee upon adjournment
HB 2632 A	Relating to solar energy.	Rep. BENTZ and Sen. ROBLAN; Reps. GILLIAM, HUFFMAN, READ, VEGA	Failed, in committee upon adjournment

		PEDERSON, Sen. DEMBROW	
HB 2688 INTRO	Relating to taxation; prescribing an effective date.	Rep. GOMBERG	Failed, in committee upon adjournment
HB 2728 EN	Relating to the Oregon Talent Council	Rep. JOHNSON, READ	**Passed; Governor signed and effective date July 15**
HB 2729 INTRO	Relating to energy.	Rep. READ and Sen. EDWARDS; Reps. BUCKLEY, GALLEGOS, GORSEK, Sens. BATES, DEMBROW, MONROE	Failed, in committee upon adjournment
HB 2745 INTRO	Relating to the generation of renewable energy; declaring an emergency.	Rep. READ	Failed, in committee upon adjournment
HB 2822 INTRO	Relating to capital improvements income tax credit; prescribing an effective date.	Rep. DAVIS	Failed, in committee upon adjournment
HB 2833 INTRO	Relating to green energy technology for public buildings; prescribing an effective date.	Rep. WITT and Sen. GIROD; Reps BARKER, BOONE, DOHERTY, ESQUIVEL, EVANS, GILLIAM, GORSEK, HOYLE, JOHNSON, KRIEGER, LIVELY, REARDON, WHISNANT, Sens. BAERTSCHIGER JR., DEMBROW, FERRIOLI, HASS, KNOPP, ROBLAN	Failed, in committee upon adjournment
HB 2941 EN	Relating to solar energy; declaring an emergency.	Rep. HOLVEY	**Passed; Governor signed and effective date June 25 (Chapter 556)**
HB 2942 INTRO	Relating to a tax credit for anaerobic digesters; prescribing an effective date.	Rep. HOLVEY	Failed, in committee upon adjournment
HB 2946 INTRO	Relating to cost-effective energy conservation measures.	House Committee on Energy and Environment	Failed, in committee upon adjournment
HB 2987 EN	Relating to compliance with green energy technology mandates for public buildings.	Rep. HOLVEY	**Passed; Governor signed and effective date June 16**
HB 3065 INTRO	Relating to energy efficiency rating systems for energy conservation projects; prescribing an effective date.	Rep. JOHNSON	Failed, in committee upon adjournment

HB 3068 EN	Relating to energy source conversion programs; declaring an emergency.	Rep. JOHNSON	**Passed; Governor signed and effective date June 18**
HB 3082 EN	Relating to nonprofit corporation low income housing	Rep. FREDERICK; Sen. SHIELDS	**Passed; Governor signed May 21; effective date Oct 5 (Chapter 141)**
HB 3091 A	Relating to carbon emission reduction programs; declaring an emergency.	Reps. BENTZ, JOHNSON; Reps. ESQUIVAL, HACK, NEARMAN, SMITH, WHISNANT	Failed, in committee upon adjournment
HB 3129 INTRO	Relating to electric vehicle charging stations; declaring an emergency.	Rep. BARNHART; Reps. FREDERICK, HELM, KENY-GUYER, LIVELY, NATHANSON, TAYLOR, WITT	Failed, in committee upon adjournment
HB 3176 INTRO	Relating to climate protection; prescribing an effective date; providing for revenue raising that requires approval by a three-fifths majority.	Revenue Committee	Failed, in committee upon adjournment
HB 3246 A	Relating to energy-related improvements to property; prescribing an effective date.	Rep. VEGA PEDERSON, Sen. HASS; Reps. DAVIS, JOHNSON, NOSSE, READ	Failed, in committee upon adjournment
HB 3250 INTRO	Relating to climate protection; prescribing an effective date.	House Energy & Environment	Failed, in committee upon adjournment
HB 3252 INTRO	Relating to carbon-based fuel; prescribing an effective date; providing for revenue raising that requires approval by a three-fifths majority.	House Energy & Environment	Failed, in committee upon adjournment
HB 3253 INTRO	Relating to energy source conversion programs, declaring an emergency.	House Energy & Environment	Failed, in committee upon adjournment
HB 3257 EN	Relating to low-income electric bill payment assistance, declaring an emergency.	House Energy & Environment	**Passed; Governor signed and effective date May 28**
HB 3329 EN	Relating to geothermal standard for green energy technology in public improvement contracts for public school buildings; prescribing an effective date.	Rep. WHITSETT	**Passed; Governor signed June 4; effective date Oct 5 (Chapter 262)**
HB 3344 A	Relating to solar energy.	Reps REARDON, HUFFMAN, Sen. DEMBROW; Reps. HOLVEY, WHISNANT, Sen. BOQUIST	Failed, in committee upon adjournment
HB 3353 INTRO	Relating to energy-related improvements; prescribing an effective date.	Rep. EVANS	Failed, in committee upon adjournment
HB 3398 INTRO	Relating to ocean power districts.	Rep. NATHANSON	Failed, in committee upon adjournment

HB 3400 EN	Relating to marijuana	LININGER, OLSON, BEYER, BURDICK, FERRIOLI, KRUSE, PROZANSKI, STEINER HAYWARD	**Passed; Governor signed and effective date June 30**
HB 3415 A	Imposes 10-year moratorium on use of hydraulic fracturing for oil and gas exploration and production.	Rep. HELM; Rep BARNHAR, Sens DEMBROW, PROZANSKI, RILEY, SHIELDS, STEINER HAYWARD	Failed, in committee upon adjournment
HB 3445 INTRO	Establishes Task Force on Nuclear Power	WEIDNER, BUEHLER, HEARD	Failed, in committee upon adjournment
HB 3470 B	Relating to greenhouse gas emissions.	Rep. BARNHART	Failed, in committee upon adjournment
HB 3492 EN	Relating to taxation of solar projects; prescribing an effective date.	Rep. HUFFMAN; Reps. BENTZ, HELM, READ, REARDON, Sen. ROBLAN	**Passed; Governor signed June 25; effective date Oct 5 (Chapter 571)**
HJR 10 INTRO	Proposes amendment to Oregon Constitution allowing Legislative Assembly to impose taxes on carbon.	House Interim Committee on Revenue	Failed, in committee upon adjournment
HJR 11 INTRO	Proposes amendment to Oregon Constitution removing limitation of six percent of market value on rate of taxes imposed on oil or natural gas.	House Interim Committee on Revenue	Failed, in committee upon adjournment
SB 20 EN	Relating to minimum energy efficiency standards.	Senate Interim Committee on Environment & Natural Resources	**Passed; Governor signed June 8; effective date January 1, 2016 (Chapter 276)**
SB 21 INTRO	Relating to the Task Force on Clean Air Fee or Tax Implementation; declaring an emergency.	Senate Interim Committee on Environment & Natural Resources	Failed, in committee upon adjournment
SB 23 INTRO	Relating to energy source conversion programs; declaring an emergency.	Senate Interim Committee on Environment & Natural Resources	Failed, in committee upon adjournment
SB 32 EN	Relating to natural gas; declaring an emergency.	Senate Interim Committee on Rural Communities and Economic Development	**Passed June 30; pending Governor signature**
SB 98 INTRO	Relating to audits; declaring an emergency.	Sen. THATCHER; Rep. STARK	Failed, in committee upon adjournment
SB 105 INTRO	Relating to state agencies; declaring an emergency.	Sen. THATCHER; Rep. STARK	Failed, in committee upon adjournment
SB 258 INTRO	Relating to energy facility site certificates.	At the request of the Governor for State Department of Energy	Failed, in committee upon adjournment

SB 259 EN	Relating to energy facility siting process cost recovery.	At the request of the Governor for State Department of Energy	**Passed; Governor signed June 18; effective date Jan 1, 2016 (Chapter 488)**
SB 260 INTRO	Relating to funding for energy projects in schools; declaring an emergency.	At the request of the Governor for State Department of Energy	Failed, in committee upon adjournment
SB 304 INTRO	Relating to energy resource supplier assessment.	Sen. JOHNSON at request of Oregon People's Utility District Association	Failed, in committee upon adjournment
SB 319 EN	Requires proprietary authorization from Department of State Lands to construct or operate ocean renewable energy facility in Oregon's territorial sea.	Sen. ROBLAN; Sens. JOHNSON, KRUSE, WHITSETT, Reps. BOONE, GOMBERG, MCKEOWN	**Passed; Governor signed and effective date June 11 (Chapter 386)**
SB 324 ENROLLED	Relating to reducing greenhouse gas emissions from transportation fuels; declaring an emergency.	Sens. BEYER, GELSER, DEMBROW; Sens. BATES, EDWARDS, MONNES ANDERSON, PROZAN–SKI, ROBLAN, ROSENBAUM	**Passed; Governor signed and effective date March 12**
SB 431 INTRO	Relating to the public purpose expenditure standard.	Sen. OLSEN	Failed, in committee upon adjournment
SB 452 INTRO	Relating to wind turbines	Sen. GIROD	Failed, in committee upon adjournment
SB 456 EN	Relating to the voluntary emission reduction program for natural gas utilities; declaring an emergency.	Sen. BEYER	**Passed; Governor signed and effective date April 6 (Chapter 024)**
SB 477 INTRO	Relating to energy.	Sen. EDWARDS, Rep. READ; Sens. BATES, DEMBROW, MONROE, Reps. BUCKLEY, GALLEGOS, GORSEK	Failed, in committee upon adjournment
SB 499 INTRO	Relating to a nongovernmental entity that receives public purpose charge moneys; declaring an emergency.	Sen. OLSEN	Failed, in committee upon adjournment
SB 541 INTRO	Relating to the Sunset Advisory Committee; declaring an emergency.	Sen. WINTERS	Failed, in committee upon adjournment
SB 571 INTRO	Relating to data centers; prescribing an effective date.	Senate Committee on Finance & Revenue	Failed, in committee upon adjournment
SB 611 EN	Relating to central assessment; prescribing an effective date.	Senate Committee on Finance & Revenue	**Passed; Governor signed April 2; effective date Oct 5, 2015 (Chapter 023)**
SB 730 INTRO	Relating to energy.	Sen. GIROD, Rep. WITT; Sens. BAERTSCHIGER JR, JOHNSON, Rep. CLEM	Failed, in committee upon adjournment

SB 815 INTRO	Relating to use of hydroelectric electricity to comply with a renewable portfolio standard.	Sen. FERRIOLI	Failed, in committee upon adjournment
SB 858 INTRO	Relating to green energy technology; prescribing an effective date.	Sen. KNOPP	Failed, in committee upon adjournment
SB 873 INTRO	Relating to utility facilities on land zoned for exclusive farm use; declaring an emergency.	Sen. HANSELL	Failed, in committee upon adjournment
SB 887 INTRO	Relating to development of solar energy systems; declaring an emergency.	Senate Business & Transportation	Failed, in committee upon adjournment
SB 965 INTRO	Relating to climate protection; prescribing an effective date.	DEMBROW; SHIELDS; STEINER HAYWARD; BATES; BUCKLEY; BARNHART; GORSEK; HELM; RILEY; NOSSE; TAYLOR	Failed, in committee upon adjournment

Tab 8

Glossary of Terms Related to Energy Trust of Oregon's Work

Glossary provided to the Energy Trust Board of Directors for general use. Definitions and acronyms are compiled from a variety of resources. Energy Trust policies on topics related to any definitions listed below should be referenced for the most current and comprehensive information. Last updated July 2015.

Above-Market Costs of New Renewable Energy Resources
The portion of the net present value cost of producing power (including fixed and operating costs, delivery, overhead and profit) from a new renewable energy resource that exceeds the market value of an equivalent quantity and distribution (across peak and off-peak periods and seasonally) of power from a nondifferentiated source, with the same term of contract. Energy Trust board policy specifies the methodology for calculating above-market costs. *Reference the Board Cost-Effectiveness Policy and General Methodology*

Aggregate
Combining retail electricity consumers into a buying group for the purchase of electricity and related services. "Aggregator" is an entity that aggregates.

Air Sealing (Infiltration Control)
Conservation measures, such as caulking, efficient windows and weatherstripping, which reduce the amount of cold air entering or warm air escaping a building.

Ampere (Amp)
The unit of measure that tells how much electricity flows through a conductor. It is like using cubic feet per second to measure the flow of water. For example, a 1,200 watt, 120-volt hair dryer pulls 10 amperes of electric current (watts divided by volts).

Anaerobic Digestion
A biochemical process by which organic matter is decomposed by bacteria in the absence of oxygen, producing methane and other byproducts.

Average Megawatt (aMW)
One megawatt of capacity produced continuously over a period of one year. 1 aMW equals 1 megawatt multiplied by the 8,760 hours in a year. 1 aMW equals 8,760 MWh or 8,760,000 kWh.

Avoided Cost
(Regulatory) The amount of money that an electric utility would need to spend for the next increment of electric generation they would need to either produce or purchase if not for the reduction in demand due to energy-efficiency savings or the energy that a co-generator or small-power producer provides. Federal law establishes broad guidelines for determining how much a qualifying facility (QF) gets paid for power sold to the utility.

Base Load
The minimum amount of electric power delivered or required over a given period of time at a steady rate.

Benefit/Cost Ratios
By law, Oregon public purpose funds may be invested only in cost-effective energy-efficiency measures—that is, efficiency measures must cost less than acquiring the energy from conventional sources, unless exempted by the OPUC.

Energy Trust calculates benefit/cost ratios (BCR) on a prospective and retrospective basis. Looking forward, all prescriptive measures and custom projects must have a total resource cost test BCR > 1.0 unless the OPUC has approved an exception. As required in the OPUC grant agreement, Energy Trust reports annually how cost-effective programs were by comparing total costs to benefits, which also need to exceed 1.0.

Biomass
Solid organic wastes from wood, forest or field residues which can be heated to produce energy to power an electric generator.

Biomass Gas
A medium Btu gas containing methane and carbon dioxide, resulting from the action of microorganisms on organic materials such as a landfill.

Blower Door
Home Performance test conducted by a contractor (or energy auditor) to evaluate a home's air tightness. During this test a powerful fan mounts into the frame of an exterior door and pulls air out of the house to lower the inside air pressure. While the fan operates, the contractor can determine the house's air infiltration rate and better identify specific leaks around the house.

British Thermal Unit (Btu)
The standard measure of heat energy. The quantity of heat required to raise the temperature of 1 pound of liquid water by 1 degree Fahrenheit at the temperature at which water has its greatest density (approximately 39 degrees Fahrenheit).

Cogeneration (Combined Heat and Power, CHP)
The sequential production of electricity and useful thermal energy, often by the recovery of reject heat from an electric generating plant for use in industrial processes, space or water heating applications. Conversely, may occur by using reject heat from industrial processes to power an electricity generator. *Reference the Board Combined Heat and Power Policy*

Compact Fluorescent Light Bulbs (CFL)
CFLs combine the efficiency of fluorescent lighting with the convenience of a standard incandescent bulb. There are many styles of compact fluorescent, including exit light fixtures and floodlights (lamps containing reflectors). CFLs are designed for residential uses; they are also used in table lamps, wall sconces, and hall and ceiling fixtures of hotels, motels, hospitals and other types of commercial buildings with residential-type applications.

Conservation
While not specifically defined in the law or OPUC rules on direct access regulation, "conservation" is defined in the OPUC rule 860-027-0310(1)(a) as follows: Conservation means any reduction in electric power or natural gas consumption as the result of increases in efficiency of energy use, production or distribution. Conservation also includes cost-effective fuel switching.

Although fuel switching is part of the definition, this aspect of the rule has not been operationalized as of March 2013.

Cost Effective
Not specifically defined in SB 1149. The OPUC has a definition which refers to a definition from ORS 469.631 (4) stating that an energy resource, facility or conservation measure during its life cycle results in delivered power costs to the ultimate consumer no greater than the comparable incremental cost of the least-cost alternative new energy resource, facility or conservation measure. Cost comparison under this definition shall include but not be limited to: (a) cost escalations and future availability of fuels; (b) waste disposal and decommissioning cost; (c) transmission and distribution costs; (d) geographic, climatic and other differences in the state; and (e) environmental impact. ORS 757.612 (4) (SB 1149) exempts utilities from the requirements of ORS 469.631 to 469.645 when the public purpose charge is implemented.

By law, Oregon public purpose funds may be invested only in cost-effective energy-efficiency measures—that is, efficiency measures must cost less than acquiring the energy from conventional sources, unless exempted by the OPUC. *Reference the Board Cost-Effectiveness Policy and General Methodology*

Cumulative Savings
Sum of the total annual energy savings over a certain time frame while accounting for measure savings "lives." (For example, if a measure is installed for each of two years, the cumulative savings would be the sum of the measure installed in the first year, plus the incremental savings from the savings installed in the second year plus the savings in the second year from the measure installed in the first year.)

Decoupling
A rate provision which reduces or eliminates the degree to which utility profits are driven by the volume of electricity or gas sold. Decoupling is thought by its proponents to reduce utility disincentives to support efficiency. There are many specific variants employed in different states and with different utilities.

Direct Access
The ability of a retail electricity consumer to purchase electricity and certain ancillary services from an entity other than the distribution utility.

Economizer Air
A ducting arrangement and automatic control system that allows a heating, ventilation and air conditioning (HVAC) system to supply up to 100 percent outside air to satisfy cooling demands, even if additional mechanical cooling is required.

Energy Management System (EMS)
A system designed to monitor and control building equipment. An EMS can often be used to monitor energy use in a facility, track the performance of various building systems and control the operations of equipment.

ENERGY STAR®
ENERGY STAR is a joint Environmental Protection Agency and Department of Energy program that encourages energy conservation by improving the energy efficiency of a wide range of consumer and commercial products, enhancing energy efficiency in buildings and promoting energy management planning for businesses and other organizations.

Energy Use Intensity (EUI)
A metric that describes a building's energy use relative to its size. It is the total annual energy consumption (kBtu) divided by the total floor space of the building. EUI varies significantly by building type and by the efficiency of the building.

Enthalpy
Enthalpy is the useful energy or total heat content of a fluid. Ideally, the total enthalpy of a substance is the amount of useful work that substance can do. Enthalpy is used in fluid dynamics and thermodynamics when calculating properties of fluids as they change temperature, pressure and phase (e.g. liquid to liquid-vapor mixture). In HVAC, refrigeration and power cycle processes, enthalpy is used extensively in calculating properties of the refrigerant or working fluid. Additionally, in HVAC applications, enthalpy is used in calculations relating to humidity. An enthalpy economizer is a piece of HVAC equipment that modulates the amount of outdoor air entering into a ventilation system based on outdoor temperature and humidity.

Environmental Protection Agency (EPA)
Founded in 1970, this independent agency was designed to "protect human health and safeguard the natural environment." It regulates a variety of different types of emissions, including greenhouse gases emitted in energy use. It runs several national end-use programs, like ENERGY STAR, SmartWay, Smart Growth programs and green communities programs.

Evaluation
After-the-fact analysis of the effectiveness and results of programs. *Process and Market Evaluations* study the markets to be addressed and the effectiveness of the program strategy, design and implementation. They are used primarily to improve programs. *Impact evaluations* use post-installation data to improve estimates of energy savings and renewable energy generated.

Feed-in Tariff
A renewable energy policy that typically offers a guarantee of payments to project owners for the total amount of renewable electricity they produce, access to the grid and stable, long-term contracts. In Oregon, the pilot program was called the Volumetric Incentive Rate program and each investor-owned utility in the state ran separate programs. Solar systems receiving a feed-in tariff rate were not eligible for Energy Trust incentives or a state tax credit.

Footcandle
A unit of illuminance on a surface that is one foot from a uniform point source of light of one candle and is equal to one lumen per square foot

Free Rider
This evaluation term describes energy efficiency program participants who would have taken the recommended actions on their own, even if the program did not exist. Process evaluations include participant survey questions, which lead to the quantification of the level of free rider impacts on programs that is applied as a discounting factor to Energy Trust reported results.

Geothermal
Useful energy derived from the natural heat of the earth as manifested by hot rocks, hot water, hot brines or steam.

Green Tags (Renewable Energy Certificates or RECs)
See the Renewable Energy Certificates entry.

Gross Savings
Savings that are unadjusted for evaluation factors of free riders, spillover and savings realization rates. Energy Trust reports all savings in net terms, not gross terms, unless otherwise stated in the publication.

Heat Pump
An HVAC system that works as a two-way air conditioner, moving heat outside in the summer and reusing heat from the cold outdoors with an electrical system in the winter. Most systems use forced warm-air delivery systems to move heated air throughout the house.

Heating, Ventilation and Air Conditioning (HVAC)
Mechanical systems that provide thermal comfort and air quality in an indoor space. They are often grouped together because they are generally interconnected. HVAC systems include central air conditioners, heat pumps, furnaces, boilers, rooftop units, chillers and packaged systems.

Hydroelectric Power (Hydropower)
The generation of electricity using falling water to turn turbo-electric generators.

Incremental Annual Savings
Energy savings in one year corresponding to the energy-efficiency measures implemented in that same year.

Incremental Cost
The difference in cost relative to a base case, including equipment and labor cost.

Instant-savings Measure (ISM)
Inexpensive energy-efficiency products installed at no charge, such as CFLs, low-flow showerheads and high-performance faucet aerators. Predominately used by the Existing Homes program and multifamily track to provide homeowners and renters with easy-to-install, energy-saving products.

Integrated Resources Planning (Least-Cost Planning)
A power-planning strategy that takes into account all available and reliable resources to meet current and future loads. This strategy is employed by each of the utilities served by Energy Trust, and for the region's electric system by the Northwest Power and Conservation Council. The term "least-cost" refers to all costs, including capital, labor, fuel, maintenance, decommissioning, known environmental impacts and difficult to quantify ramifications of selecting one resource over another.

Interconnection
For all distributed generation—solar, wind, CHP, fuel cells, etc.—interconnection with the local electric grid provides back-up power and an opportunity to participate in net-metering and sell-back schemes when they are available. It's important to most distributed generation projects to be interconnected with the grid, but adding small generators at spots along an electric grid can produce a number of safety concerns and other operational issues for a utility. Utilities, then, generally work with their state-level regulatory bodies to develop interconnection standards that clearly delineate the manner in which distributed generation systems may be interconnected.

Joule
A unit of work or energy equal to the amount of work done when the point of application of force of 1 newton is displaced 1 meter in the direction of the force. It takes 1,055 joules to equal a Btu. It takes about 1 million joules to make a pot of coffee.

Kilowatt
One thousand (1,000) watts. A unit of measure of the amount of electricity needed to operate given equipment.

Large Customers (with reference to SB 838)
Customers using more than 1 aMW of electricity a year are not required to pay electric conservation charges under SB 838. Additionally, Energy Trust may not provide them with services funded under SB 838 provisions.

Least Cost
The term “least-cost” refers to all costs, including capital, labor, fuel, maintenance, decommissioning, known environmental impacts and difficult to quantify ramifications of selecting one resource over another.

Levelized Cost
The level of payment necessary each year to recover the total investment and interest payments (at a specified interest rate) over the life of the measure.

Local Energy Conservation
Conservation measures, projects or programs that are installed or implemented within the service territory of an electric company.

Low-income Weatherization
Repairs, weatherization and installation of energy-efficient appliances and fixtures for low-income residences for the purpose of enhancing energy efficiency. In Oregon, SB 1149 directs a portion of public purpose funds to Oregon Housing and Community Services to serve low-income customers. Energy Trust coordinates with low-income agencies and refers eligible customers.

Lumen
A measure of the amount of light available from a light source equivalent to the light emitted by one candle.

Lumens/Watt
A measure of the efficacy of a light fixture; the number of lumens output per watt of power consumed.

Market Transformation
Lasting structural or behavioral change in the marketplace and/or changes to energy codes and equipment standards that increases the adoption of energy-efficient technologies and practices. Market transformation is defined in the Oregon Administrative Rules.

Megawatt
The electrical unit of power that equals one million watts (1,000 kW).

Megawatt Hour
One thousand kilowatt hours, or an amount of electrical energy that would power approximately one typical PGE or Pacific Power household for one month. (Based on an average of 11,300 kWh consumed per household per year.)

Methane
A light hydrocarbon that is the main component of natural gas and marsh gas. It is the product of the anaerobic decomposition of organic matter, enteric fermentation in animals and a greenhouse gas.

Monitoring, Targeting and Reporting (MT&R)
A systematic approach to measure and track energy consumption data by establishing a baseline in order to establish reduction targets, identify opportunities for energy savings and report results.

Municipal Solid Waste
Refuse offering the potential for energy recovery. Technically, residential, institutional and commercial discards. Does not include combustible wood by-products included in the term “mill residue.”

Net Metering
An electricity policy for consumers who own (generally small) renewable energy facilities (such as wind, solar power or home fuel cells). "Net," in this context, is used in the sense of meaning "what remains after deductions.” In this case, the deduction of any energy outflows from metered energy inflows. Under net metering, a system owner receives retail credit for at least a portion of the electricity they generate.

Net-to-Gross
Net-to-gross ratios are important in determining the actual energy savings attributable to a particular program, as distinct from energy efficiency occurring naturally (in the absence of a program). The net-to-gross ratio equals the net program load impact divided by the gross program load impact. This factor is applied to gross program savings to determine the program's net impact.

Net Savings
Savings that are adjusted for evaluation factors of free riders, spillover and savings realization rates. Energy Trust reports all savings in net terms, not gross terms, unless otherwise stated in the publication.

Nondifferentiated Source (Undifferentiated Source)
Power available from the wholesale market or delivered to retail customers.

Non-energy Benefit (NEB)
The additional benefits created by an energy-efficiency or renewable energy project beyond the energy savings or production of the project. Non-energy benefits often include water and sewer savings (e.g. clothes washers, dishwashers), improved comfort (e.g. air sealing, windows), sound deadening (e.g. insulation, windows), property value increase (e.g. windows, solar electric), improved health and productivity and enhanced brand.

Oregon Public Utility Commission (OPUC)
Energy Trust operates under a grant agreement with the OPUC and reports quarterly and annually to the state agency. Reports include quarterly presentations to the commission and an annual update on progress to OPUC minimum annual performance measures.

Path to Net Zero (PTNZ)
The Path to Net Zero pilot was launched in 2009 by the New Buildings program to provide increased design, technical assistance, construction, and measurement and reporting incentives to commercial building projects that aimed to achieve exceptional energy performance. The offer demonstrates that a wide range of buildings can achieve aggressive energy goals using currently available construction methods and technology, as well as by testing innovative design strategies.

Photovoltaic
Direct conversion of sunlight to electric energy through the effects of solar radiation on semi-conductor materials. Photovoltaic systems are one type of solar system eligible for Energy Trust incentives.

Program Management Contractor (PMC)
Company Energy Trust contracts with to deliver and implement a program or major program track. PMCs keeps costs low for utility customers, draw from existing expertise and skills in the market, and allow Energy Trust to remain flexible and nimble as the market changes. PMC contracts are competitively selected, reviewed by a committee with internal staff and external representatives, and approved by the board.

Program Delivery Contractor (PDC)
Company Energy Trust contracts with to implement a specific program track. PDCs keeps costs low for utility customers, draw from existing expertise and skills in the market, and allow Energy Trust to remain flexible and nimble as the market changes. PDC contracts are competitively selected, reviewed by a committee with internal staff and external representatives, and approved by the board.

Public Purpose Charge
Established in SB 1149, the public purpose charge is a 3 percent charge from PGE and Pacific Power Oregon customers. Three fund administrators distribute the ratepayer dollars: Energy Trust of Oregon for energy efficiency, market transformation and renewable energy programs; the Oregon Department of Energy for energy efficiency in schools; and Oregon Housing and Community Services for low-income weatherization and housing assistance. Energy Trust is funded through the public purpose charge (SB 1149), supplemental funding (SB 838) and contracts with two gas utilities.

Public Utility Commissions
State agencies that regulate, among others, investor-owned utilities operating in the state with a protected monopoly to supply power in assigned service territories.

Public Utility Regulatory Act of 1978 (PURPA)
Federal legislation that requires utilities to purchase electricity from qualified independent power producers at a price that reflects what the utilities would have to pay for the construction of new generating resources. The Act was designed to encourage the development of small-scale cogeneration and renewable resources.

Qualifying Facility (QF)
A power production facility that generates its own power using cogeneration, biomass waste, geothermal energy, or renewable resources, such as solar and wind. Under PURPA, a utility is required to purchase power from a QF at a price equal to that which the utility would otherwise pay to another source, or equivalent to the cost if it were to build its own power plant.

Renewable Energy Certificates (RECs or Green Tags)
A Renewable Energy Certificate is a tradable commodity that represents the contractual rights to claim the environmental attributes of a certain quantity of renewable electricity. The environmental attributes include the reductions in emissions of pollutants and greenhouse gases that result from the delivery of the renewably-generated electricity to the grid.

Here's how emission reductions occur: When a renewable energy system generate electricity, the grid operators allow that electricity to flow into the grid because it is less expensive to operate, once it has been built, than generators that burn fossil fuels. But the electricity grid cannot have more electricity flowing into it than is flowing out to electricity users, so the grid operators have to turn down other generators to compensate. They generally turn down those that burn fossil fuels. By forcing the fossil fuel generators to generate less electricity, the renewable energy system causes them to generate fewer emissions of pollutants and greenhouse gases. These reductions in emissions are the primary component of RECs.

RECs were developed as a separate commodity by the energy industry to boost construction of new wind, solar, landfill gas and other renewable energy power plants. RECs allow owners of these power plants to receive the full value of the environmental benefits their plants generate. They also allow consumers to create the same environmental benefits as buying green electricity, or to neutralize the pollution from their consumption of fossil fuels.

RECs are bought and sold every day in the electricity market. They are measured in units, like electricity. Each kilowatt hour of electricity that a renewable energy system produces also creates a one-kilowatt hour REC. *Reference the Board Renewable Energy Certificate Policy*

Renewable Energy Resources
a) Electricity-generation facilities fueled by wind, waste, solar or geothermal power or by low-emission nontoxic biomass based on solid organic fuels from wood, forest and field residues
b) Dedicated energy crops available on a renewable basis
c) Landfill gas and digester gas
d) Hydroelectric facilities located outside protected areas as defined by federal law in effect on July 23, 1999

Renewable Portfolio Standard
A legislative requirement, including in Oregon, for utilities to meet specified percentages of their electric load with renewable resources by specified dates, or a similar requirement. May be referred to as Renewable Energy Standard.

Retrofit
A retrofit involves the installation of new, usually more efficient equipment into an existing building or process prior to the existing equipment's failure or end of its economic life. In buildings, retrofits may involve either structural enhancements to increase strength, or replacing major equipment central to the building's functions, such as HVAC or water heating systems. In

industrial applications, retrofits involve the replacement of functioning equipment with new equipment.

Roof-top Units (RTU)
Packaged heating, ventilating and air conditioning unit that generally provides air conditioning and ventilating services for zones in low-rise buildings. Roof-top units often include a heating section, either resistance electric, heat pump or non-condensing gas (the latter are called “gas-paks”). Roof-top units are the most prevalent comfort conditioning systems for smaller commercial buildings. Generally small (<10 ton) commodity products, but very sophisticated high-efficiency versions are available, as are units larger than 50 tons.

R-Value
A unit of thermal resistance used for comparing insulating values of different material. It is basically a measure of the effectiveness of insulation in stopping heat flow. The higher the R-Value number for a material the greater its insulating properties and the slower the heat flow through it. The specific value needed to insulate a home depends on climate, type of heating system and other factors.

SB 1149
Oregon legislation enacted in 1999 allowing for the creation of a third party, nonprofit organization to receive approximately 74 percent of a 3 percent utility surcharge (public purpose charge) and deliver energy-efficiency and renewable energy programs to the funding Oregon ratepayers of Portland General Electric and Pacific Power. Energy Trust was approved by the OPUC to deliver the services. The rest of the surcharge is distributed to school districts through the Oregon Department of Energy and to low-income customers through Oregon Housing and Community Services. SB 1149 is one stream of funding for Energy Trust, which is also funded through SB 838 to deliver achievable energy efficiency above the 3 percent and identified in utility integrated resource planning processes, and individual contracts with NW Natural and Cascade Natural Gas to deliver natural gas efficiency programs.

SB 838
SB 838, enacted in 2007, augmented Energy Trust’s mission in many ways. It provided a vehicle for additional electric efficiency funding for customers under 1 aMW in load by allowing PGE and Pacific Power to fund cost-effective energy efficiency above the 3 percent, and restructured the renewable energy role to focus on renewable energy systems that are 20 MW or less in size. SB 838 is also the legislation creating the state’s Renewable Portfolio Standard and extended Energy Trust’s sunset year from 2012 to 2026.

SB 838 is often categorized as supplemental funding in Energy Trust budget documents.

Sectors
For energy planning purposes, the economy is divided into four sectors: residential, commercial, industrial and irrigation. At Energy Trust, programs are divided into four sectors: residential, commercial (including multifamily), industrial (including irrigation) and renewable energy.

Self-Directing Consumers
A retail electricity consumer that has used more than one aMW of electricity at any one site in the prior calendar year or an aluminum plant that averages more than 100 aMW of electricity use in the prior calendar year, that has received final certification from the Oregon Department of Energy for expenditures for new energy conservation or new renewable energy resources and that has notified the electric company that it will pay the public purpose charge, net of

credits, directly to the electric company in accordance with the terms of the electric company's tariff regarding public purpose credits.

Solar Power
Using energy from the sun to make electricity through the use of photovoltaic cells.

Solar Thermal
The process of concentrating sunlight on a relatively small area to create the high temperatures needed to vaporize water or other fluids to drive a turbine for generation of electric power.

Spillover
Additional measures that were implemented by the program participant for which the participant did not receive an incentive. They undertook the project on their own, influenced by prior program participation.

Strategic Energy Management (SEM)
A program offering for both commercial and industrial customers: commercial Strategic Energy Management and industrial Strategic Energy Management. Through SEM, customers engage with Energy Trust for a year or more in a systematic and ongoing approach to lowering energy usage. Energy Trust helps customers track and monitor energy use and performance, identify and implement no-cost and low-cost operations and maintenance changes, develop an energy management plan and more. SEM creates culture change around energy, training employees at all levels that energy use can be tracked, reduced and managed.

Therm
One hundred thousand (100,000) British thermal units (1 therm = 100,000 Btu).

Total Resource Cost Test
The OPUC has used the total resource cost (TRC) test as the primary basis for determining conservation cost-effectiveness as determined in Order No. 94-590 (docket UM 551). SB 1149 allows the "self-directing consumers" to use a simple payback of one to 10 years as the cost-effectiveness criterion. This test is central to how Energy Trust delivers on its mission. This test is the main test that determines whether Energy Trust can offer an incentive for a project. It also reflects the region's approach to long-term energy planning by prioritizing investment in low-cost energy resources. *Reference the Board Cost-Effectiveness Policy and General Methodology*

Tidal Energy
Energy captured from tidal movements of water.

Trade Ally Contractor (Trade Ally)
Energy Trust trade allies are valued ambassadors in the field. The network of independent contractors andother allied professionals helps homeowners, businesses, public and nonprofit entities, developers and others complete energy-efficiency and renewable energy projects across Oregon and in southwest Washington. Quite often, trade allies are the first, last and only Energy Trust representative a customer will see.

Trade Ally Network
Energy Trust statewide network of trained contractors and other allied businesses.

Utility Cost Test
This test is used to indicate the incentive amount for a project. It helps Energy Trust determine whether providing an incentive is cost effective for the utility system. *Reference the Board Cost-Effectiveness Policy and General Methodology*

U-Value (U-Factor)
A measure of how well heat is transferred by the entire window—the frame, sash and glass—either into or out of the building. U-Value is the opposite of R-Value. The lower the U-Value number, the better the window will keep heat inside a home on a cold day.

Wave Energy
Energy captured by the cyclical movement of waves in the ocean or large bodies of water.

Watt
A unit of measure of electric power at a point in time, as capacity or demand. One watt of power maintained over time is equal to one joule per second.

Wind Power
Harnessing the energy stored in wind via turbines, which then convert the energy into electricity. Mechanical power of wind can also be used directly.

Weatherization
The activity of making a building (generally a residential structure) more energy efficient by reducing air infiltration, improving insulation and taking other actions to reduce the energy consumption required to heat or cool the building. In practice, “weatherization programs” may also include other measures to reduce energy used for water heating, lighting and other end uses.

Acronyms Related to Energy Trust of Oregon's Work

AAMA	American Architectural Manufacturers Association	Trade group for window, door manufacturers
A/C	Air Conditioning	
ACEEE	American Council for an Energy-Efficient Economy	Environmental Advocacy, Researcher
AEE	Association of Energy Engineers	
AEO	Annual Energy Outlook	
AESP	Association of Energy Services Professionals	Energy services and energy efficiency trade organization
AFUE	Annual Fuel Utilization Efficiency	The measure of seasonal or annual efficiency of a furnace or boiler
AIA	American Institute of Architects	Trade organization
AOC	Association of Oregon Counties	
aMW	Average Megawatt	A way to equally distribute annual energy over all the hours in one year; there are 8,760 hours in a year
AOI	Associated Oregon Industries	
APEM	Association of Professional Energy Managers	
ARI	Air-Conditioning and Refrigeration Institute	AC trade association
ASE	Alliance to Save Energy	Environmental advocacy organization
ASERTTI	Association of State Energy Research and Technology Transfer Institutions, Inc.	
ASHRAE	American Society of Heating, Refrigeration, and Air Conditioning Engineers	Technical (engineers) association
ASME	American Society of Mechanical Engineers	Professional organization
BACT	Best Achievable Control Technology	
BCR	Benefit/Cost ratio	See definition in text
BEF	Bonneville Environmental Foundation	Nonprofit that funds renewable energy projects
BETC	Business Energy Tax Credit	Former Oregon tax credit
BOC	Building Operator Certification	Trains and certifies building operators
BOMA	Building Owners and Managers Association	
BPA	Bonneville Power Administration	Federal power authority
BPS	Bureau of Planning and Sustainability	City of Portland government agency
CAC	Conservation Advisory Council	Energy Trust advisory council to the board
CCS	Communications and Customer Service	A group within Energy Trust
CCCT	Combined Cycle Combustion Turbine	
CEE	Consortium for Energy Efficiency	National energy efficiency group
CEW	Clean Energy Works	
CFL	Compact Fluorescent Light bulb	
CHP	Combined Heat and Power	
CNG	Cascade Natural Gas	Investor-owned utility
ConAug	Conservation Augmentation Program	BPA program

CHT	Coefficient of Heat Transmission (U-Value)	A value that describes the ability of a material to conduct heat. The number of Btu that flow through 1 square foot of material, in one hour. It is the reciprocal of the R-Value (U-Value = 1/R-Value.
COU	Consumer-Owned Utility	
COP	Coefficient of Performance	The ratio of heat output to electrical energy input for a heat pump
CR	CLEAResult	Program Management Contractor for Existing Homes, New Homes and New Buildings
CRM	Customer Relationship Management system	Energy Trust's system to capture information on program participants and non-participants that have communicated with us
CT	Combustion Turbine	
CUB	Citizens' Utility Board of Oregon	Public interest group
Cx	Commissioning	
DG	Distributed Generation	
DSI	Direct Service Industries	Direct Access customers to BPA
DOE	Department of Energy	Federal agency
DSM	Demand Side Management	
EA	Environmental Assessment	
EA	Earth Advantage	
EASA	Electrical Apparatus Service Association	Trade association
ECM	Electrically Commutation Motor	Also known as a variable-speed blower motor, can vary the blower speed in accordance with the needs of the system
EE	Energy Efficiency	
EER	Energy Efficiency Ratio	The cooling capacity of the unit (in Btu/hour) divided by its electrical input (in watts) at standard peak rating conditions
EF	Energy Factor	An efficiency ratio of the energy supplied in heated water divided by the energy input to the water heater
EIA	Energy Information Administration	
EMS	Energy Management System	See definition in text
EPA	Environmental Protection Agency	Federal agency
EPRI	Electric Power Resource Institute	Utility organization
EPS™	Energy Performance Score	Energy Trust rating that assesses a newly built or existing home's energy use, carbon impact and estimated monthly utility costs

EQIP	Environmental Quality Incentive Program	
EREN	Energy Efficiency and Renewable Energy Network	DOE program
ESS	Energy Services Supplier	
EUI	Energy Use Intensity	See definition in text
EWEB	Eugene Water & Electric Board	Utility organization
FCEC	Fair and Clean Energy Coalition	Environmental advocacy organization
FEMP	Federal Energy Management Program	
FERC	Federal Energy Regulatory Commission	Federal regulator
GHG	Greenhouse gas	
GP	Great Plains	Energy Trust's financial tracking system
HBA	Home Builders Association	
HER	Home Energy Review	Online review of a residential customer's home
HSPF	Heating Season Performance Factor	
HVAC	Heating, Ventilation and Air Conditioning	
IBEW	International Brotherhood of Electrical Workers	
ICNU	Industrial Customers of Northwest Utilities	Trade interest group
ICF	ICF International	Existing Buildings Program Management Contractor
IEEE	Institute of Electrical and Electronic Engineers	Professional association
IESNA	Illuminating Engineering Society of America	
IOU	Investor-Owned Utility	
IRP	Integrated Resource Plan	
ISIP	Integrated Solution Implementation Project	
ISM	Instant-Savings Measure	See definition in text
ITC	Investment Tax Credit	Federal
kW	Kilowatt	
kWh	Kilowatt Hours	8,760,000 kWh = 1 aMW
LBL	Lawrence Berkeley Laboratory	
LED	Lighting Emitting Diode	Solid state lighting technology
LEED	Leadership in Energy & Environmental Design	Building rating system from the U.S. Green Building Council
LIHEAP	Low Income Housing Energy Assistance Program	
LIWA	Low Income Weatherization Assistance	
LM	Lockheed Martin	Existing Multifamily Program Management Contractor
LOC	League of Oregon Cities	Local government organization
MEEA	Midwest Energy Efficiency Alliance	Midwest Market Transformation organization, Alliance counterpart
MT&R	Monitoring, Targeting and Reporting	See definition in text
MW	Megawatt	Unit of electric power equal to one thousand kilowatts

MWh	Megawatt Hour	Unit of electric energy, which is equivalent to one megawatt of power used for one hour
NAHB	National Association of Home Builders	Trade association
NCBC	National Conference on Building Commissioning	
NEB	Non-Energy Benefit	See definition in text
NEEA	Northwest Energy Efficiency Alliance	
NEEC	Northwest Energy Efficiency Council	Trade organization
NEEI	Northwest Energy Education Institute	Training organization
NEEP	Northeast Energy Efficiency Partnership	Northwest market transformation organization
NEMA	National Electrical Manufacturer's Association	Trade organization
NERC	North American Electricity Reliability Council	
NFRC	National Fenestration Rating Council	
NRC	National Regulatory Council	Federal regulator
NRCS	Natural Resources Conservation Service	
NRDC	Natural Resources Defense Council	
NREL	National Renewable Energy Lab	
NRTA	Northwest Regional Transmission Authority	
NWEC	Northwest Energy Coalition	Environmental advocacy organization
NWBOA	Northwest Building Operators Association	Trade organization
NWFPA	Northwest Food Processors Association	Trade organization
NWN	NW Natural	Investor-owned utility
NWPPA	Northwest Public Power Association	Trade organization
NWPCC	Northwest Power and Conservation Council	Regional energy planning organization, "the council"
NYSERDA	New York State Energy Research & Development Authority	New York energy efficiency and renewable energy organization funded by a systems benefit charge
OBA	Oregon Business Association	Business lobby group
OEFSC	Oregon Energy Facility Siting Council	Authority to site energy facilities in Oregon
ODOE	Oregon Department of Energy	Oregon state energy agency and one of three public purpose charge administrators
OHCS	Oregon Housing and Community Services	One of three public purpose charge administrator
OPUC	Oregon Public Utility Commission	
OPUDA	Oregon Public Utility District Association	Utility trade organization
OPEC	Organization of Petroleum Exporting Countries	
ORECA	Oregon Rural Electric Cooperative Association	Utility trade organization
OSEIA	Solar Energy Industries Association of Oregon	Volunteer nonprofit organization dedicated to education/promotion
P&E	Planning and Evaluation	A group within Energy Trust
PAC	Pacific Power	

PDC	Program Delivery Contractor	Company contracted with Energy Trust to identify and deliver industrial and agricultural services, and commercial Strategic Energy Management services, to Energy Trust customers
PECI	Portland Energy Conservation, Inc.	Portland nonprofit; former Energy Trust PMC
PGE	Portland General Electric	Investor-owned utility
PG&E	Pacific Gas & Electric	California investor-owned utility
PMC	Program Management Contractor	Company contracted with Energy Trust to deliver a program
PNUCC	Pacific Northwest Utilities Conference Committee	
PPC	Public Power Council	National trade group
PPL	Pacific Power	Formerly Pacific Power and Light
PSE	Puget Sound Energy	Investor-owned utility
PT	Project Tracking	Energy Trust's database that tracks details on customer projects
PTC	Production Tax Credit	Federal incentive that provides financial support for the first 10 years of a renewable energy facility's operation
PTCS	Performance Tested Comfort Systems	Promotes the efficiency of air-systems in residential homes
PTNZ	Path to Net Zero	See definition in text
PUC	Public Utility Commission	
PUD	Public Utility District	
PURPA	Public Utility Regulatory Policies Act	See definition in text
QF	Qualifying Facility	
RAC	Renewable Energy Advisory Council	Energy Trust advisory council to the board
RE	Renewable Energy	
REIT	Real Estate Investment Trust	
RETC	Residential Energy Tax Credit	Oregon tax credit
RFI	Request for Information	
RFP	Request for Proposal	
RFQ	Request for Qualification	
RNW	Renewable Northwest	Renewable energy advocacy group
RSES	Refrigeration Service Engineers Society	Trade association
RTF	Regional Technical Forum	BPA funded research group
RTU	Rooftop HVAC Unit Tune Up	Rooftop HVAC unit tune up
SCCT	Single Cycle Combustion Turbine	
SCL	Seattle City Light	Public utility
SEED	State Energy Efficient Design	Established in 1991, requires all state facilities to exceed the Oregon Energy Code by 20 percent or more

SEER	Seasonal Energy Efficiency Ratio	A measure of cooling efficiency for air conditioners; the higher the SEER, the more energy efficient the unit
SIS	Scientific Irrigation Scheduling	Agricultural information program
SNOPUD	Snohomish Public Utility District	Washington State PUD
SEIA	Solar Energy Industries Association	Volunteer nonprofit organization dedicated to education/promotion
SWEEP	Southwest Energy Efficiency Partnership	Southwest market transformation group
T&D	Transmission & Distribution	
TRC	Total Resource Cost	See definition in text
U-Value		The reciprocal of R-Value; the lower the number, the greater the heat transfer resistance (insulating) characteristics of the material
USGBC	U.S. Green Building Council	Sustainability advocacy organization responsible for LEED
VFD	Variable Frequency Drive	An electronic control to adjust motion
WUTC	Washington Utilities and Transportation Commission	
Wx	Weatherization	
W	Watt	