*The Energy Trust of Oregon*
*BALANCE SHEET*
*November 30, 2006*
*(Unaudited)*

| | NOV 2006 | OCT 2006 | NOV 2005 | Change from Prior Month | Change from Prior Year |
|---|---|---|---|---|---|
| **Current Assets** | | | | | |
| Cash* | 47,109,935 | 47,201,665 | 39,463,929 | (91,730) | 7,646,005 |
| Program Deposits held in Escrow | 6,722,296 | 6,698,046 | 1,227,564 | 24,250 | 5,494,732 |
| Receivables | 27,438 | 42,352 | 116,227 | (14,914) | (88,789) |
| Prepaid Expenses | 53,546 | 75,620 | 60,142 | (22,074) | (6,596) |
| Advances to Vendors | 509,169 | 831,378 | 1,087,463 | (322,208) | (578,293) |
| **Total Current Assets** | **54,422,384** | **54,849,061** | **41,955,325** | **(426,676)** | **12,467,059** |
| **Fixed Assets** | | | | | |
| Computer Hardware and Software | 793,883 | 793,883 | 753,857 | - | 40,026 |
| Leasehold Improvements | 113,343 | 113,343 | 113,343 | - | - |
| Office Equipment and Furniture | 65,620 | 65,620 | 80,215 | - | (14,595) |
| **Total Fixed Assets** | **972,846** | **972,846** | **947,416** | **-** | **25,431** |
| Less Depreciation | (793,760) | (770,512) | (524,691) | (23,248) | (269,069) |
| Net Fixed Assets | 179,086 | 202,334 | 422,724 | (23,248) | (243,638) |
| **Other Assets** | | | | | |
| Rental Deposit | 36,412 | 36,412 | 38,412 | - | (2,000) |
| Deferred Compensation Asset | 21,080 | 20,130 | - | 950 | 21,080 |
| **Total Other Assets** | **57,492** | **56,542** | **38,412** | **950** | **19,080** |
| **Total Assets** | **54,658,962** | **55,107,936** | **42,416,461** | **(448,974)** | **12,242,501** |
| **Current Liabilities** | | | | | |
| Accounts Payable and Accruals | 1,243,393 | 2,273,743 | 2,439,565 | (1,030,350) | (1,196,171) |
| Salaries, Taxes, & Benefits Payable | 235,878 | 230,339 | 194,246 | 5,538 | 41,632 |
| Deferred/Unearned Revenue | 5,000 | 5,000 | 5,000 | - | - |
| **Total Current Liabilities** | **1,484,271** | **2,509,082** | **2,638,811** | **(1,024,812)** | **(1,154,540)** |
| **Long Term Liabilities** | | | | | |
| Deferred Rent | 188,994 | 189,669 | 102,685 | (676) | 86,309 |
| Deferred Compensation Payable | 21,080 | 20,130 | 5,000 | 950 | 16,080 |
| Other Long-Term Liabilities | 750 | 750 | 225 | - | 525 |
| **Total Long-Term Liabilities** | **210,824** | **210,549** | **107,910** | **275** | **102,914** |
| **Total Liabilities** | **1,695,095** | **2,719,632** | **2,746,721** | **(1,024,537)** | **(1,051,626)** |
| **Net Assets** | | | | | |
| Current Year Inc/ Dec Unrestricted Net Assets | 14,672,658 | 14,121,345 | 3,021,439 | 551,313 | 11,651,218 |
| Board Designated Net Assets - Escrow accts | 6,722,296 | 6,698,046 | 1,227,564 | 24,250 | 5,494,732 |
| Board Designated Net Assets - PGE | 12,500,000 | 12,500,000 | 12,500,000 | - | - |
| Board Designated Net Assets - P'Corp | 0 | 0 | - | - | - |
| Unrestricted Net Assets-Beginning of Year | 18,842,227 | 18,842,227 | 22,694,051 | - | (3,851,823) |
| Temp. Restricted Net Assets-Beginning of Yr | 226,686 | 226,686 | 226,686 | - | - |
| **Total Net Assets** | **52,963,867** | **52,388,305** | **39,669,740** | **575,563** | **13,294,127** |
| **Total Liabilities and Net Assets** | **54,658,962** | **55,107,936** | **42,416,461** | **(448,974)** | **12,242,501** |

*Committed to Approved Programs

**Energy Trust of Oregon**
**Cash Flow Statement-Indirect Method**
**Monthly 2006**

| | January | February | March | April | May | June | July | August | September | October | November | Year to Date |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Operating Activities:** | | | | | | | | | | | | |
| *Revenue less Expenses* | $ 2,233,680 | $ 3,150,786 | $ 2,399,787 | $ 2,291,144 | $ 669,236 | $ 1,077,974 | $ 1,189,256 | $ 432,408 | $ 1,026,917 | $ 1,373,202 | $ 575,563 | $ 16,419,953 |
| *Non-cash items:* | | | | | | | | | | | | |
| Depreciation | 23,017 | 23,017 | 23,017 | 23,281 | 23,281 | 23,684 | 23,683 | 23,129 | 23,329 | 23,435 | 23,248 | 256,121 |
| Deferred Rent Amortization | 9,736 | 9,736 | 9,736 | 9,736 | 9,736 | 9,736 | 9,736 | 9,737 | (676) | (676) | (675) | 75,862 |
| *Change in balance sheet accounts:* | | | | | | | | | | | | |
| Interest Receivable | 1,851 | (2,100) | 109,583 | (2,591) | 4,140 | (2,604) | (2,894) | 4,396 | (18,258) | 23,801 | 1,171 | 116,495 |
| Other Receivables | 5,070 | (1,833) | 1,244 | (1,246) | (9,877) | (455) | (21,159) | 22,283 | (34,390) | 26,107 | 13,744 | (512) |
| Advances to Vendors | 304,697 | 268,840 | (790,978) | 273,798 | (671,557) | 307,809 | 216,112 | (507,155) | 337,791 | 135,248 | 322,209 | 196,814 |
| Other Assets | 18,308 | (5,648) | 4,341 | 3,091 | (2,443) | 3,637 | 4,481 | (86,621) | 16,307 | 434 | 21,124 | (22,989) |
| A/P - Program Subcontracts | (254,961) | (63,006) | 166,238 | 328,403 | 196,750 | (104,507) | 218,819 | 132,130 | (204,686) | (296,767) | (53,104) | 65,309 |
| A/P - Incentives | 216,725 | (224,829) | 349,213 | (292,538) | 890,366 | (949,411) | 4,729 | 1,266,273 | (1,548,210) | 707,466 | (944,290) | (524,506) |
| A/P - Professional Services | (41,067) | 30,078 | (35,099) | (24) | 27,681 | (28,766) | (8,762) | 102 | 3,842 | 2,375 | 33,645 | (15,995) |
| A/P - Operations | (23,337) | (22,612) | 25,621 | 8,447 | 34,544 | (66,948) | (1,409) | 71,529 | (47,153) | 22,764 | (66,602) | (65,156) |
| Payroll and related accruals | 18,391 | 6,876 | 15,187 | 13,117 | 12,051 | (13,457) | (6,999) | 2,476 | (11,270) | 13,987 | 6,487 | 56,846 |
| Other long-term liabilities | - | - | 525 | - | - | - | - | - | - | - | | 525 |
| **Cash rec'd from / (used in) Operating Activies** | 2,512,110 | 3,169,305 | 2,278,415 | 2,654,618 | 1,183,908 | 256,692 | 1,625,593 | 1,370,687 | (456,457) | 2,031,376 | (67,480) | 16,558,767 |
| **Investing Activites:** | | | | | | | | | | | | |
| Acquisition of Capital Assets | - | - | - | (9,483) | - | (14,510) | - | - | (7,256) | (3,776) | | (35,025) |
| **Cash used in Investing Activities** | - | - | - | (9,483) | - | (14,510) | - | - | (7,256) | (3,776) | - | (35,025) |
| **Cash at beginning of Period** | 37,308,489 | 39,820,599 | 42,989,904 | 45,268,319 | 47,913,454 | 49,097,362 | 49,339,544 | 50,965,137 | 52,335,824 | 51,872,111 | 53,899,711 | 37,308,489 |
| **Increase/(Decrease) in Cash** | 2,512,110 | 3,169,305 | 2,278,415 | 2,645,135 | 1,183,908 | 242,182 | 1,625,593 | 1,370,687 | (463,713) | 2,027,600 | (67,480) | 16,523,742 |
| **Cash at end of period** | $ 39,820,599 | $ 42,989,904 | $ 45,268,319 | $ 47,913,454 | $ 49,097,362 | $ 49,339,544 | $ 50,965,137 | $ 52,335,824 | $ 51,872,111 | $ 53,899,711 | $ 53,832,231 | $ 53,832,231 |

| | A | B | C | D | E | F | G | H | I | J | K | L | M | N |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Energy Trust of Oregon | | | | | | | | | | | | | |
| 2 | Cash Flow Projection | | | | | | | | | | | | | |
| 3 | January 2007 - December 2008 | | | | | | | | | | | | | |
| 4 | Based on F-04, B-04.6 & P-03 | | | | | | | **Actual** | | | | | | **Forecast (F-4)** |
| 5 | | | **2006** | **2006** | **2006** | **2006** | **2006** | **2006** | **2006** | **2006** | **2006** | **2006** | **2006** | **2006** |
| 6 | | | **January** | **February** | **March** | **April** | **May** | **June** | **July** | **August** | **September** | **October** | **November** | **December** |
| 7 | | | | | | | | | | | | | | |
| 8 | **Cash In:** | | | | | | | | | | | | | |
| 9 | Public purpose funding | | 5,926,362 | 6,167,138 | 5,800,431 | 5,581,828 | 4,743,369 | 4,122,409 | 4,044,648 | 4,235,638 | 4,327,040 | 4,195,199 | 4,195,704 | 4,630,006 |
| 10 | | | | | | | | | | | 17,866 | | | 35,732 |
| 11 | Investment Income | | 143,110 | 139,008 | 240,743 | 196,517 | 184,438 | 178,973 | 202,579 | 211,212 | 188,786 | 252,973 | 214,143 | 70,536 |
| 12 | | | | | | | | | | | | | | |
| 13 | **Total cash in before interest income** | | 6,069,472 | 6,306,146 | 6,041,174 | 5,778,345 | 4,927,807 | 4,301,382 | 4,247,227 | 4,446,850 | 4,533,692 | 4,448,172 | 4,409,847 | 4,736,274 |
| 14 | | | | | | | | | | | | | | |
| 15 | **Cash Out:** | | | | | | | | | | | | | |
| 16 | Program Subcontracts | | 1,233,524 | 936,268 | 1,907,193 | 693,930 | 1,704,956 | 984,992 | 1,000,805 | 1,557,640 | 993,136 | 1,064,512 | 1,042,394 | 2,960,080 |
| 17 | Incentives | | 1,841,791 | 1,775,050 | 1,358,023 | 1,992,119 | 1,584,212 | 2,472,257 | 1,128,104 | 1,012,186 | 3,455,317 | 845,981 | 2,894,380 | 9,731,374 |
| 18 | Salaries and related expense | | 252,959 | 296,880 | 281,591 | 290,579 | 293,898 | 302,047 | 299,330 | 291,033 | 310,931 | 293,165 | 301,563 | 410,207 |
| 19 | Professional services | | 112,872 | 26,522 | 166,976 | 73,495 | 89,156 | 142,444 | 116,879 | 108,428 | 94,446 | 139,702 | 98,086 | 170,302 |
| 20 | General operating expenses | | 116,216 | 102,121 | 48,976 | 83,086 | 71,678 | 157,460 | 76,515 | 106,876 | 143,576 | 77,212 | 140,904 | 442,607 |
| 21 | | | | | | | | | | | | | | |
| 22 | **Total cash out** | | 3,557,362 | 3,136,841 | 3,762,759 | 3,133,209 | 3,743,900 | 4,059,200 | 2,621,633 | 3,076,163 | 4,997,406 | 2,420,572 | 4,477,327 | 13,714,570 |
| 23 | Net cash flow for the month | | 2,512,110 | 3,169,305 | 2,278,415 | 2,645,136 | 1,183,907 | 242,182 | 1,625,594 | 1,370,687 | (463,714) | 2,027,600 | (67,480) | (8,978,296) |
| 24 | | | | | | | | | | | | | | |
| 25 | Beginning Balance: Cash & MM | | 37,308,489 | 39,820,599 | 42,989,904 | 45,268,319 | 47,913,455 | 49,097,362 | 49,339,544 | 50,965,138 | 52,335,825 | 51,872,111 | 53,899,711 | 53,832,231 |
| 26 | **Ending cash & MM** | | 39,820,599 | 42,989,904 | 45,268,319 | 47,913,455 | 49,097,362 | 49,339,544 | 50,965,138 | 52,335,825 | 51,872,111 | 53,899,711 | 53,832,231 | 44,853,935 |
| 27 | | | | | | | | | | | | | | |

| | A | B | O | P | Q | R | S | T | U | V | W | X | Y | Z |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Energy Trust of Oregon | | | | | | | | | | | | | |
| 2 | Cash Flow Projection | | | | | | | | | | | | | |
| 3 | January 2007 - December 2008 | | | | | | | | | | | | | |
| 4 | Based on F-04, B-04.6 & P-03 | | **Budget B-04.6** | | | | | | | | | | | |
| 5 | | | **2007** | **2007** | **2007** | **2007** | **2007** | **2007** | **2007** | **2007** | **2007** | **2007** | **2007** | **2007** |
| 6 | | | **January** | **February** | **March** | **April** | **May** | **June** | **July** | **August** | **September** | **October** | **November** | **December** |
| 7 | | | | | | | | | | | | | | |
| 8 | **Cash In:** | | | | | | | | | | | | | |
| 9 | Public purpose funding | | 6,199,969 | 6,379,479 | 5,577,831 | 5,809,723 | 4,919,730 | 4,549,916 | 4,458,340 | 4,543,723 | 4,513,903 | 4,209,311 | 4,465,844 | 5,301,872 |
| 10 | | | | | | | | | | | | | | |
| 11 | Investment Income | | 180,584 | 183,798 | 188,286 | 193,867 | 195,889 | 195,417 | 197,429 | 199,176 | 200,966 | 202,279 | 199,672 | 187,675 |
| 12 | | | | | | | | | | | | | | |
| 13 | **Total cash in before interest income** | | 6,380,553 | 6,563,277 | 5,766,117 | 6,003,590 | 5,115,619 | 4,745,333 | 4,655,769 | 4,742,899 | 4,714,869 | 4,411,590 | 4,665,516 | 5,489,547 |
| 14 | | | | | | | | | | | | | | |
| 15 | **Cash Out:** | | | | | | | | | | | | | |
| 16 | Program Subcontracts | | 1,588,227 | 1,997,801 | 895,298 | 834,753 | 1,705,404 | 843,753 | 843,753 | 1,704,327 | 866,856 | 866,856 | 1,966,823 | 1,048,493 |
| 17 | Incentives | | 3,356,633 | 2,705,434 | 2,458,325 | 2,769,839 | 2,793,849 | 2,772,812 | 1,953,135 | 2,023,135 | 1,953,135 | 2,741,364 | 2,786,364 | 8,390,214 |
| 18 | Salaries and related expense | | 365,591 | 365,591 | 365,591 | 360,791 | 360,791 | 360,791 | 360,791 | 360,791 | 360,791 | 360,791 | 360,791 | 360,791 |
| 19 | Professional services | | 151,327 | 485,984 | 485,984 | 485,984 | 482,893 | 476,793 | 484,393 | 494,559 | 493,899 | 495,799 | 479,675 | 480,075 |
| 20 | General operating expenses | | 154,167 | 167,034 | 162,379 | 163,041 | 157,420 | 151,521 | 153,769 | 152,896 | 159,043 | 178,534 | 154,719 | 146,397 |
| 21 | | | | | | | | | | | | | | |
| 22 | **Total cash out** | | 5,615,945 | 5,721,844 | 4,367,577 | 4,614,408 | 5,500,357 | 4,605,670 | 3,795,841 | 4,735,708 | 3,833,724 | 4,643,344 | 5,748,372 | 10,425,970 |
| 23 | Net cash flow for the month | | 764,608 | 841,433 | 1,398,540 | 1,389,182 | (384,738) | 139,663 | 859,928 | 7,191 | 881,145 | (231,754) | (1,082,856) | (4,936,423) |
| 24 | | | | | | | | | | | | | | |
| 25 | Beginning Balance: Cash & MM | | 44,853,935 | 45,618,543 | 46,459,975 | 47,858,515 | 49,247,696 | 48,862,958 | 49,002,620 | 49,862,548 | 49,869,738 | 50,750,883 | 50,519,128 | 49,436,272 |
| 26 | **Ending cash & MM** | | 45,618,543 | 46,459,975 | 47,858,515 | 49,247,696 | 48,862,958 | 49,002,620 | 49,862,548 | 49,869,738 | 50,750,883 | 50,519,128 | 49,436,272 | 44,499,848 |
| 27 | | | | | | | | | | | | | | |

| | A | B | AA | AB | AC | AD | AE | AF | AG | AH | AI | AJ | AK | AL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Energy Trust of Oregon | | | | | | | | | | | | | |
| 2 | Cash Flow Projection | | | | | | | | | | | | | |
| 3 | January 2007 - December 2008 | | | | | | | | | | | | | |
| 4 | Based on F-04, B-04.6 & P-03 | | **Projection P-03** | | | | | | | | | | | |
| 5 | | | **2008** | **2008** | **2008** | **2008** | **2008** | **2008** | **2008** | **2008** | **2008** | **2008** | **2008** | **2008** |
| 6 | | | **January** | **February** | **March** | **April** | **May** | **June** | **July** | **August** | **September** | **October** | **November** | **December** |
| 7 | | | | | | | | | | | | | | |
| 8 | **Cash In:** | | | | | | | | | | | | | |
| 9 | Public purpose funding | | 6,385,968 | 6,570,863 | 5,745,165 | 5,984,016 | 5,067,322 | 4,686,414 | 4,592,090 | 4,680,036 | 4,649,320 | 4,335,590 | 4,599,821 | 5,460,928 |
| 10 | | | | | | | | | | | | | | |
| 11 | Investment Income | | 200,343 | 197,135 | 195,378 | 196,964 | 194,189 | 188,145 | 182,198 | 174,100 | 166,516 | 158,259 | 143,326 | 127,983 |
| 12 | | | | | | | | | | | | | | |
| 13 | **Total cash in before interest income** | | 6,586,311 | 6,767,998 | 5,940,543 | 6,180,980 | 5,261,511 | 4,874,559 | 4,774,288 | 4,854,136 | 4,815,836 | 4,493,849 | 4,743,147 | 5,588,911 |
| 14 | | | | | | | | | | | | | | |
| 15 | **Cash Out:** | | | | | | | | | | | | | |
| 16 | Program Subcontracts | | 1,149,402 | 2,893,097 | 900,635 | 838,273 | 1,736,303 | 850,382 | 850,382 | 1,731,311 | 870,029 | 870,029 | 1,915,064 | 1,053,782 |
| 17 | Incentives | | 4,855,842 | 4,274,399 | 4,039,711 | 4,116,998 | 4,163,348 | 4,116,998 | 4,190,867 | 4,237,217 | 3,465,867 | 5,278,886 | 5,644,236 | 5,592,782 |
| 18 | Salaries and related expense | | 383,834 | 383,834 | 383,834 | 378,890 | 378,890 | 378,890 | 378,890 | 378,890 | 378,890 | 378,890 | 378,890 | 378,890 |
| 19 | Professional services | | 479,675 | 505,525 | 505,525 | 505,525 | 510,482 | 504,382 | 512,177 | 512,583 | 511,923 | 513,823 | 489,102 | 489,502 |
| 20 | General operating expenses | | 163,455 | 174,764 | 169,967 | 170,650 | 164,394 | 158,363 | 160,679 | 158,769 | 165,101 | 185,176 | 160,982 | 152,410 |
| 21 | | | | | | | | | | | | | | |
| 22 | **Total cash out** | | 7,032,208 | 8,231,619 | 5,999,672 | 6,010,336 | 6,953,417 | 6,009,015 | 6,092,995 | 7,018,770 | 5,391,810 | 7,226,804 | 8,588,274 | 7,667,366 |
| 23 | Net cash flow for the month | | (445,897) | (1,463,621) | (59,129) | 170,644 | (1,691,906) | (1,134,456) | (1,318,707) | (2,164,634) | (575,974) | (2,732,955) | (3,845,127) | (2,078,455) |
| 24 | | | | | | | | | | | | | | |
| 25 | Beginning Balance: Cash & MM | | 44,499,848 | 44,053,952 | 42,590,331 | 42,531,202 | 42,701,846 | 41,009,940 | 39,875,484 | 38,556,777 | 36,392,143 | 35,816,170 | 33,083,215 | 29,238,088 |
| 26 | **Ending cash & MM** | | 44,053,952 | 42,590,331 | 42,531,202 | 42,701,846 | 41,009,940 | 39,875,484 | 38,556,777 | 36,392,143 | 35,816,170 | 33,083,215 | 29,238,088 | 27,159,633 |
| 27 | | | | | | | | | | | | | | |

## *The Energy Trust of Oregon*
## *INCOME STATEMENT - ACTUAL AND YTD COMPARISON*
## *For the Eleven Months Ending November 30, 2006*
## *(Unaudited)*

| | November | | | YTD | | |
|---|---|---|---|---|---|---|
| | *Actual* | *Budget* | *Variance* | *Actual* | *Budget* | *Variance* |
| **REVENUES** | | | | | | |
| Public Purpose Funds-PGE | 2,305,776 | 2,176,400 | *129,376* | 27,278,274 | 25,921,654 | *1,356,620* |
| Public Purpose Funds-PacifiCorp | 1,399,714 | 1,413,915 | *(14,201)* | 17,384,733 | 16,558,959 | *825,774* |
| Public Purpose Funds-NW Natural | 387,427 | 349,863 | *37,564* | 8,349,221 | 7,574,680 | *774,541* |
| Public Purpose Funds-Cascade | 58,860 | 38,745 | *20,115* | 195,755 | 131,698 | *64,057* |
| Public Purpose Funds-Avista | 43,928 | 43,750 | *178* | 131,783 | 131,428 | *355* |
| Total Public Purpose Funds | 4,195,704 | 4,022,673 | *173,031* | 53,339,765 | 50,318,419 | *3,021,346* |
| Self-Direct Repayment Revenue | 0 | 0 | *0* | 53,598 | 0 | *53,598* |
| Revenue from Investments | 212,972 | 32,670 | *180,302* | 2,035,990 | 670,204 | *1,365,786* |
| **TOTAL REVENUE** | **4,408,676** | **4,055,343** | *353,333* | **55,429,352** | **50,988,623** | *4,440,729* |
| **EXPENSES** | | | | | | |
| Program Subcontracts | 1,325,243 | 1,643,564 | *318,321* | 13,417,218 | 16,146,494 | *2,729,276* |
| Incentives | 1,950,090 | 6,370,931 | *4,420,841* | 19,834,913 | 49,490,284 | *29,655,371* |
| Salaries and Related Expenses | 308,050 | 321,630 | *13,580* | 3,270,824 | 3,599,082 | *328,258* |
| Professional Services | 131,731 | 133,079 | *1,348* | 1,153,011 | 1,584,068 | *431,057* |
| Supplies | 1,786 | 2,849 | *1,063* | 23,520 | 32,467 | *8,947* |
| Telephone | 3,343 | 3,441 | *98* | 35,844 | 40,739 | *4,895* |
| Postage and Shipping Expenses | 561 | 4,025 | *3,464* | 28,178 | 55,455 | *27,277* |
| Occupancy Expenses | 31,525 | 33,426 | *1,901* | 344,283 | 350,330 | *6,047* |
| Noncapitalized Equipment and Depreciation | 40,618 | 31,447 | *(9,171)* | 351,735 | 399,349 | *47,614* |
| Call Center | 12,393 | 19,333 | *6,940* | 157,341 | 203,165 | *45,824* |
| Printing and Publications | 3,697 | 14,485 | *10,788* | 86,507 | 172,162 | *85,655* |
| Travel | 8,370 | 13,476 | *5,106* | 81,847 | 121,906 | *40,059* |
| Conference, Training and Meeting Expenses | 7,923 | 16,903 | *8,980* | 107,039 | 161,553 | *54,514* |
| Interest Expense and Bank Fees | 274 | 1,200 | *926* | 15,095 | 19,200 | *4,105* |
| Insurance | 4,363 | 4,100 | *(263)* | 46,733 | 42,100 | *(4,633)* |
| Miscellaneous Expenses | 59 | 780 | *721* | 741 | 8,470 | *7,729* |
| Dues, Licenses and Fees | 3,088 | 3,876 | *788* | 54,570 | 51,836 | *(2,734)* |
| **TOTAL EXPENSES** | **3,833,113** | **8,618,545** | *4,785,432* | **39,009,398** | **72,478,660** | *33,469,262* |
| **TOTAL REVENUE LESS EXPENSES** | **575,563** | **(4,563,202)** | *5,138,765* | **16,419,954** | **(21,490,037)** | *37,909,991* |

*The Energy Trust of Oregon*
*Statement of Functional Expenses*
*For the Eleven Months Ending November 30, 2006*

| | Energy Efficiency | Renewable Energy | Total Program Expenses | Management & General | Communication & Outreach | Total Admin Expenses | Total |
|---|---|---|---|---|---|---|---|
| ***EXPENSES*** | | | | | | | |
| **Program Expenses** | | | | | | | |
| Incentives/ Program Management & Delivery | $31,844,738 | $1,407,393 | $33,252,131 | | | | $33,252,131 |
| Payroll and Related Expenses | 1,133,753 | 485,149 | 1,618,901 | 895,535 | 275,935 | 1,171,470 | 2,790,371 |
| Outsourced Services | 269,855 | 49,916 | 319,772 | 225,863 | 184,821 | 410,685 | 730,457 |
| Customer Service Management | 296,363 | 30,006 | 326,369 | | | | 326,369 |
| Trade Allies Network | 77,508 | 7,162 | 84,670 | | | | 84,670 |
| **Total Program Expenses** | **33,622,217** | **1,979,626** | **35,601,842** | **1,121,398** | **460,757** | **1,582,155** | **37,183,997** |
| **Program Support Costs** | | | | | | | |
| Supplies | 7,396 | 3,867 | 11,263 | 6,409 | 1,951 | 8,361 | 19,623 |
| Postage and Shipping Expenses | 18,975 | 1,952 | 20,927 | 3,228 | 2,760 | 5,988 | 26,916 |
| Telephone | 4,181 | 2,900 | 7,081 | 2,866 | 933 | 3,799 | 10,880 |
| Printing and Publications | 45,852 | 17,483 | 63,335 | 4,066 | 11,423 | 15,489 | 78,824 |
| Occupancy Expenses | 119,864 | 50,421 | 170,285 | 86,723 | 28,650 | 115,373 | 285,658 |
| Insurance | 16,270 | 6,844 | 23,115 | 11,772 | 3,889 | 15,661 | 38,776 |
| Equipment | 8,350 | 3,668 | 12,017 | 6,041 | 2,360 | 8,401 | 20,418 |
| Travel | 27,050 | 16,900 | 43,950 | 23,486 | 6,130 | 29,616 | 73,566 |
| Meetings, Trainings & Conferences | 27,284 | 10,030 | 37,315 | 52,435 | 5,666 | 58,101 | 95,416 |
| Interest Expense and Bank Fees | | 917 | 917 | 14,178 | | 14,178 | 15,095 |
| Depreciation & Amortization | 11,330 | 4,766 | 16,096 | 8,198 | 2,708 | 10,906 | 27,002 |
| Dues, Licenses and Fees | 43,722 | 730 | 44,452 | 6,387 | 3,697 | 10,084 | 54,537 |
| Miscellaneous Expenses | 221 | 216 | 437 | 186 | 99 | 285 | 722 |
| IT Services | 817,828 | 73,909 | 891,738 | 137,744 | 48,487 | 186,231 | 1,077,969 |
| **Total Program Support Costs** | **1,148,325** | **194,603** | **1,342,928** | **363,718** | **118,755** | **482,473** | **1,825,401** |
| **TOTAL EXPENSES** | **34,770,541** | **2,174,229** | **36,944,771** | **1,485,116** | **579,512** | **2,064,628** | **39,009,398** |

| | |
|---|---|
| ***PUC Performance Measure*** | ***11.0%*** |
| ***Administrative plus Program Support Costs*** | ***6.1%*** |

Exp-Acct-YTD-002

## *The Energy Trust of Oregon*
## *Year to Date by Program / Service Territory - joint costs allocated at program level*
## *For the Eleven Months Ending November 30, 2006*
## *(Unaudited)*

| | ENERGY EFFICIENCY | | | | | | RENEWABLE ENERGY | | | | TOTAL | *LAST YEAR* |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **PGE** | **PacifiCorp** | **NW Natural** | **Cascade** | **Avista** | **Total** | **PGE** | **PacifiCorp** | **Total** | **Other** | **All Programs** | ***TO DATE*** |
| **REVENUES** | | | | | | | | | | | | |
| Public Purpose Funding | $20,984,807 | $13,354,904 | $8,349,221 | $195,755 | $131,783 | $43,016,469 | $6,293,467 | $4,029,829 | $10,323,295 | | $53,339,765 | *$48,322,959* |
| Self Direct Repayment | | 53,598 | | | | 53,598 | | | | | 53,598 | |
| Revenue from Investments | | | | | | | | | | 2,035,990 | 2,035,990 | *1,097,984* |
| **TOTAL PROGRAM REVENUE** | **20,984,807** | **13,408,502** | **8,349,221** | **195,755** | **131,783** | **43,070,067** | **6,293,467** | **4,029,829** | **10,323,295** | **2,035,990** | **55,429,352** | ***49,420,943*** |
| **EXPENSES** | | | | | | | | | | | | |
| Program Management (Note 4) | 1,118,075 | 746,250 | 647,172 | 14,642 | 5,736 | 2,531,875 | 259,558 | 221,242 | 480,800 | | 3,012,675 | *2,545,718* |
| Program Delivery | 4,360,414 | 3,305,279 | 1,821,732 | 58,045 | 19,069 | 9,564,539 | 36,867 | 46,975 | 83,842 | | 9,648,381 | *8,720,245* |
| Incentives | 7,914,106 | 7,471,970 | 3,537,053 | 29,241 | 3,403 | 18,955,773 | 338,232 | 540,910 | 879,142 | | 19,834,915 | *27,880,968* |
| Program Eval & Planning Services | 235,933 | 192,291 | 172,761 | 2,950 | 834 | 604,769 | 28,666 | 25,092 | 53,758 | | 658,527 | *1,007,247* |
| Program Marketing/Outreach | 437,360 | 308,687 | 583,045 | 16,203 | 6,571 | 1,351,866 | 46,503 | 25,309 | 71,812 | | 1,423,678 | *1,569,211* |
| Program Legal Services | 6,305 | 3,704 | 5,757 | 106 | 32 | 15,904 | 25,492 | 40,847 | 66,339 | | 82,243 | *58,630* |
| Program Quality Assurance | 14,415 | 7,229 | 28,171 | 302 | 76 | 50,193 | 360 | 0 | 360 | | 50,553 | *22,106* |
| Outsourced Services | 93,466 | 39,680 | 29,560 | 380 | 2 | 163,088 | 189,875 | 112,180 | 302,055 | | 465,143 | *526,464* |
| Trade Allies & Customer Svc Mgmt | 143,503 | 70,762 | 157,398 | 1,774 | 434 | 373,871 | 14,806 | 22,362 | 37,168 | | 411,039 | *501,943* |
| IT Services | 335,282 | 228,210 | 248,370 | 4,612 | 1,353 | 817,828 | 41,532 | 32,377 | 73,909 | | 891,737 | *823,651* |
| Other Program Expenses | 149,285 | 99,000 | 89,832 | 2,358 | 360 | 340,835 | 69,011 | 56,033 | 125,044 | | 465,879 | *671,663* |
| **TOTAL PROGRAM EXPENSES** | **14,808,145** | **12,473,063** | **7,320,849** | **130,614** | **37,871** | **34,770,541** | **1,050,902** | **1,123,327** | **2,174,229** | | **36,944,770** | ***44,327,846*** |
| **ADMINISTRATIVE COSTS** | | | | | | | | | | | | |
| Management & General (Note 1 & 3) | 592,228 | 498,840 | 292,786 | 12,793 | 1,515 | 1,398,161 | 42,029 | 44,926 | 86,955 | | 1,485,116 | *1,509,122* |
| Communication & Outreach (Note 2 &3) | 227,762 | 145,531 | 90,619 | 2,124 | 1,430 | 467,467 | 68,307 | 43,738 | 112,045 | | 579,512 | *562,535* |
| **Total Administrative Costs** | **819,989** | **644,371** | **383,405** | **14,917** | **2,945** | **1,865,628** | **110,336** | **88,664** | **199,000** | | **2,064,628** | ***2,071,658*** |
| **TOTAL PROG & ADMIN EXPENSES** | **15,628,134** | **13,117,434** | **7,704,254** | **145,531** | **40,816** | **36,636,169** | **1,161,238** | **1,211,991** | **2,373,229** | | **39,009,398** | ***46,399,503*** |
| **TOTAL REVENUE LESS EXPENSES** | **5,356,673** | **291,068** | **644,967** | **50,224** | **90,967** | **6,433,898** | **5,132,229** | **2,817,838** | **7,950,066** | **2,035,990** | **16,419,954** | ***3,021,439*** |
| Cumulative Carryover at 12/31/05 (Note 5) | 7,890,600 | (6,396,731) | 6,830,436 | | | 8,324,305 | 20,057,432 | 6,084,497 | 26,141,929 | 2,077,679 | 36,543,913 | |
| **TOTAL NET ASSETS CUMULATIVE** | **13,247,273** | **(6,105,663)** | **7,475,403** | **50,224** | **90,967** | **14,758,203** | **25,189,661** | **8,902,335** | **34,091,995** | **4,113,669** | **52,963,867** | |

Note 1) Management and General (Administrative) Expenses have been allocated based on total expenses.

Note 2) General Communication and Outreach expenses (Administrative) have been allocated based on Public Purpose Revenue from each Territory.

Note 3) Administrative costs are allocated for management reporting only. GAAP for Not for Profit organizations does not allow allocation of administrative costs to program expenses.

Note 4) Program Management costs include both outsourced and internal staff.

Note 5) Cumulative carryover at 12/31/2005 has been adjusted to reflect audited results.

**The Energy Trust of Oregon**
**Program YTD Expenses by Service Territory**
**For the Eleven Months Ending November 30, 2006**
***(MG&A allocated to programs)***

| | PGE | Pacific Power | Subtotal Elec. Utilities | Northwest Natural | Cascade | Avista | Subtotal Gas Providers | Total |
|---|---|---|---|---|---|---|---|---|
| **Energy Efficiency** | | | | | | | | |
| Residential | | | | | | | | |
| Home Energy Savings | 2,595,219 | 1,282,827 | 3,878,046 | 3,774,762 | 16,596 | - | 3,791,359 | 7,669,404 |
| Efficient New Homes | 1,221,167 | 637,385 | 1,858,553 | 1,654,638 | 105,250 | 33,331 | 1,793,219 | 3,651,771 |
| Efficient Home Products | 1,595,022 | 887,913 | 2,482,935 | 512,532 | 10,622 | 7,486 | 530,640 | 3,013,575 |
| Market Transformation NEEA | 640,213 | 480,566 | 1,120,779 | - | - | - | - | 1,120,779 |
| Total Residential | 6,051,622 | 3,288,691 | 9,340,313 | 5,941,932 | 132,468 | 40,817 | 6,115,218 | 15,455,530 |
| Commercial | | | | | | | | |
| C&I - Mkt Transformation (NEEA) | 765,826 | 574,665 | 1,340,491 | - | - | - | - | 1,340,491 |
| Building Operations & Commissioning | 213,207 | 46,716 | 259,923 | 155,791 | 201 | - | 155,992 | 415,914 |
| New Building Efficiency | 1,609,570 | 678,779 | 2,288,349 | 418,267 | 6,651 | - | 424,918 | 2,713,267 |
| Building Efficiency (Existing) | 2,979,194 | 1,231,822 | 4,211,016 | 1,188,264 | 6,211 | - | 1,194,475 | 5,405,491 |
| LED Traffic Signals | 3,201 | 3,190 | 6,391 | - | - | - | - | 6,391 |
| Total Commercial | 5,570,998 | 2,535,172 | 8,106,170 | 1,762,323 | 13,062 | 0 | 1,775,384 | 9,881,554 |
| Industrial | | | | | | | | |
| Production Efficiency | 3,516,769 | 6,926,721 | 10,443,490 | - | - | - | - | 10,443,490 |
| Industrial Process - Mkt Transformation (NEEA) | 488,746 | 366,849 | 855,595 | - | - | - | - | 855,595 |
| Total Industrial | 4,005,515 | 7,293,570 | 11,299,085 | 0 | 0 | 0 | 0 | 11,299,085 |
| Total Energy Efficiency Costs | 15,628,134 | 13,117,434 | 28,745,568 | 7,704,254 | 145,531 | 40,816 | 7,890,601 | 36,636,169 |

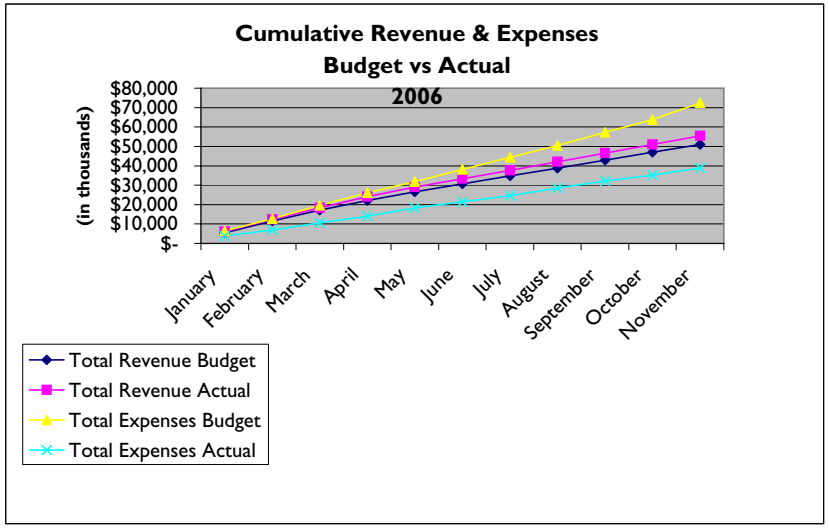
**The Energy Trust of Oregon**
**Program YTD Expenses by Service Territory**
**For the Eleven Months Ending November 30, 2006**
***(MG&A allocated to programs)***

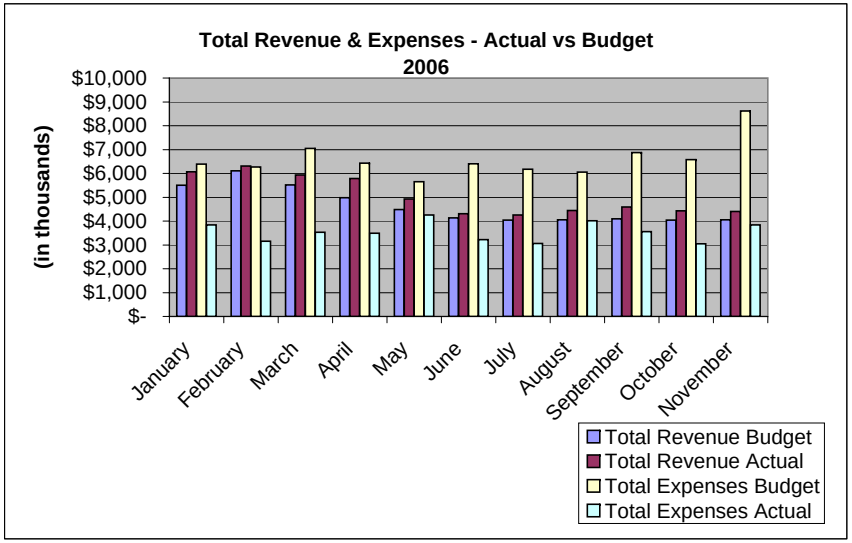
| | PGE | Pacific Power | Subtotal Elec. Utilities | Northwest Natural | Cascade | Avista | Subtotal Gas Providers | Total |
|---|---|---|---|---|---|---|---|---|
| **Renewables** | | | | | | | | |
| Utility Scale Projects | 92,426 | 92,189 | 184,615 | - | - | - | - | 184,615 |
| Solar | 547,141 | 806,836 | 1,353,977 | - | - | - | - | 1,353,977 |
| Community Wind | 191,857 | 158,553 | 350,411 | - | - | - | - | 350,411 |
| Open Solicitation | 130,950 | 2,236 | 133,186 | - | - | - | - | 133,186 |
| Biopower | 198,865 | 152,176 | 351,041 | - | - | - | - | 351,041 |
| Total Renewables Costs | 1,161,238 | 1,211,991 | 2,373,229 | - | - | - | - | 2,373,229 |
| Cost Grand Total | 16,789,372 | 14,329,425 | 31,118,797 | 7,704,254 | 145,531 | 40,816 | 7,890,601 | 39,009,398 |

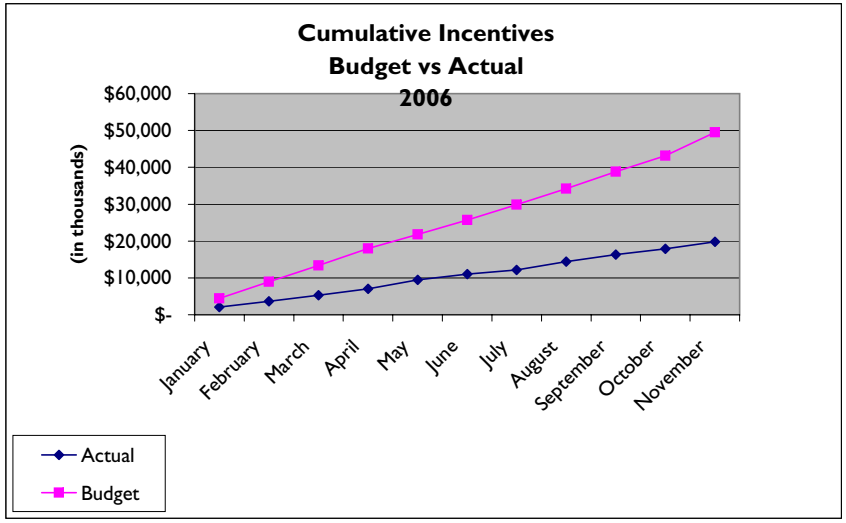
## *Energy Trust of Oregon, Inc.*
## *ADMINISTRATIVE EXPENSES*
## *For the Two Months and Year to Date Ended November 30, 2006*
## *(Unaudited)*

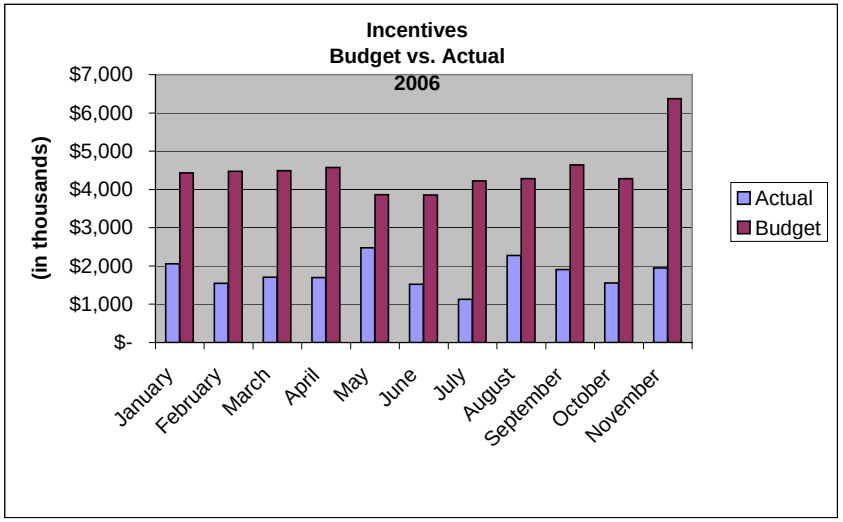
| | MANAGEMENT & GENERAL | | | | | | COMMUNICATIONS & OUTREACH | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | YTD | | | | | | YTD | | |
| | QTD ACTUAL | QUARTERLY BUDGET | QUARTER REMAINING | ACTUAL | BUDGET | OVER/ (UNDER) | QTD ACTUAL | QUARTERLY BUDGET | QUARTER REMAINING | ACTUAL | BUDGET | OVER/ (UNDER) |
| **EXPENSES** | | | | | | | | | | | | |
| Outsourced Services | $37,116 | $65,625 | ($28,509) | $153,441 | $243,954 | ($90,513) | $19,607 | $51,766 | ($32,159) | $184,821 | $243,681 | ($58,860) |
| Legal Services | 5,134 | 26,499 | (21,365) | 72,422 | 117,163 | (44,741) | | | | | | |
| Salaries and Related Expenses | 158,083 | 276,306 | (118,223) | 888,055 | 1,013,122 | (125,067) | 58,597 | 79,875 | (21,278) | 273,464 | 292,875 | (19,411) |
| Supplies | 287 | 1,695 | (1,408) | 1,346 | 4,715 | (3,369) | | 300 | (300) | 279 | 1,100 | (821) |
| Telephone | 40 | 490 | (450) | 1,097 | 1,630 | (533) | | 1,500 | (1,500) | 349 | 5,500 | (5,151) |
| Postage and Shipping Expenses | 359 | 1,100 | (741) | 1,961 | 2,925 | (964) | | 1,624 | (1,624) | 2,342 | 10,950 | (8,608) |
| Noncapitalized Equipment | | | | | 11,000 | (11,000) | | 300 | (300) | 364 | 1,100 | (736) |
| Printing and Publications | 106 | 4,240 | (4,134) | 270 | 11,930 | (11,660) | 49 | 6,401 | (6,352) | 10,169 | 28,467 | (18,298) |
| Travel | 3,409 | 12,400 | (8,991) | 23,486 | 40,550 | (17,064) | 432 | 1,626 | (1,194) | 6,130 | 5,962 | 168 |
| Conference, Training and Meetings | 7,967 | 20,434 | (12,467) | 52,366 | 80,528 | (28,162) | 972 | 1,900 | (928) | 5,644 | 6,966 | (1,322) |
| Interest Expense and Bank Fees | 383 | 3,600 | (3,217) | 14,178 | 19,200 | (5,022) | | | | | | |
| Miscellaneous Expenses | 22 | 80 | (58) | 158 | 220 | (62) | 62 | 150 | (88) | 90 | 550 | (460) |
| Dues, Licenses and Fees | 1,056 | 2,400 | (1,344) | 6,337 | 14,700 | (8,363) | 1,618 | 1,650 | (32) | 3,681 | 6,050 | (2,369) |
| Shared Allocation (Note 1) | 26,078 | 38,572 | (12,494) | 132,255 | 134,775 | (2,520) | 11,052 | 9,875 | 1,177 | 43,692 | 34,505 | 9,187 |
| IT Service Allocation (Note 2) | 28,604 | 49,309 | (20,705) | 137,744 | 152,080 | (14,336) | 10,921 | 24,033 | (13,112) | 48,487 | 74,123 | (25,636) |
| **TOTAL EXPENSES** | **268,644** | **502,750** | **(234,106)** | **1,485,116** | **1,848,492** | **(363,376)** | **103,309** | **181,000** | **(77,691)** | **579,512** | **711,829** | **(132,317)** |

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


Cumulative Revenue & Expenses
Budget vs Actual
2006
(in thousands)
$80,000
$70,000
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$-
January
February
March
April
May
June
July
August
September
October
November
Total Revenue Budget
Total Revenue Actual
Total Expenses Budget
Total Expenses Actual


Total Revenue & Expenses - Actual vs Budget
2006
(in thousands)
$10,000
$9,000
$8,000
$7,000
$6,000
$5,000
$4,000
$3,000
$2,000
$1,000
$-
January
February
March
April
May
June
July
August
September
October
November
Total Revenue Budget
Total Revenue Actual
Total Expenses Budget
Total Expenses Actual


Cumulative Incentives
Budget vs Actual
2006
(in thousands)
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$-
January
February
March
April
May
June
July
August
September
October
November
Actual
Budget


Incentives
Budget vs. Actual
2006
(in thousands)
$7,000
$6,000
$5,000
$4,000
$3,000
$2,000
$1,000
$-
January
February
March
April
May
June
July
August
September
October
November
Actual
Budget