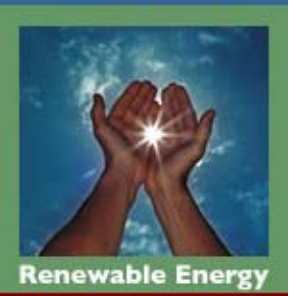
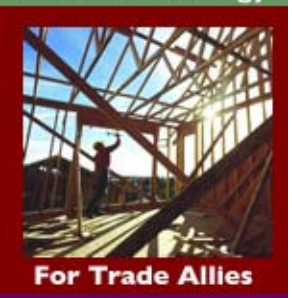




Energy Trust of Oregon

4th Quarter 2006 Energy Efficiency Programs Update

February 21, 2007

Energy Trust of Oregon, Inc.

2006 4th Quarter Electric Savings

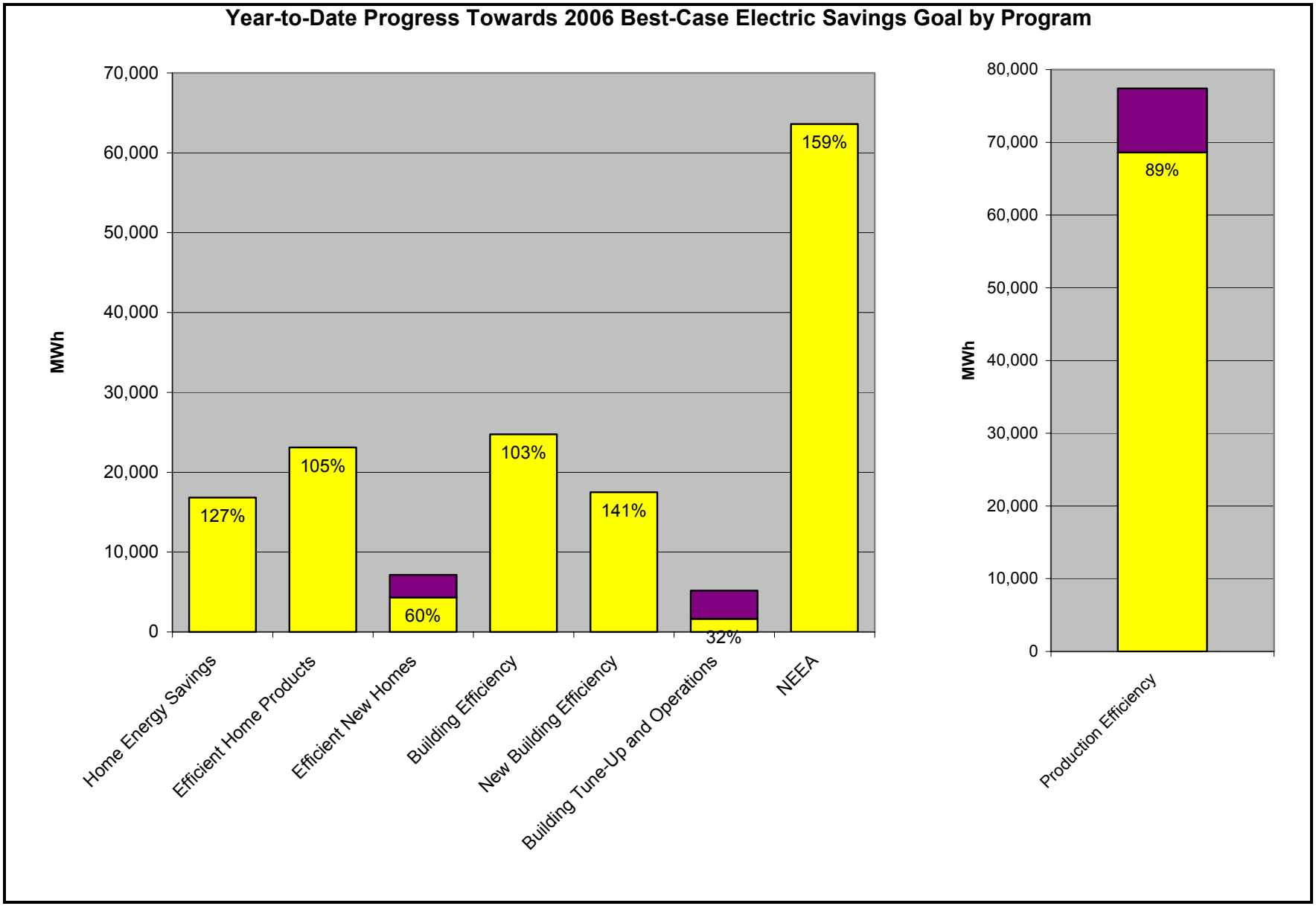
Electric efficiency savings. *In the fourth quarter of 2006, energy efficiency programs saved 12.27 average megawatts, representing 54% of the 2006 year-end best case goal of 22.9 average megawatts. Since March 1, 2002, these programs have cumulatively saved 121.6 average megawatts, representing 41% of Energy Trust's 2012 goal.*

Electric Efficiency Savings Q4 2006	PGE aMW	Pacific Power aMW	Total Savings* aMW	Expenses	mil $ / aMW	Levelized Cost/kWh
Residential	3.62	2.42	6.04	$3,251,716	0.54	0.5¢
Commercial	1.97	0.46	2.43	3,412,064	1.40	1.3¢
Industrial	1.62	2.18	3.8	5,466,853	1.44	1.6¢
Total Energy Efficiency programs	7.21	5.06	12.27	$12,130,633	0.99	1.0¢

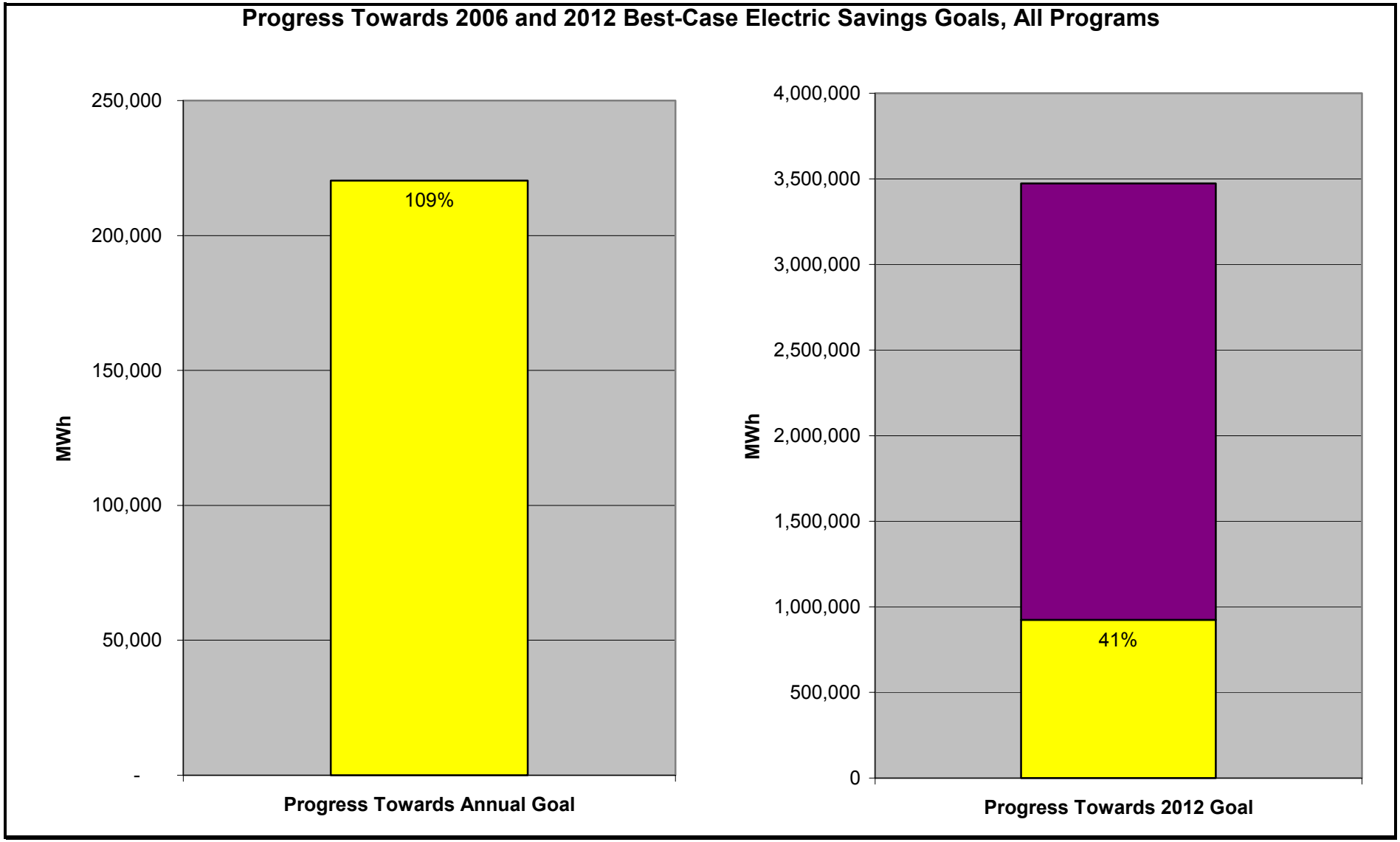
* Includes transmission & distribution savings

EnergyTrust of Oregon, Inc.

Electric Program Progress in 2006



Electric Program Progress in 2006 Toward Projections for 2012



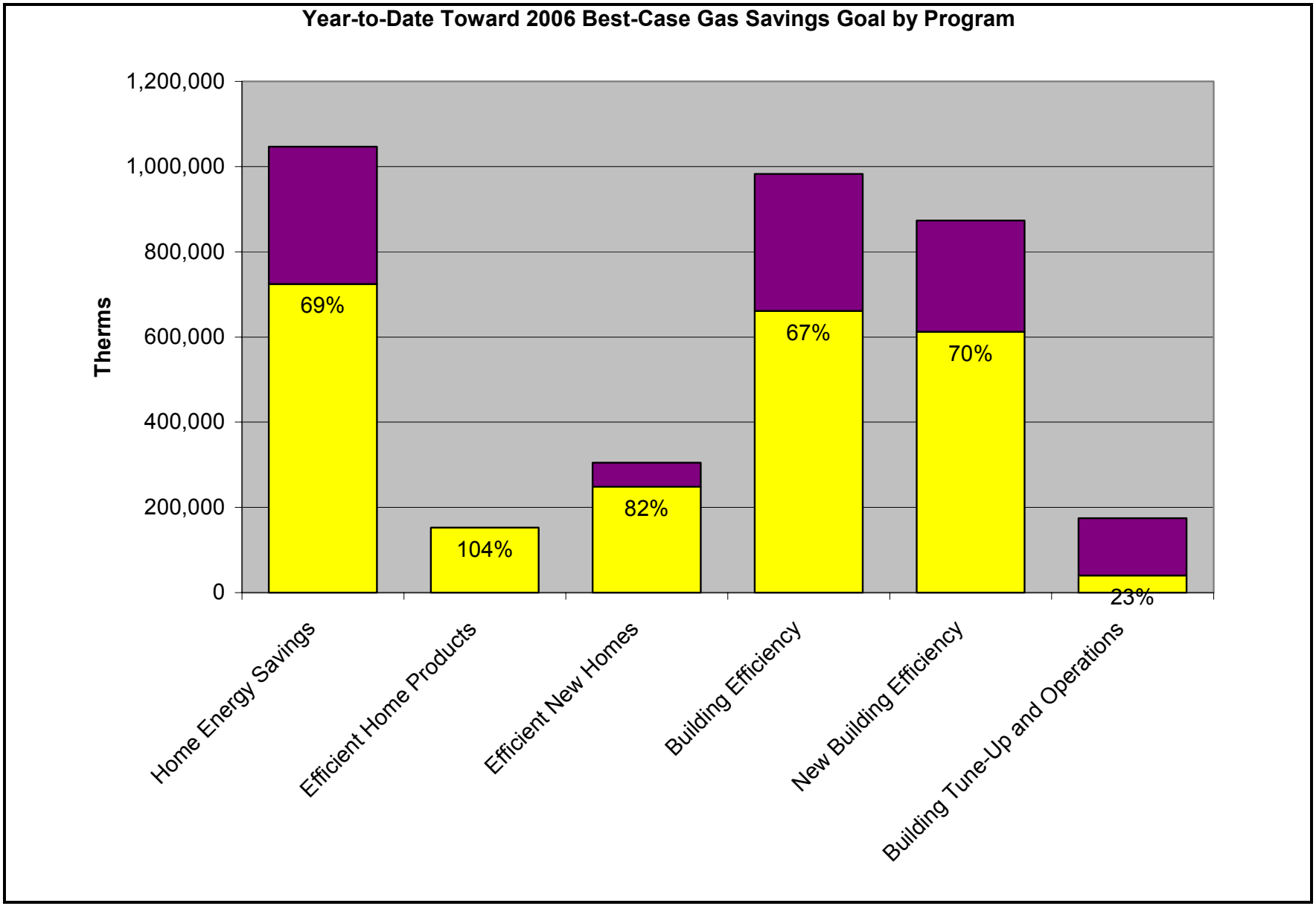
2006 4th Quarter Gas Savings

Gas efficiency savings. *In the fourth quarter of 2006, efficiency programs saved 1,056,272 annual therms of natural gas, representing 40% of the conservative goal 2006 goal of 2.6 million annual therms. Since gas programs began in 2003, cumulative savings of 4.6 million annual therms have been realized, accounting for 24% of the 2012 goal.*

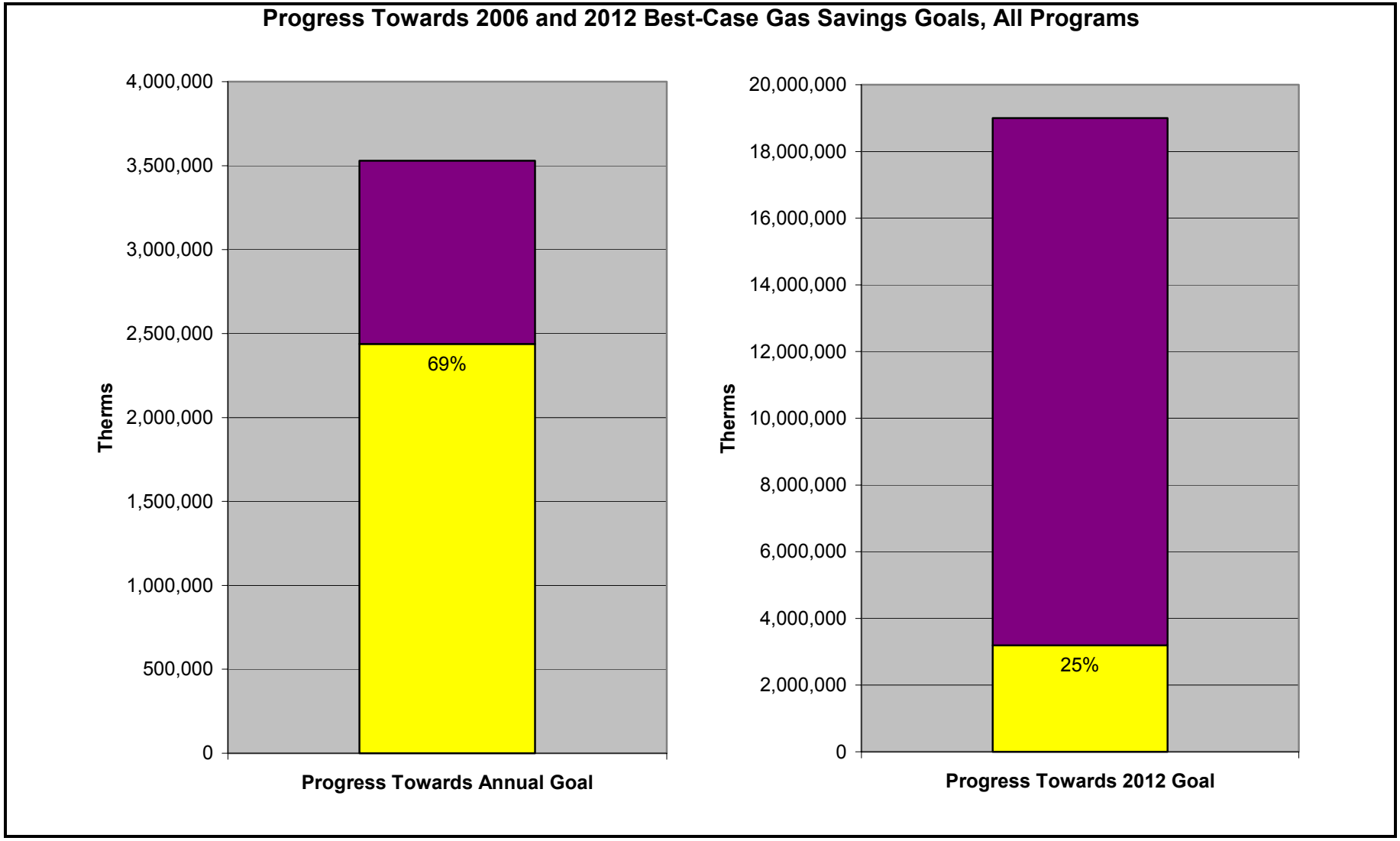
Gas Efficiency Savings Q4 2006	NWN Therms	Cascade Natural Gas	Avista	Expenses	$ / Therm	Levelized Cost/ Therm
Residential	310,594	20,277	4,148	$1,969,991	5.88	26.1¢
Commercial	706,868	14,385		975,853	1.35	10.6¢
Industrial						
Total Energy Efficiency Programs	1,017,462	34,660	4,148	$2,945,844	2.79	17.8¢

EnergyTrust of Oregon, Inc.

Gas Program Progress in 2006



Gas Program Progress in 2006 Toward Projections for 2012



Energy Efficiency Projects Installed, 4th Quarter 2006

Energy Efficiency Installed Projects	Total Sites	Sites by Measures Installed		
		Electric-only	Gas-only	Both
Residential				
Efficient Home Products appliance rebates	6,596	2,907	0	3,689
Efficient New Home enhancements	178	20	100	58
Efficient New Homes constructed	601	209	62	330
Efficient New Manufactured Homes purchases	121	114	0	7
Home Energy Reviews conducted	1,267	639	75	553
Manufactured Homes refitted	168	162	3	3
Multifamily units retrofitted	1,685	1,397	28	260
Promotional CFLs provided	205,636	205,636	0	0
Residential Solar Hot Water installations	43	26	17	0
State Home Oil Weatherization program CFL packs mailed	516	516	0	0
Single family homes retrofitted	2,475	354	2,108	13
Commercial sites treated				
Building Efficiency sites treated	644	264	33	347
New Building Efficiency sites treated	143	70	6	67
Solar Hot Water Commercial installations	3	0	3	0
Industrial sites treated	90	90	0	0
TOTAL EFFICIENCY	220,166	212,404	2,435	5,327

Table 5 and corresponding information in the narrative refer to numbers of efficiency and renewable energy projects. We define "projects" to be completed installations or services at one location ("site"), with certain exceptions:

- A Home Energy Review, with CFL installation, counts as one project. If that home subsequently installs one or more measures, this installation counts as a separate project.
- Each apartment unit treated counts as one project.
- Each manufactured home counts as one project.
- Measures installed in separate facilities within a large industrial complex count as separate project.

Building Tune-Up and Operations

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	0.19 aMW (1,636 MWh)	0.19 aMW (1,636 MWh)	0.44 aMW	42%	8.6¢	4.1¢
Gas	24,880 annual therms	40,179 annual therms	130,862 therms	31%	$2.62	64.0¢

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget*		$ Millions /aMW $ /Annual Therm
Electric	$281,946	(136,165)	(93.4%)	$421,209	$164,130	28.0%	$2.26
Gas	75,600	(22,742)	(43.0%)	230,415	1,794	0.8%	$5.73
Total	$357,546	(158,907)	(80.0%)	$651,624	$165,924	20.3%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

EnergyTrust of Oregon, Inc.

Building Tune-Up and Operations

- The program is on target to complete the retrocommissioning and building tune-up projects that are currently in the program pipeline by the middle of 2007.
- The program provided incentives for more than 90 boiler tune-ups in 2006.
- Some retrocommissioning projects appear to have more gas savings potential than we originally expected. However, it is difficult to identify these projects before the retrocommissioning process begins.

EnergyTrust of Oregon, Inc.

New Building Efficiency

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	1.29 aMW (11,332 MWh)	2.00 aMW (17,493 MWh)	1.07 aMW	187%	1.4¢	2.8¢
Gas	495,943 annual therms	612,076 annual therms	655,090 annual therms	93%	8.8¢	14.0¢

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget*		$ Millions /aMW $ /Annual Therm
Electric	$1,583,040	$ (654,775)	(70.5%)	$3,397,957	$242,340	6.7%	$1.70
Gas	459,915	(71,749)	(18.5)	698,575	698,793	50.0%	$1.14
Total	$2,042,955	$ (726,524)	(55.2%)	$4,096,532	$941,133	18.7%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

EnergyTrust of Oregon, Inc.

New Building Efficiency

- The program exceeded the best case electric goal for 2006 by more than 5 million kWh.
- The program was on par with other programs in delivering gas savings in relation to gas savings goals.
- The program closed more than 100 projects in 2006 including a number of large high-profile projects that have been enrolled in the program for a few years.

EnergyTrust of Oregon, Inc.

Building Efficiency

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	0.83 aMW (7,203 MWh)	2.83 aMW (24,737 MWh)	2.06 aMW	137%	1.8¢	2.5¢
Gas	200,430 annual therms	661,232 annual therms	736,994 annual therms	90%	18.0¢	25.0¢

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget		$ Millions /aMW $ /Annual Therm
Electric	$1,218,854	$971,958	44.4%	$4,765,642	$1,299,612	21.4%	$1.69
Gas	440,338	111,493	20.2%	$1,421,003	448,090	24.0%	$2.15
Total	$1,659,192	$1,083,451	39.5%	$6,186,645	$1,747,702	22.0%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

EnergyTrust of Oregon, Inc.

Building Efficiency

- Internal operations and record keeping were streamlined and greatly improved.
- As expected at year-end project close-out activities were high.
- An application was submitted to ENERGY STAR® for an ENERGY STAR Partner of the Year Award for our commercial foodservice program.

EnergyTrust of Oregon, Inc.

Production Efficiency Program

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	3.26 aMW (28,567 MWh)	7.84 aMW (68,610 MWh)	6.63 aMW	118%	2.0¢	2.7¢
Gas	n/a	n/a	n/a	n/a	n/a	n/a

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget*		$ Millions /aMW $ /Annual Therm
Electric	$5,289,821	$122,958	2.3%	$14,183,792	$1,247,779	8.1%	$1.81
Gas	0	0	0	0	0	0	n/a
Total	$5,289,821	$122,958	2.3%	$14,183,792	$1,247,779	8.1%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

EnergyTrust of Oregon, Inc.

Production Efficiency Program

- 2006 was a recovery and stabilization year for the program.
- Program momentum was controlled through the end of 2006 without having to turn away cost effective projects.
- By the end of the year, the program entered a new phase.
  - Focused on generation of participant interest
  - Increase in marketing, PDC outreach
  - Incentive changes recently implemented
- Goal for 2007: program stability

EnergyTrust of Oregon, Inc.

Home Energy Savings

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	0.60 aMW (5,470 MWh)	1.92 aMW (16,822 MWh)	1.13 aMW	170%	1.5¢	2.6¢
Gas	199,044 annual therms	724,136 annual therms	785,093 annual therms	92%	30.3¢	38.0¢

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget*		$ Millions /aMW $ /Annual Therm
Electric	$1,203,099	$(57,560)	(5.0%)	$4,420,323	$79,876	1.8%	$2.30
Gas	1,155,812	434,599	27.3%	4,367,225	1,743,400	28.5%	$6.03
Total	$2,358,911	$377,039	13.8%	$8,787,548	$1,823,276	17.2%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

EnergyTrust of Oregon, Inc.

Home Energy Savings

- Home Energy Solutions made 170 percent of 2006 HES electric goal.
- Field staff in Home Energy Solutions went to areas that included Grants Pass, Medford, Bend, Coos Bay, The Dalles, Coquille, Terrebonne Madras, Dallas, Sun River and Klamath Falls.
- Heat Pump Tune-Up pilot was launched on December 19 with nine trade ally contractors signed up to participate.

EnergyTrust of Oregon, Inc.

Efficient New Homes

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	0.16 aMW (1,336 MWh)	0.50 aMW (4,313 MWh)	0.61 aMW	81%	2.3¢	3.7¢
Gas	88,033 annual therms	248,468 annual therms	228,509 annual therms	109%	43.4¢	54.0¢

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget*		$ Millions /aMW $ /Annual Therm
Electric	$616,908	$63,127	9.3%	$2,107,566	$556,126	20.9%	$4.28
Gas	630,931	$55,516	8.1%	2,028,170	567,150	21.9%	$8.16
Total	$1,247,839	$118,643	8.7%	$4,135,736	$1,123,276	21.4%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

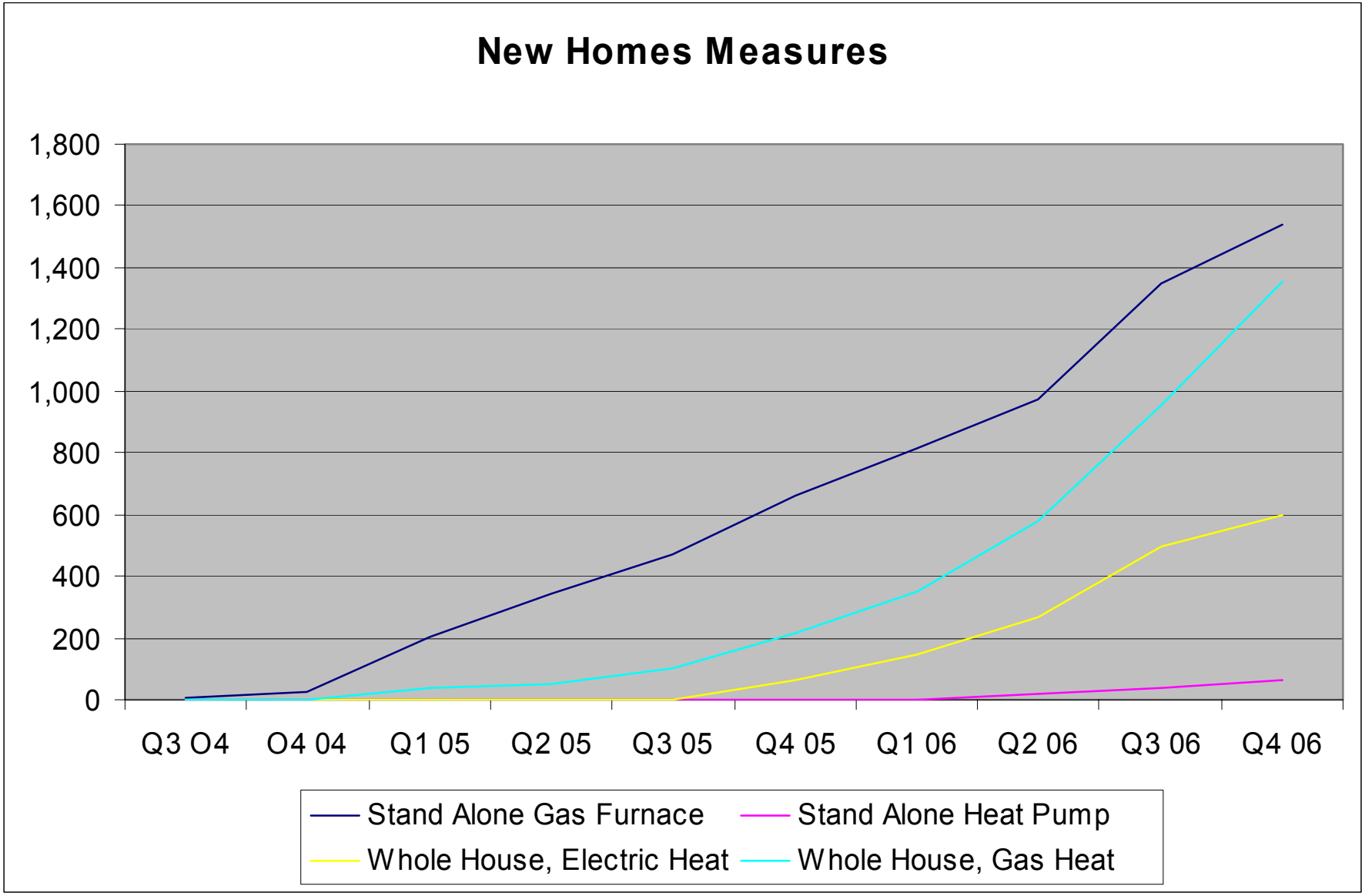
EnergyTrust of Oregon, Inc.

Efficient New Homes

- In 2006, we provided incentives for: 1138 gas homes, 472 zonal electric homes, 60 heat pump homes, 877 stand alone gas furnaces, and 61 stand alone heat pumps.
- In 2006, the program received participation commitments from 82 builders – 22% of which are building 100% ENERGY STAR qualified homes.
- In 2006, housing starts statewide in Oregon totaled almost 22,000 homes (80% – Energy Trust territory):
  - 15% decrease from starts in 2005
  - 1,670 homes received program incentives in 2006
  - 9.5% of the total market in Energy Trust territory
  - 594% increase over total homes certified in 2005

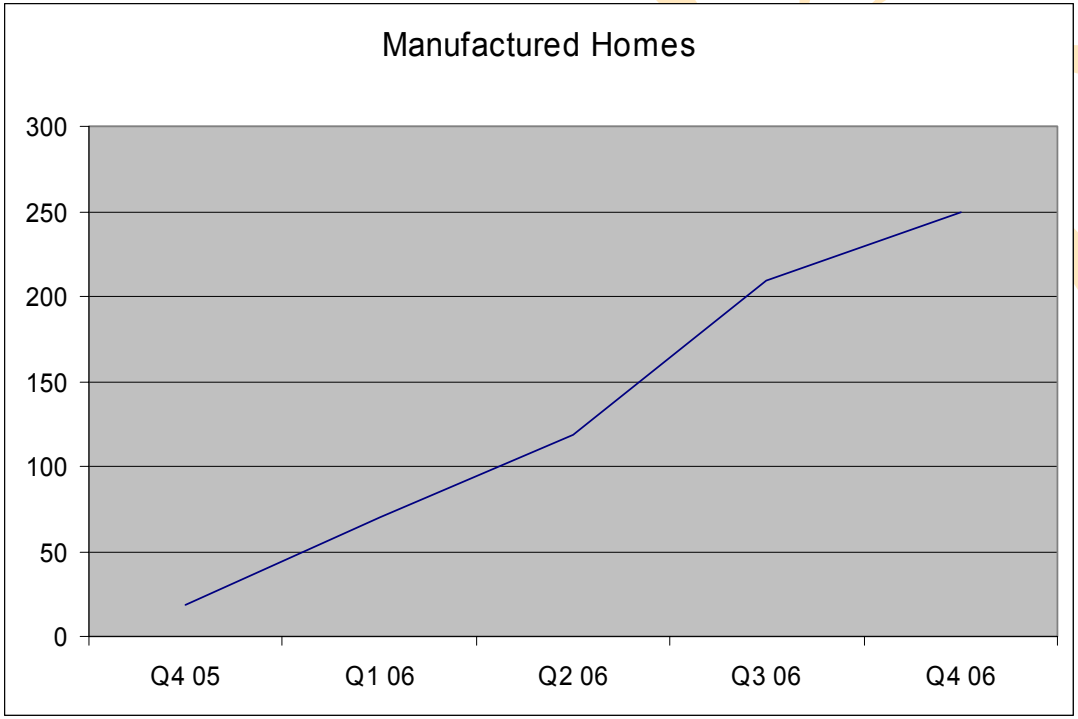
EnergyTrust of Oregon, Inc.

Efficient New Homes



Efficient New Manufactured Homes

- In 2006, we provided incentives for 230 efficient manufactured homes, a 1200% increase over 2005.



- In 2006, we had 82% of all manufactured home retailers in Energy Trust territory participating in the program.

EnergyTrust of Oregon, Inc.

Efficient Home Products

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	1.67 aMW (14,683 MWh)	2.64 aMW (23,105 MWh)	1.88 aMW	140%	1.5¢	2.4¢
Gas	47,942 annual therms	152,441 annual therms	110,306 annual therms	138%	22.1¢	58.0¢

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget		$ Millions /aMW $ /Annual Therm
Electric	$1,117,292	$ (147,726)	(15.2%)	$2,940,285	$200,423	6.4%	$1.11
Gas	183,248	99,194	35.1%	621,376	199,043	24.3%	$4.08
Total	$1,300,540	$ (48,532)	(3.9%)	$3,561,661	$399,466	10.1%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

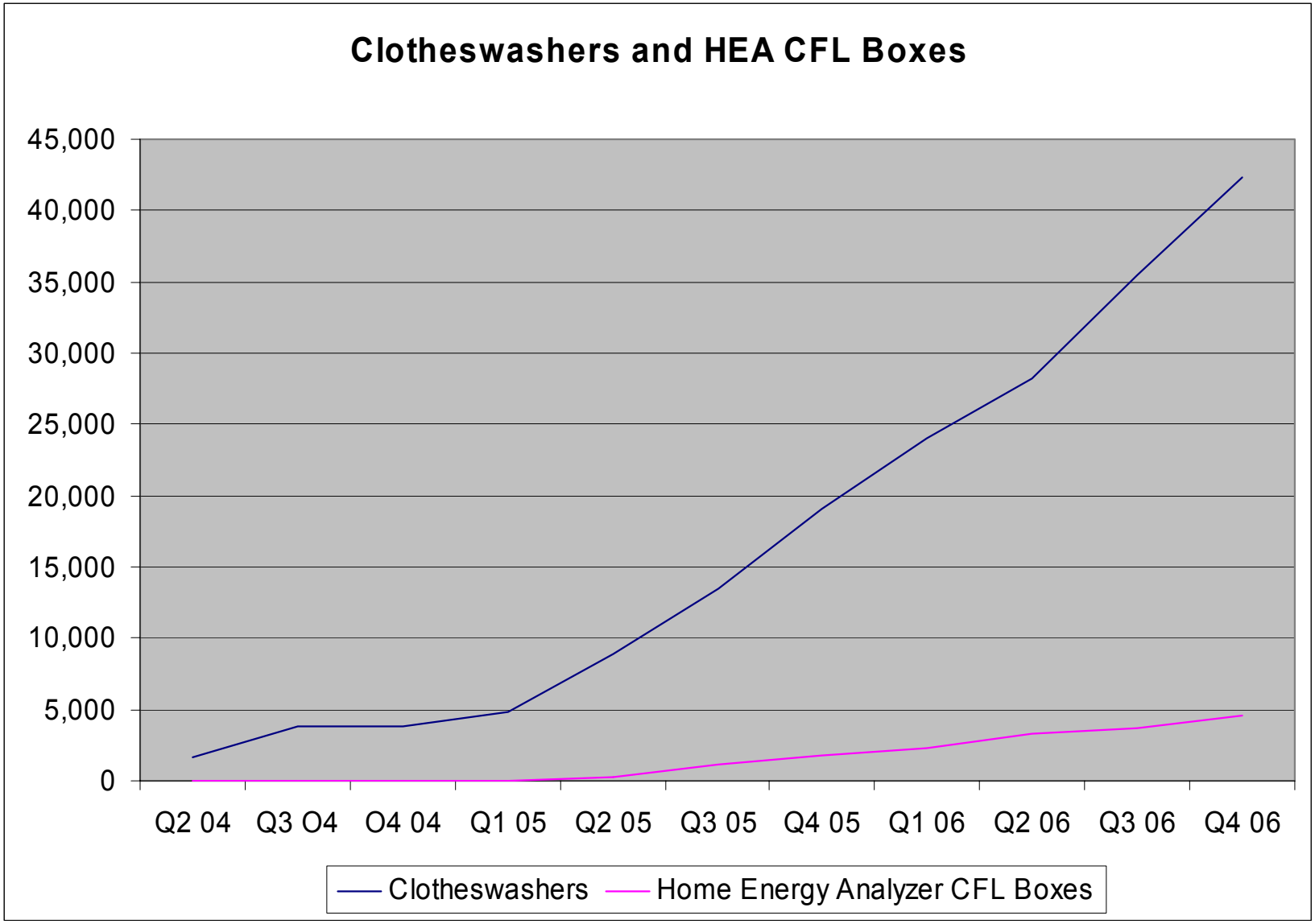
EnergyTrust of Oregon, Inc.

Efficient Home Products

- In 2006, we provided incentives for 23,239 clothes washers; 283,524 CFLs through the Savings with a Twist (SWAT) promotion; and 2,656 lightbulb boxes for residents who completed the online home energy analyzer.
- Incentives for clothes washers in 2006 increased 153% over 2005.
- The 2006 SWAT promotion increased 54% over last year's SWAT promotion and sold over 99,445 more CFLs in a three-month period.

EnergyTrust of Oregon, Inc.

Efficient Home Products



Solar Water Heating

- Exceeded 2006 best case goals for gas and electric in existing homes.
- Offered incentive for solar on ENERGY STAR model homes.
- 2007 outreach will include:
  - Workshops with Solar Oregon and OSD Solar Now!
  - Home Energy Reviewers
  - Builder Outreach Specialists

EnergyTrust of Oregon, Inc.

Northwest Energy Efficiency Alliance

Savings

	Quarter Savings	Annual Savings Year-to-date	Annual Goal (Conservative)		Levelized Cost	
			Goal	% Achieved YTD	Actual YTD	Action Plan (Conservative)
Electric	4.27 aMW (37,428 MWh)	7.26 aMW (63,612,006 MWh)	3.42 aMW	212%	0.5¢	1.5¢
Gas	n/a	n/a	n/a	n/a	n/a	n/a

Expenditures

	Quarter Expenditures	Variance from Quarter Budget		YTD Expenditures	Variance from YTD Budget*		$ Millions /aMW $ /Annual Therm
Electric	$821,530	$725,517	46.9%	$3,637,991	$162,827	4.3%	$0.50
Gas	0	0	0	0	0	0	n/a
Total	$821,530	$725,517	46.9%	$3,637,991	$162,827	4.3%	

* Variance is expressed in total dollars *below* budget, or (total dollars) *above* budget.

EnergyTrust of Oregon, Inc.

Northwest Energy Efficiency Alliance

Residential Sector

- **ENERGY STAR Homes Northwest**
  - A "House as a System" workshop took place in October with Earth Advantage and the Central Oregon Green Building Council and was attended by 34 who participated in the full-day building science workshop.
  - Provided realtor training at the request of Dolph Creek. About 50 realtors attended and were given a one-hour continued education credit. They were informed about the benefits of ENERGY STAR and green building.
- **ENERGY STAR Consumer Products**
  - Under the Savings With a Twist CFL buy-down promotion, 283,524 CFLs sold in over 130 non-big box stores, which represented nearly 25% of the SWAT sales regionally
  - NEEA funded a fall Change-A-Light cooperative marketing promotion targeting SWAT retailers. 13 Oregon retailers received $2,725 in program co-op funds for their Savings With a Twist promotions.

EnergyTrust of Oregon, Inc.

Northwest Energy Efficiency Alliance

Industrial Sector

- Industrial Efficiency Alliance is working with a number of high profile industrial customers including Norpac-Brooks, New Seasons Foods, Sabroso Bear Creek Operations and Weyerhaeuser

Commercial Sector

- **Events**
  - BetterBricks sponsored "Creating Financial Value through High Performance Building" in Portland. The event was co-sponsored by Cascadia, ULI Portland, and Energy Trust. It was sold out with over 100 building professionals attending.
- **Education and Training**
  - From October 2006 through December 2006, BetterBricks Professional Education conducted or participated in nine public events in Oregon, seven in Portland and two in Bend attended by over 300 people.

EnergyTrust of Oregon, Inc.

Northwest Energy Efficiency Alliance

Commercial Sector (continued)

- **Projects**
  - Legacy Health System is developing a Strategic Resource Management Plan for all four campuses.
  - The Oregon Society of Healthcare Engineers Board agreed to co-sponsor a webinar on strategic energy management planning (SEMP) in 2006-2007. The first webinar was held in December 2006.
  - BOMA Portland Office Energy Showdown: Energy Trust and BetterBricks are sponsoring a contest with BOMA Portland to recognize the most energy efficient office buildings in Portland.

EnergyTrust of Oregon, Inc.