Energy Trust of Oregon, Inc
Year to Date by Program/Service Territory
2013 Draft Budget

PGE

ENERGY EFFICIENCY

EXPENSES	Existing Buildings	New Buildings	NEEA Commercial	Production Efficiency	NEEA Industrial	Existing Homes	New Homes & Products	NEEA Residential	ETO Total
Program Management	676,384	335,426	7,264	493,781	4,019	426,523	346,600	10,894	2,300,890
Program Delivery:	5,991,923	2,087,009	1,677,844	4,031,679	844,758	2,413,823	1,706,405	2,748,824	21,502,265
Incentives:	15,535,026	5,013,705		13,504,733		4,552,425	6,540,473		45,146,362
Program Eval & Planning Svcs.:	750,575	381,422	34,501	462,622	35,516	456,216	402,902	35,516	2,559,270
Program Marketing/Outreach:	172,136	185,224		128,724		669,881	1,107,203		2,263,169
Program Legal Services:									
Program Quality Assurance:	19,979	34,884				35,025	25,671		115,559
Outsourced Services:	193,958	73,506		198,213		149,030	46,106		660,812
Trade Allies & Cust. Svc. Mgmt.:	81,640	28,743		18,545		250,403	116,058		495,389
IT Services:	359,463	147,252	1,634	123,661	817	300,498	165,581	2,451	1,101,357
Other Program Expenses	65,520	24,734	666	86,816	333	53,858	42,431	999	275,357
TOTAL PROGRAM EXPENSES	**23,846,602**	**8,311,905**	**1,721,909**	**19,048,775**	**885,444**	**9,307,682**	**10,499,430**	**2,798,684**	**76,420,431**
ADMINISTRATIVE COSTS									
Management & General	495,637	183,626	39,877	361,074	20,267	207,066	246,397	62,339	1,616,282
Communications & Customer Svc	322,357	119,457	25,876	236,103	13,173	134,579	159,795	40,553	1,051,892
Total Administrative Costs	**817,994**	**303,082**	**65,753**	**597,177**	**33,439**	**341,645**	**406,191**	**102,892**	**2,668,173**
Total Program & Admin Expenses	**24,664,596**	**8,614,987**	**1,787,662**	**19,645,952**	**918,883**	**9,649,327**	**10,905,621**	**2,901,576**	**79,088,605**

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PAC

ENERGY EFFICIENCY

EXPENSES	Existing Buildings	New Buildings	NEEA Commercial	Production Efficiency	NEEA Industrial	Existing Homes	New Homes & Products	NEEA Residential	ETO Total
Program Management	294,044	284,270	5,048	322,314	2,793	298,620	208,870	7,570	1,423,530
Program Delivery:	2,956,654	1,740,689	1,165,959	2,942,260	587,036	1,499,028	1,085,458	1,910,200	13,887,284
Incentives:	7,556,318	4,369,049		7,355,723		3,093,818	3,716,835		26,091,743
Program Eval & Planning Svcs.:	366,243	348,811	23,976	272,498	24,681	355,263	234,684	24,681	1,650,836
Program Marketing/Outreach:	68,379	156,114		75,822		453,417	639,330		1,393,063
Program Legal Services:									
Program Quality Assurance:	9,749	30,072				23,436	14,953		78,210
Outsourced Services:	137,347	63,367		116,753		99,719	26,856		444,042
Trade Allies & Cust. Svc. Mgmt.:	39,836	24,778		10,924		167,550	67,602		310,690
IT Services:	175,400	126,941	1,135	72,840	568	201,069	96,448	1,703	676,105
Other Program Expenses	31,970	21,322	463	51,137	232	36,038	24,715	694	166,571
TOTAL PROGRAM EXPENSES	**11,635,940**	**7,165,414**	**1,196,581**	**11,220,272**	**615,309**	**6,227,958**	**6,115,752**	**1,944,848**	**46,122,073**
ADMINISTRATIVE COSTS									
Management & General	241,846	158,297	27,711	212,683	14,083	138,552	143,522	43,320	980,015
Communications & Customer Svc	157,294	102,980	17,981	139,071	9,154	90,050	93,078	28,181	637,789
Total Administrative Costs	**399,140**	**261,277**	**45,692**	**351,754**	**23,238**	**228,602**	**236,600**	**71,501**	**1,617,804**
Total Program & Admin Expenses	**12,035,080**	**7,426,691**	**1,242,273**	**11,572,026**	**638,547**	**6,456,559**	**6,352,352**	**2,016,349**	**47,739,877**

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NWN

ENERGY EFFICIENCY

EXPENSES	Existing Buildings	New Buildings	Production Efficiency	Existing Homes	New Homes & Products	ETO Total
Program Management	133,882	40,775	25,520	466,226	163,557	829,960
Program Delivery:	1,259,985	237,704	185,137	2,225,723	1,204,430	5,112,979
Incentives:	3,366,931	689,370	485,873	5,355,739	1,513,251	11,411,164
Program Eval & Planning Svcs.:	151,145	45,048	17,057	460,207	109,403	782,861
Program Marketing/Outreach:	30,218	22,025	4,973	773,494	328,761	1,159,471
Program Legal Services:						
Program Quality Assurance:	4,308	4,531		38,320	8,495	55,653
Outsourced Services:	71,436	9,547	7,657	163,051	15,257	266,947
Trade Allies & Cust. Svc. Mgmt.:	17,605	3,733	716	273,961	38,404	334,419
IT Services:	77,514	19,125	4,777	328,768	54,792	484,976
Other Program Expenses	14,128	3,212	3,354	58,925	14,040	93,661
TOTAL PROGRAM EXPENSES	**5,127,153**	**1,075,070**	**735,064**	**10,144,414**	**3,450,389**	**20,532,091**
ADMINISTRATIVE COSTS						
Management & General	106,565	23,750	13,933	225,681	80,972	450,901
Communications & Customer Svc	69,309	15,451	9,111	146,677	52,513	293,060
Total Administrative Costs	**175,873**	**39,201**	**23,044**	**372,358**	**133,485**	**743,962**
Total Program & Admin Expenses	**5,303,026**	**1,114,271**	**758,109**	**10,516,772**	**3,583,874**	**21,276,052**

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NWN Industrial

ENERGY EFFICIENCY

EXPENSES	Existing Buildings	Production Efficiency	ETO Total
Program Management	9,315	67,617	76,931
Program Delivery:	119,956	571,992	691,948
Incentives:	308,094	1,288,578	1,596,672
Program Eval & Planning Svcs.:	13,711	47,218	60,929
Program Marketing/Outreach:	2,741	13,766	16,507
Program Legal Services:			
Program Quality Assurance:	391		391
Outsourced Services:	997	21,197	22,194
Trade Allies & Cust. Svc. Mgmt.:	1,597	1,983	3,580
IT Services:	7,032	13,225	20,256
Other Program Expenses	1,282	9,284	10,566
TOTAL PROGRAM EXPENSES	**465,115**	**2,034,860**	**2,499,976**
ADMINISTRATIVE COSTS			
Management & General	9,667	38,571	48,238
Communications & Customer Svc	6,287	25,221	31,509
Total Administrative Costs	**15,955**	**63,793**	**79,747**
Total Program & Admin Expenses	**481,070**	**2,098,653**	**2,579,723**

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NWN WA

ENERGY EFFICIENCY

EXPENSES	Existing Buildings	Existing Homes	New Homes and Products	ETO Total
Program Management	91,644	42,757	28,568	162,969
Program Delivery:	101,959	171,500	84,500	357,959
Incentives:	291,565	158,151	160,990	610,706
Program Eval & Planning Svcs.:	30,639	23,759	6,880	61,278
Program Marketing/Outreach:	42,472	12,000	3,500	57,972
Program Legal Services:				
Program Quality Assurance:				
Outsourced Services:	500			500
Trade Allies & Cust. Svc. Mgmt.:	12,559	13,837	3,492	29,888
IT Services:	25,636	24,528	15,310	65,474
Other Program Expenses	18,864	14,340	9,806	43,010
TOTAL PROGRAM EXPENSES	**615,838**	**460,872**	**313,046**	**1,389,756**
ADMINISTRATIVE COSTS				
Management & General	13,105	10,230	7,248	30,583
Communications & Customer Svc	8,528	6,666	4,708	19,902
Total Administrative Costs	**21,633**	**16,896**	**11,956**	**50,485**
Total Program & Admin Expenses	**637,471**	**477,768**	**325,002**	**1,440,241**

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Cascade

ENERGY EFFICIENCY

EXPENSES	Existing Buildings	New Buildings	Production Efficiency	Existing Homes	New Homes & Products	ETO Total
Program Management	15,788	4,764	20,290	61,668	17,535	120,045
Program Delivery:	161,082	28,700	122,900	177,874	132,536	623,092
Incentives:	461,261	75,915	237,000	437,970	149,357	1,361,503
Program Eval & Planning Svcs.:	20,132	5,096	9,310	38,670	11,344	84,552
Program Marketing/Outreach:	4,025	2,602	2,714	63,709	33,407	106,458
Program Legal Services:						
Program Quality Assurance:	574	513		3,220	881	5,187
Outsourced Services:	5,513	1,080	4,180	13,701	1,582	26,055
Trade Allies & Cust. Svc. Mgmt.:	2,345	422	391	23,020	3,982	30,160
IT Services:	10,325	2,164	2,608	27,626	5,681	48,402
Other Program Expenses	1,882	363	1,831	4,951	1,456	10,483
TOTAL PROGRAM EXPENSES	**682,927**	**121,619**	**401,224**	**852,408**	**357,761**	**2,415,938**
ADMINISTRATIVE COSTS						
Management & General	14,194	2,687	7,605	18,963	8,396	51,845
Communications & Customer Svc	9,232	1,748	4,973	12,325	5,445	33,722
Total Administrative Costs	**23,426**	**4,435**	**12,578**	**31,288**	**13,841**	**85,568**
Total Program & Admin Expenses	**706,353**	**126,054**	**413,802**	**883,696**	**371,601**	**2,501,506**