

Energy Trust of Oregon
BALANCE SHEET
March 31, 2017
(Unaudited)

	Mar 2017	Feb 2017	Dec 2016	Mar 2016	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	37,968,346	37,903,859	44,471,035	31,171,878	64,487	(6,502,688)	6,796,468
Investments	29,879,910	24,092,097	19,350,134	55,824,798	5,787,812	10,529,775	(25,944,889)
Receivables	118,206	129,460	86,058	266,134	(11,254)	32,148	(147,928)
Prepaid Expenses	567,454	601,011	280,347	616,277	(33,557)	287,107	(48,823)
Advances to Vendors	2,218,948	729,142	2,050,126	2,028,909	1,489,806	168,822	190,039
Total Current Assets	70,752,864	63,455,569	66,237,700	89,907,997	7,297,295	4,515,164	(19,155,133)
Fixed Assets							
Computer Hardware and Software	3,696,232	3,696,232	3,696,232	3,509,829	-	-	186,403
Software Development in Progress			-	151,005	-	-	(151,005)
Leasehold Improvements	326,158	326,158	318,964	318,964	-	7,194	7,194
Office Equipment and Furniture	791,443	716,264	716,876	701,604	75,180	74,568	89,839
Total Fixed Assets	4,813,833	4,738,654	4,732,072	4,681,402	75,180	81,762	132,431
Less Depreciation	(3,809,453)	(3,739,488)	(3,598,867)	(2,900,417)	(69,965)	(210,587)	(909,037)
Net Fixed Assets	1,004,380	999,166	1,133,205	1,780,985	5,214	(128,825)	(776,606)
Other Assets							
Deposits	237,314	237,314	223,339	223,339	-	13,975	13,975
Deferred Compensation Asset	863,301	857,091	849,522	754,460	6,210	13,779	108,841
Note Receivable, net of allowance	263,669	263,669	260,891	85,609	-	2,779	178,061
Total Other Assets	1,364,285	1,358,075	1,333,752	1,063,408	6,210	30,533	300,877
Total Assets	73,121,528	65,812,809	68,704,656	92,752,391	7,308,719	4,416,872	(19,630,862)
Current Liabilities							
Accounts Payable and Accruals	8,350,325	8,607,097	32,588,773	7,483,167	(256,772)	(24,238,449)	867,158
Salaries, Taxes, & Benefits Payable	1,125,364	874,922	827,526	903,349	250,442	297,838	222,015
Total Current Liabilities	9,475,689	9,482,019	33,416,299	8,386,516	(6,330)	(23,940,610)	1,089,172
Long Term Liabilities							
Deferred Rent	601,253	587,253	559,253	300,501	14,000	41,999	300,752
Deferred Compensation Payable	864,051	860,641	853,072	757,260	3,410	10,979	106,791
Other Long-Term Liabilities	2,110	2,110	2,110	4,290	-	-	(2,180)
Total Long-Term Liabilities	1,467,414	1,450,004	1,414,435	1,062,050	17,409	52,978	405,364
Total Liabilities	10,943,103	10,932,023	34,830,735	9,448,566	11,080	(23,887,632)	1,494,536
Net Assets							
Unrestricted Net Assets	62,178,426	54,880,786	33,873,922	83,303,824	7,297,639	28,304,504	(21,125,398)
Total Net Assets	62,178,426	54,880,786	33,873,922	83,303,824	7,297,639	28,304,504	(21,125,398)
Total Liabilities and Net Assets	73,121,528	65,812,809	68,704,656	92,752,391	7,308,719	4,416,872	(19,630,862)

Energy Trust of Oregon
Income Statement - Actual and Budget Comparison
For the Three Months Ending March 31, 2017
(Unaudited)

	Quarter-to-Date			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
<u>REVENUES</u>						
Public Purpose Funds-PGE	11,285,037	10,871,000	414,037	11,285,037	10,871,000	414,037
Public Purpose Funds-PacifiCorp	8,619,655	7,734,788	884,867	8,619,655	7,734,788	884,867
Public Purpose Funds-NW Natural	8,501,487	8,030,420	471,067	8,501,487	8,030,420	471,067
Public Purpose Funds-Cascade	1,256,898	978,587	278,311	1,256,898	978,587	278,311
Public Purpose Funds-Avista	417,433	349,885	67,548	417,433	349,885	67,548
Total Public Purpose Funds	30,080,510	27,964,680	2,115,830	30,080,510	27,964,680	2,115,830
Incremental Funds - PGE	16,570,382	18,711,134	(2,140,752)	16,570,382	18,711,134	(2,140,752)
Incremental Funds - PacifiCorp	10,217,618	8,099,661	2,117,957	10,217,618	8,099,661	2,117,957
NW Natural - Industrial DSM	1,720,596	1,720,596		1,720,596	1,720,596	
NW Natural - Washington	544,100	544,100		544,100	544,100	
Revenue from Investments	60,945	90,000	(29,055)	60,945	90,000	(29,055)
TOTAL REVENUE	59,194,151	57,130,171	2,063,980	59,194,151	57,130,171	2,063,980
<u>EXPENSES</u>						
Program Management	1,867,892	1,922,293	54,401	1,867,892	1,922,293	54,401
Program Delivery	12,044,934	12,310,986	266,052	12,044,934	12,310,986	266,052
Incentives	12,294,716	13,083,165	788,449	12,294,716	13,083,165	788,449
Program Evaluation and Planning Service:	842,553	1,243,745	401,192	842,553	1,243,745	401,192
Program Marketing/Outreach	1,001,940	1,460,678	458,738	1,001,940	1,460,678	458,738
Program Legal Services		5,000	5,000		5,000	5,000
Program Quality Assurance		21,250	21,250		21,250	21,250
Outsourced Services	277,769	493,920	216,151	277,769	493,920	216,151
Trade Allies & Customer Service Manager	202,461	233,692	31,231	202,461	233,692	31,231
IT Services	560,917	554,993	(5,924)	560,917	554,993	(5,924)
Other Program Expenses	201,973	191,358	(10,615)	201,973	191,358	(10,615)
TOTAL PROGRAM EXPENSES	29,295,155	31,521,080	2,225,925	29,295,155	31,521,080	2,225,925
Management & General	893,598	1,034,931	141,333	893,598	1,034,931	141,333
Communications & Customer Svc	700,895	966,694	265,799	700,895	966,694	265,799
Total Administrative Costs	1,594,493	2,001,625	407,132	1,594,493	2,001,625	407,132
Total Expenses	30,889,646	33,522,705	2,633,057	30,889,646	33,522,705	2,633,057
REVENUE LESS EXPENSES	28,304,504	23,607,466	4,697,038	28,304,504	23,607,466	4,697,038

Energy Trust of Oregon
Income Statement - Actual and Prior Yr Comparison
For the Three Months Ending March 31, 2017
(Unaudited)

	Quarter-to-Date			YTD		
	Actual	Actual Prior Year	Prior Year Variance	Actual	Actual Prior Year	Prior Year Variance
<u>REVENUES</u>						
Public Purpose Funds-PGE	11,285,037	10,504,605	780,432	11,285,037	10,504,605	780,432
Public Purpose Funds-PacifiCorp	8,619,655	7,995,126	624,529	8,619,655	7,995,126	624,529
Public Purpose Funds-NW Natural	8,501,487	6,198,852	2,302,635	8,501,487	6,198,852	2,302,635
Public Purpose Funds-Cascade	1,256,898	661,087	595,811	1,256,898	661,087	595,811
Public Purpose Funds-Avista	417,433	15,600	401,833	417,433	15,600	401,833
Total Public Purpose Funds	30,080,510	25,375,271	4,705,240	30,080,510	25,375,271	4,705,240
Incremental Funds - PGE	16,570,382	12,202,255	4,368,127	16,570,382	12,202,255	4,368,127
Incremental Funds - PacifiCorp	10,217,618	6,216,184	4,001,434	10,217,618	6,216,184	4,001,434
NW Natural - Industrial DSM	1,720,596		1,720,596	1,720,596		1,720,596
NW Natural - Washington	544,100	768,840	(224,740)	544,100	768,840	(224,740)
Revenue from Investments	60,945	220,081	(159,136)	60,945	220,081	(159,136)
TOTAL REVENUE	59,194,151	44,782,630	14,411,521	59,194,151	44,782,630	14,411,521
<u>EXPENSES</u>						
Program Management	1,867,892	1,578,479	(289,412)	1,867,892	1,578,479	(289,412)
Program Delivery	12,044,934	11,395,678	(649,256)	12,044,934	11,395,678	(649,256)
Incentives	12,294,716	11,794,160	(500,556)	12,294,716	11,794,160	(500,556)
Program Evaluation and Planning Service	842,553	992,856	150,303	842,553	992,856	150,303
Program Marketing/Outreach	1,001,940	1,100,678	98,738	1,001,940	1,100,678	98,738
Program Quality Assurance		3,925	3,925		3,925	3,925
Outsourced Services	277,769	465,494	187,724	277,769	465,494	187,724
Trade Allies & Customer Service Manage	202,461	275,484	73,023	202,461	275,484	73,023
IT Services	560,917	509,734	(51,183)	560,917	509,734	(51,183)
Other Program Expenses	201,973	165,512	(36,461)	201,973	165,512	(36,461)
TOTAL PROGRAM EXPENSES	29,295,155	28,282,000	(1,013,155)	29,295,155	28,282,000	(1,013,155)
Management & General	893,598	795,478	(98,120)	893,598	795,478	(98,120)
Communications & Customer Svc	700,895	634,624	(66,271)	700,895	634,624	(66,271)
Total Administrative Costs	1,594,492	1,430,102	(164,391)	1,594,492	1,430,102	(164,391)
Total Expenses	30,889,646	29,712,101	(1,177,545)	30,889,646	29,712,101	(1,177,545)
REVENUE LESS EXPENSES	28,304,504	15,070,528	13,233,976	28,304,504	15,070,528	13,233,976

Energy Trust of Oregon
Statement of Functional Expenses
For the Three Months Ending March 31, 2017
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives	9,224,114	3,070,603	12,294,716				12,294,716	13,083,165	788,449	6%
Program Management & Delivery	13,355,051	113,037	13,468,088				13,468,088	14,019,446	551,358	4%
Payroll and Related Expenses	909,323	286,178	1,195,501	608,788	428,244	1,037,032	2,232,533	2,285,649	53,116	2%
Outsourced Services	568,484	191,447	759,931	97,600	138,403	236,003	995,934	2,105,178	1,109,244	53%
Planning and Evaluation	592,226	19,685	611,911	438		438	612,349	693,659	81,310	12%
Customer Service Management	86,064	37,920	123,984				123,984	137,787	13,803	10%
Trade Allies Network	73,476	5,001	78,477				78,477	98,405	19,928	20%
Total Program Expenses	24,808,736	3,723,871	28,532,608	706,825	566,647	1,273,473	29,806,080	32,423,289	2,617,209	8%
Program Support Costs										
Supplies	1,857	591	2,448	2,849	942	3,791	6,239	8,884	2,645	30%
Postage and Shipping Expenses	406	129	535	1,467	186	1,653	2,188	3,174	986	31%
Telephone	666	212	879	377	306	683	1,561	2,095	534	25%
Printing and Publications	182	25	207	1,116	36	1,152	1,359	2,765	1,406	51%
Occupancy Expenses	66,051	21,039	87,090	37,374	30,311	67,684	154,775	161,540	6,765	4%
Insurance	7,461	2,377	9,837	4,222	3,424	7,645	17,483	18,696	1,213	6%
Equipment	914	38,245	39,159	517	420	937	40,097	31,534	(8,563)	-27%
Travel	4,162	3,111	7,273	10,194	7,823	18,017	25,290	43,675	18,385	42%
Meetings, Trainings & Conferences	4,918	8,271	13,189	9,049	3,875	12,924	26,113	26,512	399	2%
Interest Expense and Bank Fees				1,678		1,678	1,678	2,875	1,197	42%
Depreciation & Amortization	5,486	1,747	7,233	3,104	2,517	5,621	12,855	15,009	2,154	14%
Dues, Licenses and Fees	25,286	4,010	29,296	3,309	7,644	10,953	40,249	21,375	(18,874)	-88%
Miscellaneous Expenses	4,465	19	4,484	33	27	60	4,543	510	(4,033)	-791%
IT Services	495,546	65,370	560,917	111,483	76,737	188,220	749,137	760,770	11,633	2%
Total Program Support Costs	617,399	145,147	762,546	186,772	134,247	321,020	1,083,566	1,099,415	15,849	1%
TOTAL EXPENSES	25,426,139	3,869,019	29,295,154	893,598	700,894	1,594,492	30,889,646	33,522,704	2,633,059	8%

OPUC Measure vs. 8%

4.0%

Program Support Costs	762,546
Total Administrative Expenses	1,594,492
Total Support and Administrative	<u>2,357,038</u>
	<i>divided by</i>
Total Utility Revenue (without Int Income)	59,133,206
OPUC %	4.0%

ENERGY TRUST OF OREGON
Summary of All Units
For the Three Months Ending March 31, 2017

	ENERGY EFFICIENCY							Oregon Total	NWN WA	ETO Total
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Avista			
REVENUES										
Public Purpose Funding	8,753,908	6,717,359	15,471,267	-	8,501,487	1,256,898	417,433	25,647,086	-	25,647,086
Incremental Funding	16,570,382	10,217,618	26,788,000	1,720,596				28,508,596	544,100	29,052,696
Contributions										
Revenue from Investments										
TOTAL PROGRAM REVENUE	25,324,290	16,934,977	42,259,267	1,720,596.00	8,501,487	1,256,898	417,433	54,155,682	544,100	54,699,782
EXPENSES										
Program Management (Note 3)	776,998	543,671	1,320,668	36,389	158,819	29,834	7,584	1,553,296	25,918	1,579,214
Program Delivery	5,726,634	4,419,590	10,146,223	147,212	1,190,074	280,469	40,016	11,803,994	130,403	11,934,397
Incentives	4,552,627	3,086,395	7,639,021	116,022	1,023,013	167,746	39,665	8,985,470	238,644	9,224,114
Program Eval & Planning Svcs.	400,068	291,247	691,316	10,660	90,588	13,828	3,796	810,189	12,679	822,868
Program Marketing/Outreach	426,723	318,158	744,882	2,893	145,900	18,744	6,007	918,425	8,844	927,269
Program Legal Services	-	-	-	-	-	-	-	-	-	-
Program Quality Assurance	-	-	-	-	-	-	-	-	-	-
Outsourced Services	77,775	54,937	132,712	2,671	20,158	2,754	794	159,089	1,988	161,077
Trade Allies & Cust. Svc. Mgmt.	69,773	49,119	118,889	739	29,053	2,743	1,185	152,609	6,929	159,538
IT Services	221,877	162,208	384,086	4,103	83,733	8,702	3,537	484,161	11,386	495,547
Other Program Expenses - all	58,288	43,635	101,923	1,760	13,403	2,548	571	120,208	1,907	122,115
TOTAL PROGRAM EXPENSES	12,310,763	8,968,960	21,279,720	322,449	2,754,741	527,368	103,155	24,987,441	438,698	25,426,139
ADMINISTRATIVE COSTS										
Management & General (Notes 1 & 2)	375,518	273,582	649,101	9,836	84,029	16,085	3,146	762,199	13,381	775,580
Communications & Customer Svc (Notes 1	294,538	214,584	509,124	7,715	65,908	12,617	2,469	597,831	10,496	608,327
Total Administrative Costs	670,056	488,166	1,158,225	17,551	149,937	28,702	5,615	1,360,030	23,877	1,383,907
TOTAL PROG & ADMIN EXPENSES	12,980,819	9,457,126	22,437,945	340,000	2,904,678	556,070	108,770	26,347,471	462,575	26,810,046
TOTAL REVENUE LESS EXPENSES	12,343,471	7,477,851	19,821,322	1,380,596	5,596,809	700,828	308,663	27,808,211	81,525	27,889,736
NET ASSETS - RESERVES										
Cumulative Carryover at 12/31/16	6,507,279	644,839	7,152,117	1,028,150	1,485,656	-	68,620	9,734,531	283,171	10,017,701
Net Assets Reattributed from prior year						(335,865)		(335,865)		(335,865)
Change in net assets this year	12,343,471	7,477,851	19,821,322	1,380,596	5,596,809	700,828	308,663	27,808,211	81,525	27,889,736
Ending Net Assets - Reserves	18,850,750	8,122,690	26,973,439	2,408,746	7,082,465	364,963	377,283	37,206,877	364,696	37,571,572
Ending Reserve by Category										
Program Reserves (Efficiency and Renewabl	18,850,750	8,122,690	26,973,439	2,408,746	7,082,465	364,963	377,283	37,206,877	364,696	37,571,572
Operational Contingency Pool										
Emergency Contingency Pool										
TOTAL NET ASSETS CUMULATIVE	18,850,750	8,122,690	26,973,439	2,408,746	7,082,465	364,963	377,283	37,206,877	364,696	37,571,572

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
Summary of All Units
For the Three Months Ending March 31, 2017

	<u>RENEWABLE ENERGY</u>			Other	<u>TOTAL</u>	Approved budget	Change	% Change
	PGE	PacifiCorp	Total		All Programs			
REVENUES								
Public Purpose Funding	2,531,129	1,902,296	4,433,425	-	30,080,510	27,964,680	2,115,830	8%
Incremental Funding					29,052,696	29,075,491	(22,795)	0%
Contributions							-	
Revenue from Investments				60,945	60,945	90,000	(29,055)	-32%
TOTAL PROGRAM REVENUE	2,531,129	1,902,296	4,433,425	60,945	59,194,151	57,130,172	2,063,979	4%
EXPENSES								
Program Management (Note 3)	175,030	113,649	288,678		1,867,892	1,922,294	54,402	3%
Program Delivery	64,469	46,068	110,537		12,044,934	12,310,983	266,049	2%
Incentives	1,967,134	1,103,469	3,070,603		12,294,717	13,083,167	788,450	6%
Program Eval & Planning Svcs.	11,805	7,881	19,686		842,554	1,243,745	401,191	32%
Program Marketing/Outreach	50,041	24,631	74,672		1,001,941	1,460,678	458,737	31%
Program Legal Services	-	-	-		-	5,000	5,000	100%
Program Quality Assurance	-	-	-		-	21,250	21,250	100%
Outsourced Services	53,044	63,649	116,692		277,769	493,920	216,151	44%
Trade Allies & Cust. Svc. Mgmt.	28,847	14,073	42,921		202,459	233,691	31,232	13%
IT Services	39,941	25,429	65,371		560,918	554,993	(5,925)	-1%
Other Program Expenses - all	51,651	28,208	79,859		201,974	191,358	(10,616)	-6%
TOTAL PROGRAM EXPENSES	2,441,962	1,427,057	3,869,019	-	29,295,158	31,521,079	2,225,921	7%
ADMINISTRATIVE COSTS								
Management & General (Notes 1 & 2)	74,487	43,530	118,018		893,598	1,034,931	141,332	14%
Communications & Customer Svc (Notes 1	58,425	34,142	92,567		700,894	966,695	265,801	27%
Total Administrative Costs	132,912	77,672	210,585		1,594,492	2,001,626	407,134	20%
TOTAL PROG & ADMIN EXPENSES	2,574,874	1,504,729	4,079,604		30,889,646	33,522,704	2,633,057	8%
TOTAL REVENUE LESS EXPENSES	(43,745)	397,567	353,821	60,945	28,304,504	23,607,467	(4,697,037)	20%
NET ASSETS - RESERVES								
Cumulative Carryover at 12/31/16	7,543,333	7,376,941	14,920,276	8,935,944	33,873,921	32,329,685	1,544,236	5%
Net Assets Reattributed from prior year				335,865	-			
Change in net assets this year	(43,745)	397,567	353,821	60,945	28,304,504	23,607,467	4,697,037	20%
Ending Net Assets - Reserves	7,499,588	7,774,508	15,274,097	9,332,754	62,178,426	55,937,152	(6,241,274)	11%
Ending Reserve by Category								
Program Reserves (Efficiency and Renewabl	7,499,588	7,774,508	15,274,097		62,178,426	55,937,152	(6,241,274)	
Operational Contingency Pool				4,332,754				
Emergency Contingency Pool				5,000,000				
TOTAL NET ASSETS CUMULATIVE	7,499,588	7,774,508	15,274,097	9,332,754	62,178,426	55,937,152	(6,241,274)	11%

Energy Trust of Oregon
Administrative Expenses
For the Three Months Ending March 31, 2017
(Unaudited)

<u>EXPENSES</u>	<u>MANAGEMENT & GENERAL</u>						<u>COMMUNICATIONS & CUSTOMER SERVICE</u>					
	<u>QUARTERLY</u>			<u>YTD</u>			<u>QUARTERLY</u>			<u>YTD</u>		
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>REMAINING</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>REMAINING</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
Outsourced Services	\$90,228	\$160,792	\$70,564	\$90,228	\$160,792	\$70,564	\$138,284	\$355,250	\$216,966	\$138,284	\$355,250	\$216,966
Legal Services	7,225	3,000	(4,225)	7,225	3,000	(4,225)						
Salaries and Related Expenses	608,788	663,679	54,891	608,788	663,679	54,891	428,244	429,351	1,107	428,244	429,351	1,107
Supplies	1,799	1,500	(299)	1,799	1,500	(299)	90	250	160	90	250	160
Postage and Shipping Expenses	1,237	625	(612)	1,237	625	(612)						
Printing and Publications	1,072	1,125	53	1,072	1,125	53		375	375		375	375
Travel	10,194	15,362	5,169	10,194	15,362	5,169	7,823	11,250	3,427	7,823	11,250	3,427
Conference, Training & Mtngs	9,049	13,462	4,413	9,049	13,462	4,413	3,875	3,125	(750)	3,875	3,125	(750)
Interest Expense and Bank Fees	1,678	2,875	1,197	1,678	2,875	1,197						
Dues, Licenses and Fees	3,309	4,737	1,428	3,309	4,737	1,428	7,644	4,125	(3,519)	7,644	4,125	(3,519)
Shared Allocation (Note 1)	47,098	51,008	3,911	47,098	51,008	3,911	38,197	39,966	1,769	38,197	39,966	1,769
IT Service Allocation (Note 2)	111,483	115,377	3,894	111,483	115,377	3,894	76,737	90,400	13,663	76,737	90,400	13,663
Planning & Eval	438	1,387	950	438	1,387	950		32,602	32,602		32,602	32,602
TOTAL EXPENSES	893,598	1,034,931	141,333	893,598	1,034,929	141,333	700,894	966,694	265,799	700,894	966,694	265,799

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

Note 2) Represents allocation of Shared IT Costs

Administrative Expenses 1st Month of Quarter

Energy Trust of Oregon
Energy Efficiency
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended March 31, 2017

	Quarter to Date			Total EE	Total Budget	Variance	Year to Date			Total EE	Total Budget	Variance
	Commercial	Industrial	Residential				Commercial	Industrial	Residential			
EXPENSES												
Program Management	\$ 598,281	\$ 385,488	\$ 595,445	\$ 1,579,214	\$ 1,617,033	\$ 37,820	\$ 598,281	\$ 385,488	\$ 595,445	\$ 1,579,214	\$ 1,617,033	\$ 37,820
Program Delivery	5,799,855	2,625,004	3,509,539	11,934,398	12,226,261	291,863	5,799,855	2,625,004	3,509,539	11,934,398	12,226,261	291,863
Incentives	3,234,838	1,807,103	4,182,173	9,224,114	11,067,902	1,843,788	3,234,838	1,807,103	4,182,173	9,224,114	11,067,902	1,843,788
Program Evaluation & Planning Svcs.	305,312	210,836	306,719	822,867	1,188,787	365,920	305,312	210,836	306,719	822,867	1,188,787	365,920
Program Marketing/Outreach	356,788	54,569	515,911	927,268	1,398,428	471,160	356,788	54,569	515,911	927,268	1,398,428	471,160
Program Quality Assurance					21,250	21,250					21,250	21,250
Outsourced Services	39,733	52,555	68,789	161,077	338,795	177,718	39,733	52,555	68,789	161,077	338,795	177,718
Trade Allies & Customer Svc. Mgmt.	40,215	8,076	111,248	159,540	208,659	49,120	40,215	8,076	111,248	159,540	208,659	49,120
IT Services	154,511	65,894	275,141	495,546	484,855	(10,691)	154,511	65,894	275,141	495,546	484,855	(10,691)
Other Program Expenses	52,286	31,091	38,737	122,113	119,400	(2,714)	52,286	31,091	38,737	122,113	119,400	(2,714)
TOTAL PROGRAM EXPENSES	10,581,819	5,240,616	9,603,702	25,426,137	28,671,370	3,245,234	10,581,819	5,240,616	9,603,702	25,426,137	28,671,370	3,245,234
ADMINISTRATIVE COSTS												
Management & General	322,780	159,856	292,944	775,580	931,597	156,017	322,780	159,856	292,944	775,580	931,597	156,017
Communications & Customer Service	253,173	125,383	229,771	608,327	870,174	261,846	253,173	125,383	229,771	608,327	870,174	261,846
Total Administrative Costs	575,953	285,239	522,715	1,383,907	1,801,771	417,863	575,953	285,239	522,715	1,383,907	1,801,771	417,863
Total Expenses	11,157,772	5,525,855	10,126,417	26,810,046	30,473,141	3,663,097	11,157,772	5,525,855	10,126,417	26,810,046	30,473,141	3,663,097

**Energy Trust of Oregon
Renewables
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended March 31, 2017**

	Quarter to Date					Year to Date				
	Solar	Other Renewable	Total RR	Total Budget	Variance	Solar	Other Renewable	Total RR	Total Budget	Variance
<u>EXPENSES</u>										
Program Management	\$ 163,026	\$ 125,652	\$ 288,678	\$ 305,260	\$ 16,582	\$ 163,026	\$ 125,652	\$ 288,678	\$ 305,260	\$ 16,582
Program Delivery	110,537		110,537	84,725	(25,812)	110,537		110,537	84,725	(25,812)
Incentives	2,163,567	907,036	3,070,603	2,015,264	(1,055,339)	2,163,567	907,036	3,070,603	2,015,264	(1,055,339)
Program Evaluation & Planning Svcs.	9,365	10,321	19,685	54,958	35,272	9,365	10,321	19,685	54,958	35,272
Program Marketing/Outreach	74,497	175	74,672	62,250	(12,422)	74,497	175	74,672	62,250	(12,422)
Program Legal Services				5000	5000				5000	5000
Outsourced Services	42,562	74,130	116,693	155,125	38,432	42,562	74,130	116,693	155,125	38,432
Trade Allies & Customer Svc. Mgmt.	42,564	357	42,921	25,033	(17,888)	42,564	357	42,921	25,033	(17,888)
IT Services	36,366	29,005	65,370	70,138	4,767	36,366	29,005	65,370	70,138	4,767
Other Program Expenses	65,580	14,279	79,860	71,958	(7,902)	65,580	14,279	79,860	71,958	(7,902)
TOTAL PROGRAM EXPENSES	2,708,064	1,160,955	3,869,019	2,849,711	(1,019,310)	2,708,064	1,160,955	3,869,019	2,849,711	(1,019,310)
<u>ADMINISTRATIVE COSTS</u>										
Management & General	82,605	35,413	118,018	103,334	(14,684)	82,605	35,413	118,018	103,334	(14,684)
Communications & Customer Service	64,791	27,776	92,567	96,520	3,953	64,791	27,776	92,567	96,520	3,953
Total Administrative Costs	147,396	63,189	210,585	199,854	(10,731)	147,396	63,189	210,585	199,854	(10,731)
Total Expenses	2,855,460	1,224,144	4,079,604	3,049,565	(1,030,041)	2,855,460	1,224,144	4,079,604	3,049,565	(1,030,041)