

Energy Trust of Oregon

Income Statement—Budget, Forecast and Projection

	Actual 2020	Board Approved Budget 2021	Reforecast 2021	Board Approved Projection 2022	Draft Budget 2022	Draft Projection 2023
Revenue from Utilities	178,129,076	187,344,583	192,917,693	194,306,051	200,153,618	214,176,917
Contract Revenue	522,175	1,045,484	1,064,605	887,200	1,216,686	819,564
Grant Revenue	9,221		8,831			
Investment Income	546,451	96,000	153,098	96,000	153,098	153,098
Revenue	179,206,923	188,486,067	194,144,227	195,289,251	201,523,402	215,149,579
Incentives	104,581,342	120,805,454	117,899,261	111,149,936	116,910,633	122,483,586
Program Delivery Contractors	56,720,018	56,097,373	56,280,873	56,266,203	57,504,370	61,266,198
Employee Salaries & Fringe Benefits	15,378,174	16,808,212	15,954,502	17,514,293	17,935,949	19,016,072
Agency Contractor Services	1,521,926	2,169,863	2,046,007	2,144,566	2,693,463	2,767,021
Planning and Evaluation Services	3,178,496	3,482,785	3,263,929	4,051,456	3,698,594	3,694,316
Advertising and Marketing Services	3,076,319	3,253,100	2,839,647	3,191,199	3,682,000	3,963,000
Other Professional Services	2,718,869	5,891,758	5,088,214	5,647,691	7,515,335	6,766,300
Travel, Meetings, Trainings & Conference	91,949	260,630	184,804	465,275	346,070	484,425
Dues, Licenses and Fees	171,724	334,420	323,029	343,340	237,397	258,014
Software and Hardware	651,505	817,203	929,703	833,748	834,353	913,785
Depreciation & Amortization	272,019	275,295	331,287	246,408	387,222	352,630
Office Rent and Equipment	1,058,272	1,247,500	1,079,396	1,255,750	1,100,146	1,080,146
Materials Postage and Telephone	82,302	148,750	100,750	161,225	130,750	119,140
Miscellaneous Expenses	6,309	5,500	11,066	6,000	11,500	11,000
Expenditures	189,509,225	211,597,841	206,332,468	203,277,091	212,987,782	223,175,634
Net Income	(10,302,302)	(23,111,774)	(12,188,241)	(7,987,840)	(11,464,380)	(8,026,055)

Budget Recap Expenditures and Energy Goals
2022 Budget Recap Spending and Savings

Program	Budget (\$M)			Electric		Gas	
	Electric	Gas	Total	Electric Savings Goal (aMW)	Levelized Cost per kWh	Annual Therms	Levelized Cost per Therm
Existing Buildings with MF	\$ 49.3	\$ 12.5	\$ 61.8	15.3	\$ 0.034	2,083,344	\$ 0.478
New Buildings	\$ 17.6	\$ 1.8	\$ 19.4	4.8	\$ 0.038	416,778	\$ 0.386
NEEA Commercial	\$ 2.9	\$ 0.3	\$ 3.2	1.7	\$ 0.034	609	\$ 32.434
Commercial Sector	\$ 69.8	\$ 14.6	\$ 84.4	21.8	\$ 0.034	2,500,731	\$ 0.473
Industry and Agriculture	\$ 39.0	\$ 4.2	\$ 43.3	17.1	\$ 0.026	1,475,627	\$ 0.273
NEEA - Industrial	\$ 0.5	\$ -	\$ 0.5	0.7	\$ 0.012	-	
Industry and Agriculture Sector	\$ 39.6	\$ 4.2	\$ 43.8	17.8	\$ 0.026	1,475,627	\$ 0.273
Residential	\$ 36.5	\$ 18.2	\$ 54.6	7.5	\$ 0.058	2,544,244	\$ 0.482
NEEA Residential	\$ 3.4	\$ 1.1	\$ 4.5	3.1	\$ 0.013	2,830	\$ 23.283
Residential Sector	\$ 39.9	\$ 19.2	\$ 59.1	10.5	\$ 0.045	2,547,074	\$ 0.510
Oregon Efficiency Programs	\$ 149.3	\$ 38.1	\$ 187.3	50.1	\$ 0.034	6,523,432	\$ 0.447
Solar	\$ 15.9		\$ 15.9	4.0	\$ 0.035		
Other Renewables	\$ 5.5		\$ 5.5	0.0	\$ 5.061		
Renewables Programs	\$ 21.4		\$ 21.4	4.0	\$ 0.047		
Commercial Washington		\$ 1.4	\$ 1.4			154,099	\$ 0.717
NEEA Commercial Washington		\$ -	\$ -			-	
Residential Washington		\$ 1.7	\$ 1.7			129,649	\$ 0.969
NEEA Residential Washington		\$ -	\$ -			-	
Washington Programs		\$ 3.1	\$ 3.1			283,748	\$ 0.837
Community Solar			\$ 0.4				
PGE Storage			\$ 0.5				
NWN Geo TLM Phase 3			\$ 0.3				
LMI			\$ -				
Total Programs			\$ 213.0				

Energy Trust of Oregon

Administrative Cost Organization Wide vs. Subject to OPUC Performance Measure - 2022

2022 Budget Statement of Administrative Cost Performance Measure

		2022 2022-23 R1		2021 2022-23 R1		2021 Approved Budget	
		OPUC Programs	Total Company	OPUC Programs	Total Company	OPUC Programs	Total Company
1	Incentives	114,684,799	116,910,633	115,596,632	117,899,261	118,559,097	120,805,454
2	Program Delivery Contractors	56,675,405	57,504,370	55,529,811	56,280,873	55,315,811	56,097,373
3	Employee Salaries & Fringe Benefits	8,126,476	8,634,163	7,264,151	7,745,078	7,823,967	8,306,352
4	Services	13,854,276	14,041,865	10,352,052	10,479,794	11,725,428	11,892,107
5	Total Program Direct Costs	193,340,956	197,091,030	188,742,645	192,405,006	193,424,303	197,101,285
6	Program Support (under GAAP, program / under OPUC, support)	3,933,014	4,204,223	3,923,637	4,128,268	4,122,027	4,338,254
7	Communications and General Outreach	4,623,095	4,717,334	3,999,593	4,079,655	4,098,944	4,179,726
8	Management & General	6,835,852	6,975,195	5,607,294	5,719,538	5,863,029	5,978,577
9	Total Administrative	11,458,947	11,692,529	9,606,887	9,799,194	9,961,974	10,158,303
10	Total Administrative and Program Support	15,391,961	15,896,752	13,530,524	13,927,462	14,084,001	14,496,556
11	Total Expenditures	208,732,917	212,987,783	202,273,169	206,332,468	207,508,304	211,597,841
12	Total Revenue	196,802,744	201,523,402	189,916,819	194,144,227	184,343,709	188,486,067

For Organization wide "GAAP" reporting, comparison to other non-profits	
Programs (rows 5 + 6)	201,295,253
Administration (row 9)	11,692,529
Administrative percent of total Expenditure	5.5%

For Organization wide "GAAP" reporting, comparison to other non-profits	
Programs (rows 5 + 6)	196,533,274
Administration (row 9)	9,799,194
Administrative percent of total Expenditure	4.7%

For Organization wide "GAAP" reporting, comparison to other non-profits	
Programs (rows 5 + 6)	201,439,538
Administration (row 9)	10,158,303
Administrative percent of total Expenditure	4.8%

For Oregon Performance Measure, comparison to measure and other 1149-funded programs	
Programs (row 5)	193,340,956
Administrative and Program Support (rows 6+9)	15,391,961
Administrative and Program Support percent of Revenue	7.82%
Administrative and Program Support Year over Year Increase	9.29%

For Oregon Performance Measure, comparison to measure and other 1149-funded programs	
Programs (row 5)	188,742,645
Administrative and Program Support (rows 6+9)	13,530,524
Administrative and Program Support percent of Revenue	7.12%
Administrative and Program Support Year over Year Increase	

For Oregon Performance Measure, comparison to measure and other 1149-funded programs	
Programs (row 5)	193,424,303
Administrative and Program Support (rows 6+9)	14,084,001
Administrative and Program Support percent of Revenue	7.64%
Administrative and Program Support Year over Year Increase	

Energy Trust of Oregon
2022 Budget Summary by Funding Source

All Funding Sources

Expenditures Detail	OPUC Efficiency	OPUC Renewables	Washington	Community Solar	PGE Storage	NWN Geo TLM Phase 3	Community Solar, PGE Storage and TLM	Programs
Incentives	100,427,759	14,257,040	1,761,614		300,000	164,220	464,220	116,910,633
Program Delivery Contractors	56,229,033	446,372	728,135		29,500	71,330	100,830	57,504,370
Employee Salaries & Fringe Benefits	14,399,559	2,770,778	387,626	278,032	61,236	38,718	377,987	17,935,949
Agency Contractor Services	2,225,522	425,871	24,218	12,485	3,423	1,944	17,852	2,693,463
Planning and Evaluation Services	3,569,036	99,467	29,905	63	77	47	186	3,698,594
Advertising and Marketing Services	3,094,669	544,762	20,250	2,463	18,015	1,840	22,318	3,682,000
Other Professional Services	5,230,430	2,123,219	69,609	47,422	43,272	1,384	92,077	7,515,335
Travel, Meetings, Trainings & Conferences	280,181	49,689	11,539	3,908	474	280	4,661	346,070
Dues, Licenses and Fees	159,899	28,175	48,909	156	161	98	415	237,397
Software and Hardware	393,844	417,168	10,298	8,503	3,568	973	13,043	834,353
Depreciation & Amortization	310,265	60,291	8,012	6,525	1,372	756	8,654	387,222
Office Rent and Equipment	877,792	174,763	22,680	18,873	3,894	2,143	24,910	1,100,146
Materials Postage and Telephone	108,649	17,494	2,375	1,650	373	208	2,232	130,750
Miscellaneous Expenses	9,828	1,361	190	74	30	17	122	11,500
Expenditures	187,316,467	21,416,450	3,125,358	380,155	465,396	283,958	1,129,508	212,987,783
<i>Expenditure break down by function:</i>								
Program Costs	177,033,233	20,240,737	2,953,783	359,285	439,847	268,369	1,067,501	201,295,254
Communications and Outreach	4,148,756	474,340	69,222	8,420	10,308	6,289	25,017	4,717,334
Management & General	6,134,478	701,373	102,353	12,450	15,241	9,299	36,991	6,975,195
Total Administrative	10,283,234	1,175,713	171,575	20,870	25,549	15,589	62,007	11,692,529
Expenditures	187,316,467	21,416,450	3,125,358	380,155	465,396	283,958	1,129,509	212,987,783
Energy Savings and Generation Detail	OPUC Efficiency	OPUC Renewables	Washington Programs					Total Company
Efficiency electric kWh savings	439,119,168							439,119,168
Efficiency gas therms savings	6,523,432		283,748					6,807,180
Renewables electric kWh generation		35,028,400						35,028,400

Energy Trust of Oregon
2022 Budget Detail by Funding Source and Program

All Programs

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables	Washington	Community Solar, PGE Storage and TLM	Programs
Incentives	10,554,709	32,766,488		26,195,576		30,910,986		100,427,759	10,855,500	3,401,540	14,257,040	1,761,614	464,220	116,910,633
Program Delivery Contractors	6,105,709	19,105,018	2,995,448	9,810,960	457,865	13,548,193	4,205,840	56,229,033	446,372		446,372	728,135	100,830	57,504,370
Employee Salaries & Fringe Benefits	1,469,339	4,625,976	134,761	3,589,539	34,421	4,357,945	187,578	14,399,559	1,830,204	940,574	2,770,778	387,626	377,987	17,935,949
Agency Contractor Services	156,120	792,145	12,084	620,672	2,558	625,062	16,882	2,225,522	325,551	100,320	425,871	24,218	17,852	2,693,463
Planning and Evaluation Services	392,730	1,743,749	7,785	382,034	5,527	1,026,794	10,417	3,569,036	85,249	14,218	99,467	29,905	186	3,698,594
Advertising and Marketing Services	248,607	941,443	20,771	649,393	3,316	1,201,992	29,148	3,094,669	446,815	97,948	544,762	20,250	22,318	3,682,000
Other Professional Services	250,565	1,100,019	16,126	1,493,763	3,637	2,343,815	22,504	5,230,430	1,267,657	855,562	2,123,219	69,609	92,077	7,515,335
Travel, Meetings, Trainings & Conferences	31,134	91,871	2,690	62,967	567	87,196	3,758	280,181	35,336	14,353	49,689	11,539	4,661	346,070
Dues, Licenses and Fees	14,672	78,423	1,793	27,309	707	34,528	2,466	159,899	16,928	11,247	28,175	48,909	415	237,397
Software and Hardware	38,202	129,536	3,014	102,686	481	115,695	4,230	393,844	390,603	26,565	417,168	10,298	13,043	834,353
Depreciation & Amortization	30,088	101,871	2,530	80,424	457	91,352	3,544	310,265	39,726	20,566	60,291	8,012	8,654	387,222
Office Rent and Equipment	84,257	286,114	7,761	225,829	1,987	261,041	10,802	877,792	116,091	58,672	174,763	22,680	24,910	1,100,146
Materials Postage and Telephone	8,937	38,024	887	32,134	177	27,248	1,241	108,649	11,294	6,200	17,494	2,375	2,232	130,750
Miscellaneous Expenses	996	3,231	145	2,344	26	2,883	203	9,828	966	395	1,361	190	122	11,500
Expenditures	19,386,066	61,803,908	3,205,796	43,275,629	511,725	54,634,730	4,498,613	187,316,467	15,868,289	5,548,160	21,416,450	3,125,358	1,129,508	212,987,783
<i>Expenditure break down by function:</i>														
Program Costs	18,321,817	58,411,018	3,029,806	40,899,899	483,633	51,635,412	4,251,649	177,033,233	14,997,157	5,243,579	20,240,737	2,953,783	799,132	201,295,254
Communications and Outreach	429,370	1,368,856	71,003	958,485	11,334	1,210,071	99,637	4,148,756	351,457	122,883	474,340	69,222	25,017	4,717,334
Management & General	634,880	2,024,033	104,988	1,417,245	16,759	1,789,248	147,326	6,134,478	519,675	181,698	701,373	102,353	36,991	6,975,195
Total Administrative	1,064,250	3,392,889	175,991	2,375,730	28,093	2,999,318	246,963	10,283,234	871,132	304,581	1,175,713	171,575	62,007	11,692,529
Expenditures	19,386,066	61,803,908	3,205,796	43,275,629	511,725	54,634,730	4,498,613	187,316,467	15,868,289	5,548,160	21,416,450	3,125,358	861,140	212,987,783

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables	Washington Programs	Total Company
Efficiency electric kWh savings	41,814,792	134,104,625	14,828,751	149,862,311	6,404,226	65,290,920	26,813,543	439,119,168					439,119,168
Efficiency gas therms savings	416,778	2,083,344	609	1,475,627	-	2,544,244	2,830	6,523,432				283,748	6,807,180
Renewables electric kWh generation									34,943,400	85,000	35,028,400		35,028,400

Energy Trust of Oregon

2022 Budget Detail by Funding Source and Program

PGE

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Incentives	6,270,784	16,487,309		14,386,244		11,026,357		48,170,694	7,729,000	2,187,540	9,916,540
Program Delivery Contractors	3,638,699	9,746,189	1,559,996	4,882,240	260,983	4,669,575	1,823,327	26,581,009	330,967		330,967
Employee Salaries & Fringe Benefits	874,177	2,340,444	70,182	1,921,240	19,620	1,536,256	81,319	6,843,239	1,311,404	604,521	1,915,925
Agency Contractor Services	92,886	400,705	6,293	332,179	1,458	220,255	7,319	1,061,095	233,269	65,341	298,610
Planning and Evaluation Services	229,909	906,517	4,054	203,373	3,150	365,835	4,516	1,717,355	69,587	9,138	78,726
Advertising and Marketing Services	147,902	476,291	10,817	347,578	1,890	429,107	12,636	1,426,221	327,245	60,597	387,842
Other Professional Services	149,091	556,435	8,398	809,609	2,073	825,419	9,756	2,360,782	930,942	550,022	1,480,964
Travel, Meetings, Trainings & Conferences	18,523	46,482	1,401	33,703	323	30,742	1,629	132,803	25,320	9,297	34,617
Dues, Licenses and Fees	8,729	39,670	934	14,618	403	12,175	1,069	77,598	12,129	7,230	19,359
Software and Hardware	22,728	65,536	1,570	54,960	274	40,785	1,834	187,687	279,880	17,074	296,954
Depreciation & Amortization	17,900	51,540	1,318	43,045	261	32,205	1,536	147,804	28,465	13,218	41,682
Office Rent and Equipment	50,128	144,751	4,042	120,869	1,133	92,017	4,683	417,624	83,183	37,710	120,893
Materials Postage and Telephone	5,317	19,237	462	17,198	101	9,608	538	52,461	8,092	3,941	12,034
Miscellaneous Expenses	592	1,635	76	1,255	15	1,017	88	4,678	692	254	946
Expenditures	11,527,366	31,282,741	1,669,542	23,168,112	291,684	19,291,352	1,950,250	89,181,047	11,370,176	3,565,884	14,936,059
<i>Expenditure break down by function:</i>											
Program Costs	10,894,540	29,565,392	1,577,889	21,896,237	275,671	18,232,302	1,843,186	84,285,217	10,745,980	3,370,125	14,116,105
Communications and Outreach	255,312	692,862	36,978	513,136	6,460	427,272	43,195	1,975,216	251,831	78,979	330,809
Management & General	377,513	1,024,487	54,676	758,739	9,552	631,778	63,869	2,920,615	372,365	116,780	489,145
Total Administrative	632,825	1,717,349	91,654	1,271,875	16,013	1,059,050	107,064	4,895,830	624,196	195,759	819,955
Expenditures	11,527,366	31,282,741	1,669,542	23,168,112	291,684	19,291,352	1,950,250	89,181,047	11,370,176	3,565,884	14,936,059

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Efficiency electric kWh savings	25,837,472	80,810,913	8,452,735	93,524,840	3,650,410	24,563,314	15,283,719	252,123,402			
Renewables electric kWh generation									22,167,000	-	22,167,000

Energy Trust of Oregon

2022 Budget Detail by Funding Source and Program

Pacific Power

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Incentives	3,304,441	9,874,260		9,475,251		9,652,706		32,306,658	3,126,500	1,214,000	4,340,500
Program Delivery Contractors	1,917,038	5,233,477	1,176,839	3,727,669	196,882	4,334,845	1,375,492	17,962,242	115,404		115,404
Employee Salaries & Fringe Benefits	459,692	1,347,850	52,944	1,316,449	14,801	1,367,509	61,346	4,620,591	518,800	336,053	854,853
Agency Contractor Services	48,845	230,764	4,747	227,611	1,100	196,061	5,521	714,650	92,283	34,979	127,261
Planning and Evaluation Services	110,382	522,058	3,059	139,353	2,377	316,749	3,407	1,097,385	15,661	5,080	20,741
Advertising and Marketing Services	77,775	274,293	8,160	238,163	1,426	375,169	9,533	984,520	119,570	37,351	156,921
Other Professional Services	78,400	320,448	6,336	554,750	1,564	734,753	7,360	1,703,611	336,715	305,540	642,254
Travel, Meetings, Trainings & Conferences	9,740	26,769	1,057	23,094	244	27,365	1,229	89,497	10,017	5,055	15,072
Dues, Licenses and Fees	4,590	22,846	704	10,016	304	10,838	807	50,105	4,798	4,017	8,816
Software and Hardware	11,952	37,742	1,184	37,659	207	36,305	1,383	126,432	110,722	9,491	120,214
Depreciation & Amortization	9,413	29,681	994	29,495	197	28,667	1,159	99,606	11,261	7,348	18,609
Office Rent and Equipment	26,360	83,361	3,049	82,821	855	81,910	3,533	281,889	32,908	20,963	53,871
Materials Postage and Telephone	2,796	11,078	349	11,785	76	8,552	406	35,042	3,201	2,259	5,461
Miscellaneous Expenses	312	942	57	860	11	906	67	3,153	274	141	415
Expenditures	6,061,736	18,015,571	1,259,479	15,874,976	220,042	17,172,335	1,471,241	60,075,380	4,498,114	1,982,277	6,480,390
<i>Expenditure break down by function:</i>											
Program Costs	5,728,960	17,026,558	1,190,337	15,003,477	207,962	16,229,614	1,390,474	56,777,383	4,251,178	1,873,454	6,124,632
Communications and Outreach	134,258	399,016	27,895	351,605	4,874	380,339	32,586	1,330,572	99,626	43,904	143,530
Management & General	198,517	589,997	41,247	519,894	7,206	562,382	48,182	1,967,425	147,310	64,918	212,228
Total Administrative	332,775	989,013	69,142	871,499	12,080	942,721	80,768	3,297,997	246,936	108,822	355,758
Expenditures	6,061,736	18,015,571	1,259,479	15,874,976	220,042	17,172,335	1,471,241	60,075,380	4,498,114	1,982,277	6,480,390

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Efficiency electric kWh savings	15,977,321	53,293,712	6,376,016	56,337,471	2,753,817	40,727,607	11,529,823	186,995,767			
Renewables electric kWh generation									12,776,400	85,000	12,861,400

Energy Trust of Oregon

2022 Budget Detail by Funding Source and Program

NW Natural - Industrial

Expenditures Detail	New Buildings	Existing Buildings with MF	Industry and Agriculture	OPUC Efficiency
Incentives	64,658	2,126,750	1,407,070	3,598,478
Program Delivery Contractors	25,200	497,600	847,833	1,370,633
Employee Salaries & Fringe Benefits	7,952	233,676	224,429	466,056
Agency Contractor Services	845	40,041	38,834	79,719
Planning and Evaluation Services	2,996	78,393	25,073	106,462
Advertising and Marketing Services	1,346	47,563	40,601	89,510
Other Professional Services	1,354	55,607	82,541	139,502
Travel, Meetings, Trainings & Conferences	169	4,640	3,935	8,744
Dues, Licenses and Fees	79	3,964	1,707	5,750
Software and Hardware	207	6,544	6,421	13,172
Depreciation & Amortization	163	5,146	5,029	10,338
Office Rent and Equipment	456	14,454	14,121	29,032
Materials Postage and Telephone	48	1,921	2,010	3,979
Miscellaneous Expenses	5	163	146	315
Expenditures	105,478	3,116,463	2,699,749	5,921,690
<i>Expenditure break down by function:</i>				
Program Costs	99,688	2,945,376	2,551,539	5,596,603
Communications and Outreach	2,336	69,025	59,795	131,156
Management & General	3,454	102,062	88,415	193,931
Total Administrative	5,790	171,086	148,210	325,087
Expenditures	105,478	3,116,463	2,699,749	5,921,690

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	Industry and Agriculture	OPUC Efficiency
Efficiency gas therms savings	9,470	519,310	916,404	1,445,183

Energy Trust of Oregon

2022 Budget Detail by Funding Source and Program

NW Natural

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	772,639	2,827,937		459,669	8,299,043		12,359,287
Program Delivery Contractors	443,209	2,398,001	188,317	220,642	3,713,178	733,292	7,696,639
Employee Salaries & Fringe Benefits	107,718	465,378	8,472	67,711	1,185,264	32,704	1,867,248
Agency Contractor Services	11,441	79,744	760	11,716	170,144	2,943	276,748
Planning and Evaluation Services	41,984	156,725	489	7,564	309,774	1,816	518,353
Advertising and Marketing Services	18,233	94,724	1,306	12,249	326,017	5,082	457,611
Other Professional Services	18,347	110,744	1,014	24,903	638,727	3,924	797,658
Travel, Meetings, Trainings & Conferences	2,283	9,241	169	1,187	23,710	655	37,245
Dues, Licenses and Fees	1,075	7,895	113	515	9,386	430	19,414
Software and Hardware	2,801	13,032	189	1,937	31,466	737	50,164
Depreciation & Amortization	2,206	10,249	159	1,517	24,844	618	39,593
Office Rent and Equipment	6,177	28,786	488	4,260	71,005	1,883	112,600
Materials Postage and Telephone	656	3,826	56	606	7,408	216	12,768
Miscellaneous Expenses	73	325	9	44	782	35	1,269
Expenditures	1,428,843	6,206,607	201,541	814,522	14,810,747	784,337	24,246,597
<i>Expenditure break down by function:</i>							
Program Costs	1,350,402	5,865,879	190,477	769,807	13,997,672	741,279	22,915,516
Communications and Outreach	31,647	137,466	4,464	18,040	328,034	17,372	537,023
Management & General	46,794	203,262	6,600	26,675	485,041	25,686	794,058
Total Administrative	78,440	340,728	11,064	44,715	813,075	43,058	1,331,081
Expenditures	1,428,843	6,206,607	201,541	814,522	14,810,747	784,337	24,246,597

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Efficiency gas therms savings	346,195	1,095,911	443	338,860	2,087,934	2,061	3,871,404

Energy Trust of Oregon

2022 Budget Detail by Funding Source and Program

Cascade Natural Gas

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	99,731	886,581		263,572	771,636		2,021,521
Program Delivery Contractors	57,209	751,793	47,968	106,794	313,545	186,784	1,464,092
Employee Salaries & Fringe Benefits	13,888	145,883	2,158	36,862	105,600	8,330	312,721
Agency Contractor Services	1,475	24,998	194	6,378	15,159	750	48,953
Planning and Evaluation Services	5,232	48,941	125	4,118	13,522	463	72,401
Advertising and Marketing Services	2,351	29,693	333	6,669	28,155	1,294	68,495
Other Professional Services	2,365	34,715	258	13,557	56,907	999	108,802
Travel, Meetings, Trainings & Conferences	294	2,897	43	646	2,112	167	6,160
Dues, Licenses and Fees	139	2,475	29	280	836	110	3,868
Software and Hardware	361	4,085	48	1,055	2,803	188	8,541
Depreciation & Amortization	284	3,213	41	826	2,213	157	6,734
Office Rent and Equipment	796	9,024	124	2,319	6,326	480	19,070
Materials Postage and Telephone	85	1,199	14	330	660	55	2,343
Miscellaneous Expenses	9	102	2	24	70	9	216
Expenditures	184,221	1,945,598	51,337	443,432	1,319,545	199,786	4,143,917
<i>Expenditure break down by function:</i>							
Program Costs	174,107	1,838,789	48,518	419,088	1,247,105	188,818	3,916,426
Communications and Outreach	4,080	43,092	1,137	9,821	29,226	4,425	91,781
Management & General	6,033	63,717	1,681	14,522	43,214	6,543	135,710
Total Administrative	10,113	106,809	2,818	24,343	72,440	10,968	227,491
Expenditures	184,221	1,945,598	51,337	443,432	1,319,545	199,786	4,143,917
Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Efficiency gas therms savings	40,723	274,457	113	121,499	191,498	525	628,814

Energy Trust of Oregon

2022 Budget Detail by Funding Source and Program

Avista Gas

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	42,456	563,651		203,770	1,161,244		1,971,121
Program Delivery Contractors	24,354	477,958	22,329	25,782	517,050	86,946	1,154,418
Employee Salaries & Fringe Benefits	5,912	92,746	1,005	22,847	163,316	3,878	289,704
Agency Contractor Services	628	15,892	90	3,953	23,444	349	44,357
Planning and Evaluation Services	2,227	31,114	58	2,552	20,913	215	57,081
Advertising and Marketing Services	1,001	18,878	155	4,133	43,544	603	68,313
Other Professional Services	1,007	22,070	120	8,403	88,009	465	120,075
Travel, Meetings, Trainings & Conferences	125	1,842	20	401	3,267	78	5,732
Dues, Licenses and Fees	59	1,573	13	174	1,293	51	3,164
Software and Hardware	154	2,597	22	654	4,336	87	7,850
Depreciation & Amortization	121	2,042	19	512	3,423	73	6,191
Office Rent and Equipment	339	5,737	58	1,438	9,784	223	17,578
Materials Postage and Telephone	36	762	7	205	1,021	26	2,056
Miscellaneous Expenses	4	65	1	15	108	4	197
Expenditures	78,424	1,236,929	23,897	274,838	2,040,750	92,998	3,747,835
<i>Expenditure break down by function:</i>							
Program Costs	74,118	1,169,025	22,585	259,750	1,928,718	87,893	3,542,088
Communications and Outreach	1,737	27,396	529	6,087	45,199	2,060	83,008
Management & General	2,568	40,509	783	9,001	66,833	3,046	122,739
Total Administrative	4,305	67,905	1,312	15,088	112,032	5,105	205,747
Expenditures	78,424	1,236,929	23,897	274,838	2,040,750	92,998	3,747,835
Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency Division
Efficiency gas therms savings	20,391	193,666	53	98,864	264,812	244	578,031

Energy Trust of Oregon

2022 Budget Detail by Funding Source and Program

NW Natural Washington

Expenditures Detail	Washington
Incentives	1,761,614
Program Delivery Contractors	728,135
Employee Salaries & Fringe Benefits	387,626
Agency Contractor Services	24,218
Planning and Evaluation Services	29,905
Advertising and Marketing Services	20,250
Other Professional Services	69,609
Travel, Meetings, Trainings & Conferences	11,539
Dues, Licenses and Fees	48,909
Software and Hardware	10,298
Depreciation & Amortization	8,012
Office Rent and Equipment	22,680
Materials Postage and Telephone	2,375
Miscellaneous Expenses	190
Expenditures	3,125,358
<i>Expenditure break down by function:</i>	
Program Costs	2,953,783
Communications and Outreach	69,222
Management & General	102,353
Total Administrative	171,575
Expenditures	3,125,358

Energy Savings and Generation Detail	Washington
Efficiency gas therms savings	283,748

Capital Expenditure Budget

Description	Useful Lives / Depreciation Policy	2022	2023
Information Systems			
Servers and Storage	3 years	64,000	68,000
Software Development	3 years	250,000	-
Leashold Improvements			
none			
TOTAL CAPITAL PURCHASES		314,000	68,000

2021 Forecast Recap Spending and Savings

Program	Budget (\$M)			Electric		Gas	
	Electric	Gas	Total	Electric Savings Goal (aMW)	Levelized Cost per kWh	Annual Therms	Levelized Cost per Therm
Existing Buildings with MF	\$ 51.6	\$ 12.1	\$ 63.7	18.9	\$ 0.030	2,789,989	\$ 0.382
New Buildings	\$ 15.2	\$ 1.5	\$ 16.7	4.1	\$ 0.039	361,466	\$ 0.388
NEEA Commercial	\$ 3.3	\$ 0.3	\$ 3.6	1.1	\$ 0.059	608	\$ 36.503
Commercial Sector	\$ 70.0	\$ 14.0	\$ 84.0	24.0	\$ 0.032	3,152,062	\$ 0.391
Industry and Agriculture	\$ 35.6	\$ 3.7	\$ 39.4	14.8	\$ 0.029	1,546,347	\$ 0.232
NEEA - Industrial	\$ 0.0	\$ -	\$ 0.0	0.7	\$ 0.001	-	
Industry and Agriculture Sector	\$ 35.7	\$ 3.7	\$ 39.4	15.4	\$ 0.028	1,546,347	\$ 0.232
Residential	\$ 33.9	\$ 17.6	\$ 51.5	6.1	\$ 0.057	2,627,381	\$ 0.443
NEEA Residential	\$ 4.1	\$ 1.3	\$ 5.4	2.7	\$ 0.018	2,829	\$ 28.078
Residential Sector	\$ 38.0	\$ 18.9	\$ 56.9	8.8	\$ 0.046	2,630,210	\$ 0.474
Oregon Efficiency Programs	\$ 143.7	\$ 36.6	\$ 180.3	48.3	\$ 0.034	7,328,619	\$ 0.392
Solar	\$ 16.3		\$ 16.3	5.6	\$ 0.026		
Other Renewables	\$ 5.7		\$ 5.7	0.6	\$ 0.084		
Renewables Programs	\$ 22.0		\$ 22.0	6.2	\$ 0.031		
Commercial Washington		\$ 1.6	\$ 1.6			351,382	\$ 0.381
NEEA Commercial Washington		\$ -	\$ -			-	
Residential Washington		\$ 2.1	\$ 2.1			181,346	\$ 1.099
NEEA Residential Washington		\$ -	\$ -			-	
Washington Programs		\$ 3.6	\$ 3.6			532,728	\$ 0.607
Community Solar			\$ 0.3				
PGE Storage			\$ 0.1				
NWN Geo TLM Phase 3			\$ 0.0				
LMI			\$ 0.0				
Total Programs			\$ 206.3				

Energy Trust of Oregon
2021 Forecast Summary by Funding Source and Program

All Funding Sources

Expenditures Detail	OPUC Efficiency	OPUC Renewables	Washington	Community Solar	PGE Storage	NWN Geo TLM Phase 3	LMI	Community Solar, PGE Storage and Grants	Programs	Alt fund development
Incentives	99,649,782	15,946,849	2,242,630		60,000			60,000	117,899,261	
Program Delivery Contractors	54,898,741	631,070	751,062		-	-		-	56,280,873	
Employee Salaries & Fringe Benefits	12,845,838	2,437,642	394,026	220,465	38,121	5,517	2,606	266,710	15,944,216	10,287
Agency Contractor Services	1,862,434	164,189	16,907	1,903	553	15	7	2,478	2,046,007	
Planning and Evaluation Services	3,141,087	108,419	14,368	37	17	1	0	55	3,263,929	
Advertising and Marketing Services	2,449,652	367,037	19,279	2,943	692	30	14	3,679	2,839,647	
Other Professional Services	3,288,463	1,670,305	75,808	30,906	22,701	20	10	53,637	5,088,214	
Travel, Meetings, Trainings & Conferences	151,107	23,603	8,289	1,726	74	2	1	1,804	184,804	
Dues, Licenses and Fees	244,914	27,306	50,643	117	46	2	1	165	323,029	
Software and Hardware	497,778	408,603	13,050	7,116	3,150	5	2	10,273	929,703	
Depreciation & Amortization	275,251	43,077	7,411	4,660	883	3	1	5,548	331,287	
Office Rent and Equipment	860,067	172,192	24,959	18,628	3,532	12	6	22,177	1,079,396	
Materials Postage and Telephone	83,378	13,606	2,288	1,236	239	1	1	1,477	100,750	
Miscellaneous Expenses	9,434	1,343	211	63	15	0	0	79	11,066	
Expenditures	180,257,927	22,015,242	3,620,930	289,802	130,024	5,608	2,649	428,082	206,322,182	10,287
<i>Expenditure break down by function:</i>										
Program Costs	171,696,645	20,969,637	3,448,955	276,038	123,849	5,341	2,523	407,751	196,522,988	
Communications and Outreach	3,564,281	435,312	71,597	5,730	2,571	111	52	8,465	4,079,655	
Management & General	4,997,001	610,293	100,377	8,034	3,604	155	73	11,867	5,719,538	10,287
Total Administrative	8,561,282	1,045,606	171,975	13,764	6,175	266	126	20,332	9,799,194	
Expenditures	180,257,927	22,015,242	3,620,930	289,802	130,024	5,608	2,649	428,082	206,322,182	10,287

Energy Savings and Generation Detail	OPUC Efficiency	OPUC Renewables	Washington Programs			Total Company	
Efficiency electric kWh savings	422,889,688					422,889,688	
Efficiency gas therms savings	7,328,619		532,728			7,861,347	
Renewables electric kWh generation		54,141,302				54,141,302	

Energy Trust of Oregon
2021 Forecast Detail by Funding Source and Program

All Programs

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables	Washington Programs	Community Solar, PGE Storage and Grants	Programs
Incentives	8,358,483	37,313,270		24,607,551		29,370,479		99,649,782	12,018,914	3,927,935	15,946,849	2,242,630	60,000	117,899,261
Program Delivery Contractors	5,806,959	18,102,112	3,369,227	9,143,422	11,917	13,355,248	5,109,856	54,898,741	631,070		631,070	751,062	-	56,280,873
Employee Salaries & Fringe Benefits	1,327,119	4,087,932	128,241	3,025,236	8,650	4,082,013	186,646	12,845,838	1,606,601	831,042	2,437,642	394,026	266,710	15,944,216
Agency Contractor Services	119,050	809,846	9,753	421,168	166	487,785	14,666	1,862,434	137,716	26,473	164,189	16,907	2,478	2,046,007
Planning and Evaluation Services	496,601	1,116,338	3,671	583,599	1,512	935,234	4,132	3,141,087	53,826	54,593	108,419	14,368	55	3,263,929
Advertising and Marketing Services	204,107	619,053	18,959	479,557	126	1,099,153	28,697	2,449,652	274,542	92,495	367,037	19,279	3,679	2,839,647
Other Professional Services	197,217	917,531	13,942	616,243	556	1,522,315	20,659	3,288,463	989,158	681,147	1,670,305	75,808	53,637	5,088,214
Travel, Meetings, Trainings & Conferences	12,288	51,975	1,673	36,969	76	45,655	2,471	151,107	16,622	6,981	23,603	8,289	1,804	184,804
Dues, Licenses and Fees	21,168	136,370	2,273	33,176	537	48,451	2,941	244,914	16,056	11,251	27,306	50,643	165	323,029
Software and Hardware	55,911	153,841	2,884	108,709	19	172,050	4,365	497,778	386,412	22,190	408,603	13,050	10,273	929,703
Depreciation & Amortization	29,339	86,924	1,874	62,914	12	91,352	2,836	275,251	29,367	13,710	43,077	7,411	5,548	331,287
Office Rent and Equipment	79,966	284,498	7,490	218,837	50	257,889	11,337	860,067	117,390	54,803	172,192	24,959	22,177	1,079,396
Materials Postage and Telephone	8,427	26,667	729	19,904	5	26,542	1,104	83,378	8,941	4,665	13,606	2,288	1,477	100,750
Miscellaneous Expenses	874	3,282	160	2,148	1	2,726	242	9,434	965	377	1,343	211	79	11,066
Expenditures	16,717,509	63,709,639	3,560,875	39,359,433	23,626	51,496,893	5,389,952	180,257,927	16,287,581	5,727,662	22,015,242	3,620,930	428,082	206,322,182
<i>Expenditure break down by function:</i>														
Program Costs	15,923,518	60,683,774	3,391,752	37,490,072	22,504	49,051,067	5,133,958	171,696,645	15,514,008	5,455,629	20,969,637	3,448,955	407,751	196,522,988
Communications and Outreach	330,559	1,259,745	70,410	778,263	467	1,018,260	106,577	3,564,281	322,058	113,254	435,312	71,597	8,465	4,079,655
Management & General	463,433	1,766,120	98,712	1,091,098	655	1,427,566	149,417	4,997,001	451,514	158,779	610,293	100,377	11,867	5,719,538
Total Administrative	793,992	3,025,865	169,122	1,869,361	1,122	2,445,825	255,994	8,561,282	773,572	272,033	1,045,606	171,975	20,332	9,799,194
Expenditures	16,717,509	63,709,639	3,560,875	39,359,433	23,626	51,496,893	5,389,952	180,257,927	16,287,581	5,727,662	22,015,242	3,620,930	428,082	206,322,182

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables	Washington Programs	Total Company
Efficiency electric kWh savings	35,774,103	165,470,768	9,312,580	129,302,431	5,846,813	53,727,306	23,455,687	422,889,688					422,889,688
Efficiency gas therms savings	361,466	2,789,989	608	1,546,347	-	2,627,381	2,829	7,328,619				532,728	7,861,347
Renewables electric kWh generation									48,895,302	5,246,000	54,141,302		54,141,302

Energy Trust of Oregon
2021 Forecast Detail by Funding Source and Program

PGE

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Incentives	4,669,603	18,817,241		11,934,363		11,289,762		46,710,969	7,272,472	2,642,531	9,915,003
Program Delivery Contractors	3,258,617	9,274,413	1,758,071	4,246,605	6,793	4,816,824	2,222,492	25,583,815	362,904		362,904
Employee Salaries & Fringe Benefits	741,442	2,073,919	66,917	1,449,810	4,931	1,532,133	81,180	5,950,331	969,595	547,662	1,517,257
Agency Contractor Services	66,577	410,881	5,089	201,875	94	183,645	6,379	874,540	83,108	17,446	100,554
Planning and Evaluation Services	265,402	600,771	1,915	271,381	862	379,132	1,797	1,521,260	32,483	35,977	68,460
Advertising and Marketing Services	114,137	314,125	9,893	229,846	72	419,320	12,482	1,099,875	165,680	58,388	224,068
Other Professional Services	110,300	465,524	7,275	295,381	317	572,812	8,986	1,460,593	595,480	398,544	994,024
Travel, Meetings, Trainings & Conferences	6,870	26,373	873	17,719	43	17,201	1,075	70,154	10,031	4,197	14,228
Dues, Licenses and Fees	11,840	69,186	1,186	15,901	306	18,245	1,279	117,943	9,689	6,782	16,472
Software and Hardware	31,272	78,056	1,505	52,106	11	64,765	1,898	229,614	233,191	14,624	247,815
Depreciation & Amortization	16,409	44,105	978	30,155	7	34,394	1,234	127,282	17,723	9,035	26,758
Office Rent and Equipment	44,717	144,358	3,908	104,888	28	97,138	4,931	399,969	70,842	36,115	106,957
Materials Postage and Telephone	4,713	13,531	380	9,540	3	9,997	480	38,644	5,396	3,019	8,415
Miscellaneous Expenses	489	1,665	84	1,030	1	1,028	105	4,401	583	249	831
Expenditures	9,342,388	32,334,150	1,858,073	18,860,600	13,467	19,436,396	2,344,318	84,189,391	9,829,176	3,774,570	13,603,746
<i>Expenditure break down by function:</i>											
Program Costs	8,898,675	30,798,452	1,769,825	17,964,823	12,827	18,513,272	2,232,975	80,190,848	9,362,343	3,595,298	12,957,641
Communications and Outreach	184,729	639,350	36,740	372,935	266	384,320	46,355	1,664,696	194,355	74,635	268,990
Management & General	258,984	896,348	51,508	522,842	373	538,804	64,988	2,333,847	272,478	104,636	377,115
Total Administrative	443,713	1,535,698	88,248	895,777	640	923,124	111,342	3,998,543	466,833	179,272	646,105
Expenditures	9,342,388	32,334,150	1,858,073	18,860,600	13,467	19,436,396	2,344,318	84,189,391	9,829,176	3,774,570	13,603,746

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency Division	Solar	Other Renewables	OPUC Renewables Division
Efficiency electric kWh savings	21,444,575	104,943,743	5,308,170	70,214,094	3,332,683	22,936,365	13,369,741	241,549,372			
Renewables electric kWh generation	-	-	-	-	-	-	-	-	25,296,169	4,324,000	29,620,169

Energy Trust of Oregon
2021 Forecast Detail by Funding Source and Program

Pacific Power

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Incentives	2,918,251	11,685,032		10,619,183		8,192,233		33,414,699	4,746,442	1,285,404	6,031,846
Program Delivery Contractors	2,029,452	5,063,596	1,326,264	3,778,361	5,124	3,750,105	1,676,617	17,629,520	268,166		268,166
Employee Salaries & Fringe Benefits	463,189	1,235,079	50,481	1,290,719	3,720	1,136,708	61,241	4,241,136	637,005	283,379	920,385
Agency Contractor Services	41,573	244,622	3,839	179,674	71	136,204	4,812	610,795	54,607	9,027	63,635
Planning and Evaluation Services	168,425	333,305	1,445	245,137	650	287,491	1,356	1,037,809	21,343	18,616	39,959
Advertising and Marketing Services	71,270	187,017	7,463	204,569	54	307,797	9,416	787,586	108,862	34,107	142,970
Other Professional Services	68,874	277,154	5,488	262,897	239	424,838	6,779	1,046,269	393,678	282,603	676,281
Travel, Meetings, Trainings & Conferences	4,290	15,702	659	15,770	33	12,757	811	50,021	6,591	2,783	9,374
Dues, Licenses and Fees	7,393	41,191	895	14,152	231	13,532	965	78,358	6,366	4,469	10,835
Software and Hardware	19,527	46,472	1,135	46,375	8	48,035	1,432	162,984	153,221	7,567	160,788
Depreciation & Amortization	10,246	26,258	738	26,839	5	25,509	931	90,526	11,645	4,675	16,320
Office Rent and Equipment	27,922	85,945	2,948	93,354	21	72,045	3,720	285,955	46,548	18,687	65,235
Materials Postage and Telephone	2,943	8,056	287	8,491	2	7,414	362	27,555	3,545	1,646	5,192
Miscellaneous Expenses	305	991	63	916	0	763	80	3,119	383	129	511
Expenditures	5,833,661	19,250,419	1,401,704	16,786,438	10,159	14,415,432	1,768,520	59,466,334	6,458,405	1,953,092	8,411,496
<i>Expenditure break down by function:</i>											
Program Costs	5,556,593	18,336,128	1,335,131	15,989,172	9,677	13,730,776	1,684,525	56,642,003	6,151,665	1,860,330	8,011,996
Communications and Outreach	115,350	380,643	27,716	331,922	201	285,040	34,969	1,175,841	127,703	38,619	166,322
Management & General	161,717	533,648	38,857	465,343	282	399,616	49,026	1,648,490	179,036	54,142	233,178
Total Administrative	277,068	914,291	66,573	797,265	483	684,655	83,995	2,824,331	306,739	92,761	399,501
Expenditures	5,833,661	19,250,419	1,401,704	16,786,438	10,159	14,415,432	1,768,520	59,466,334	6,458,405	1,953,092	8,411,496

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency Division	Solar	Other Renewables	OPUC Renewables Division
Efficiency electric kWh savings	14,329,528	60,527,025	4,004,410	59,088,337	2,514,129	30,790,941	10,085,946	181,340,316			
Renewables electric kWh generation	-	-	-	-	-	-	-	-	23,599,132	922,000	24,521,132

Energy Trust of Oregon
2021 Forecast Detail by Funding Source and Program

NW Natural - Industrial

Expenditures Detail	New Buildings	Existing Buildings with MF	Industry and Agriculture	OPUC Efficiency
Incentives	30,988	2,052,552	1,424,319	3,507,860
Program Delivery Contractors	6,800	319,405	859,411	1,185,616
Employee Salaries & Fringe Benefits	3,551	174,591	204,950	383,092
Agency Contractor Services	319	34,615	28,520	63,454
Planning and Evaluation Services	1,799	40,756	48,289	90,844
Advertising and Marketing Services	547	26,444	32,496	59,487
Other Professional Services	528	39,215	41,727	81,470
Travel, Meetings, Trainings & Conferences	33	2,220	2,505	4,759
Dues, Licenses and Fees	57	5,829	2,248	8,134
Software and Hardware	150	6,574	7,362	14,086
Depreciation & Amortization	79	3,714	4,262	8,054
Office Rent and Equipment	214	12,155	14,826	27,195
Materials Postage and Telephone	23	1,139	1,349	2,510
Miscellaneous Expenses	2	140	146	288
Expenditures	45,089	2,719,352	2,672,409	5,436,850
<i>Expenditure break down by function:</i>				
Program Costs	42,948	2,590,197	2,545,484	5,178,628
Communications and Outreach	892	53,770	52,842	107,504
Management & General	1,250	75,384	74,083	150,717
Total Administrative	2,141	129,155	126,925	258,221
Expenditures	45,089	2,719,352	2,672,409	5,436,850

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	Industry and Agriculture	OPUC Efficiency Division
Efficiency gas therms savings	5,618	827,656	1,134,449	1,967,723

Energy Trust of Oregon
2021 Forecast Detail by Funding Source and Program

NW Natural

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	600,484	3,502,526		362,645	8,436,749		12,902,404
Program Delivery Contractors	415,745	2,527,215	207,452	173,717	4,113,942	881,641	8,319,711
Employee Salaries & Fringe Benefits	96,807	444,367	7,896	48,135	1,212,023	32,203	1,841,432
Agency Contractor Services	8,594	88,010	601	6,698	143,793	2,530	250,227
Planning and Evaluation Services	49,761	104,162	226	11,341	243,250	713	409,453
Advertising and Marketing Services	14,744	67,236	1,167	7,632	319,413	4,951	415,144
Other Professional Services	14,226	99,706	858	9,800	449,237	3,564	577,392
Travel, Meetings, Trainings & Conferences	889	5,645	103	588	13,440	426	21,093
Dues, Licenses and Fees	1,526	14,822	140	528	14,277	507	31,800
Software and Hardware	4,030	16,715	178	1,729	50,732	753	74,137
Depreciation & Amortization	2,116	9,444	115	1,001	26,927	489	40,092
Office Rent and Equipment	5,777	30,904	461	3,482	75,953	1,956	118,533
Materials Postage and Telephone	609	2,897	45	317	7,818	190	11,876
Miscellaneous Expenses	63	356	10	34	801	42	1,306
Expenditures	1,215,371	6,914,005	219,253	627,647	15,108,357	929,968	25,014,600
<i>Expenditure break down by function:</i>							
Program Costs	1,157,647	6,585,627	208,839	597,837	14,390,791	885,799	23,826,541
Communications and Outreach	24,032	136,712	4,335	12,411	298,741	18,388	494,619
Management & General	33,692	191,666	6,078	17,399	418,825	25,780	693,440
Total Administrative	57,724	328,378	10,413	29,810	717,566	44,168	1,188,059
Expenditures	1,215,371	6,914,005	219,253	627,647	15,108,357	929,968	25,014,600

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency Division
Efficiency gas therms savings	284,212	1,470,611	443	263,336	2,199,063	2,061	4,219,726

Energy Trust of Oregon
2021 Forecast Detail by Funding Source and Program

Cascade Natural Gas

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	95,089	807,574		229,854	652,129		1,784,646
Program Delivery Contractors	65,835	589,061	52,842	72,006	276,600	224,571	1,280,916
Employee Salaries & Fringe Benefits	15,122	102,801	2,011	27,090	87,866	8,203	243,094
Agency Contractor Services	1,358	20,382	153	3,770	10,546	645	36,853
Planning and Evaluation Services	7,663	23,997	58	6,383	11,078	182	49,360
Advertising and Marketing Services	2,329	15,571	297	4,295	22,987	1,261	46,741
Other Professional Services	2,247	23,090	219	5,515	32,948	908	64,928
Travel, Meetings, Trainings & Conferences	140	1,307	26	331	986	109	2,900
Dues, Licenses and Fees	241	3,432	36	297	1,047	129	5,183
Software and Hardware	637	3,871	45	973	3,721	192	9,439
Depreciation & Amortization	334	2,187	29	563	1,975	125	5,214
Office Rent and Equipment	913	7,157	117	1,960	5,571	498	16,216
Materials Postage and Telephone	96	671	11	178	573	48	1,579
Miscellaneous Expenses	10	82	3	19	59	11	184
Expenditures	192,016	1,601,185	55,848	353,234	1,108,086	236,881	3,547,250
<i>Expenditure break down by function:</i>							
Program Costs	182,896	1,525,137	53,195	336,458	1,055,457	225,630	3,378,774
Communications and Outreach	3,797	31,661	1,104	6,985	21,910	4,684	70,141
Management & General	5,323	44,387	1,548	9,792	30,718	6,567	98,335
Total Administrative	9,120	76,048	2,652	16,777	52,628	11,251	168,475
Expenditures	192,016	1,601,185	55,848	353,234	1,108,086	236,881	3,547,250

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency Division
Efficiency gas therms savings	44,073	334,510	113	97,152	193,430	524	669,802

Energy Trust of Oregon
2021 Forecast Detail by Funding Source and Program

Avista Gas

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	44,067	448,344		37,187	799,606		1,329,203
Program Delivery Contractors	30,510	328,421	24,597	13,321	397,777	104,535	899,162
Employee Salaries & Fringe Benefits	7,008	57,175	936	4,533	113,283	3,818	186,753
Agency Contractor Services	629	11,336	71	631	13,597	300	26,564
Planning and Evaluation Services	3,551	13,347	27	1,068	14,283	85	32,360
Advertising and Marketing Services	1,080	8,660	138	719	29,636	587	40,820
Other Professional Services	1,042	12,842	102	923	42,479	423	57,810
Travel, Meetings, Trainings & Conferences	65	727	12	55	1,271	51	2,181
Dues, Licenses and Fees	112	1,909	17	50	1,350	60	3,497
Software and Hardware	295	2,153	21	163	4,797	89	7,518
Depreciation & Amortization	155	1,216	14	94	2,546	58	4,083
Office Rent and Equipment	423	3,980	55	328	7,182	232	12,200
Materials Postage and Telephone	45	373	5	30	739	23	1,215
Miscellaneous Expenses	5	46	1	3	76	5	136
Expenditures	88,985	890,529	25,997	59,105	1,428,622	110,265	2,603,503
<i>Expenditure break down by function:</i>							
Program Costs	84,759	848,234	24,762	56,298	1,360,770	105,028	2,479,851
Communications and Outreach	1,760	17,609	514	1,169	28,248	2,180	51,480
Management & General	2,467	24,687	721	1,638	39,603	3,057	72,173
Total Administrative	4,226	42,295	1,235	2,807	67,852	5,237	123,652
Expenditures	88,985	890,529	25,997	59,105	1,428,622	110,265	2,603,503

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency Division
Efficiency gas therms savings	27,563	157,211	52	51,409	234,888	244	471,368

Energy Trust of Oregon
 2021 Forecast Detail by Funding Source and Program

NW Natural Washington

Expenditures Detail	Washington
Incentives	2,242,630
Program Delivery Contractors	751,062
Employee Salaries & Fringe Benefits	394,026
Agency Contractor Services	16,907
Planning and Evaluation Services	14,368
Advertising and Marketing Services	19,279
Other Professional Services	75,808
Travel, Meetings, Trainings & Conferences	8,289
Dues, Licenses and Fees	50,643
Software and Hardware	13,050
Depreciation & Amortization	7,411
Office Rent and Equipment	24,959
Materials Postage and Telephone	2,288
Miscellaneous Expenses	211
Expenditures	3,620,930
<i>Expenditure break down by function:</i>	
Program Costs	3,448,955
Communications and Outreach	71,597
Management & General	100,377
Total Administrative	171,975
Expenditures	3,620,930

Energy Savings and Generation Detail	Washington
Efficiency electric kWh savings	
Efficiency gas therms savings	532,728
Renewables electric kWh generation	

Budget Recap Expenditures and Energy Goals
 2023 Projection Recap Spending and Savings

Program	Budget (\$M)			Electric		Gas	
	Electric	Gas	Total	Electric Savings Goal (aMW)	Levelized Cost per kWh	Annual Therms	Levelized Cost per Therm
Existing Buildings with MF	\$ 54.4	\$ 13.7	\$ 68.1	16.8	\$ 0.036	2,469,115	\$ 0.499
New Buildings	\$ 18.0	\$ 1.8	\$ 19.8	4.9	\$ 0.037	396,875	\$ 0.401
NEEA Commercial	\$ 2.9	\$ 0.3	\$ 3.2	1.7	\$ 0.034	609	\$ 32.418
Commercial Sector	\$ 75.3	\$ 15.8	\$ 91.1	23.4	\$ 0.036	2,866,599	\$ 0.494
Industry and Agriculture	\$ 42.1	\$ 4.5	\$ 46.6	17.7	\$ 0.028	1,544,299	\$ 0.279
NEEA - Industrial	\$ 0.5	\$ -	\$ 0.5	0.7	\$ 0.012	-	
Industry and Agriculture Sector	\$ 42.6	\$ 4.5	\$ 47.1	18.5	\$ 0.027	1,544,299	\$ 0.279
Residential	\$ 38.0	\$ 18.8	\$ 56.8	8.0	\$ 0.057	2,505,415	\$ 0.498
NEEA Residential	\$ 3.4	\$ 1.1	\$ 4.5	3.1	\$ 0.013	2,830	\$ 23.272
Residential Sector	\$ 41.4	\$ 19.9	\$ 61.3	11.1	\$ 0.045	2,508,245	\$ 0.526
Oregon Efficiency Programs	\$ 159.3	\$ 40.2	\$ 199.5	52.9	\$ 0.035	6,919,143	\$ 0.459
Solar	\$ 15.8		\$ 15.8	3.2			
Other Renewables	\$ 4.2		\$ 4.2	0.3			
Renewables Programs	\$ 20.0		\$ 20.0	3.5			
Commercial Washington		\$ 1.3	\$ 1.3			165,798	\$ 0.699
NEEA Commercial Washington		\$ -	\$ -			-	
Residential Washington		\$ 1.7	\$ 1.7			124,105	\$ 0.965
NEEA Residential Washington		\$ -	\$ -			-	
Washington Programs		\$ 3.0	\$ 3.0			289,903	\$ 0.823
Community Solar			\$ 0.4				
PGE Storage			\$ 0.3				
NWN Geo TLM Phase 3			\$ 0.0				
LMI			\$ -				
Total Programs			\$ 223.2				

Energy Trust of Oregon
2023 Projection Summary by Funding Source and Program

All Funding Sources

Expenditures Detail	OPUC Efficiency	OPUC Renewables	Washington	Community Solar	PGE Storage	NWN Geo TLM Phase 3	Community Solar, PGE Storage and Grants	Programs
Incentives	107,728,417	12,983,540	1,606,628		165,000	-	165,000	122,483,586
Program Delivery Contractors	60,057,041	432,922	745,735		30,500	-	30,500	61,266,198
Employee Salaries & Fringe Benefits	15,384,172	2,845,236	400,982	295,484	58,368	31,831	385,683	19,016,072
Agency Contractor Services	2,502,897	227,674	19,112	13,351	2,823	1,164	17,338	2,767,021
Planning and Evaluation Services	3,581,677	95,882	16,675	45	34	4	83	3,694,316
Advertising and Marketing Services	3,382,478	544,597	20,797	2,785	12,088	256	15,129	3,963,000
Other Professional Services	4,560,134	2,055,300	79,514	48,306	22,698	348	71,352	6,766,300
Travel, Meetings, Trainings & Conferences	397,168	67,428	14,966	4,272	470	121	4,863	484,425
Dues, Licenses and Fees	174,675	33,838	49,159	195	130	18	342	258,014
Software and Hardware	443,752	444,335	11,360	9,846	3,638	855	14,338	913,785
Depreciation & Amortization	283,998	53,589	7,186	6,165	1,157	535	7,857	352,630
Office Rent and Equipment	865,826	167,918	21,964	19,207	3,565	1,666	24,438	1,080,146
Materials Postage and Telephone	99,951	15,164	2,092	1,505	298	131	1,934	119,140
Miscellaneous Expenses	9,555	1,182	168	68	21	6	94	11,000
Expenditures	199,471,742	19,968,603	2,996,338	401,228	300,786	36,937	738,951	223,175,634
<i>Expenditure break down by function:</i>								
Program Costs	188,512,334	18,871,485	2,831,713	379,184	284,260	34,907	698,351	210,913,883
Communications and Outreach	4,450,815	445,560	66,857	8,953	6,711	824	16,488	4,979,720
Management & General	6,508,593	651,558	97,768	13,092	9,814	1,205	24,111	7,282,030
Total Administrative	10,959,407	1,097,118	164,625	22,044	16,526	2,029	40,600	12,261,750
Expenditures	199,471,742	19,968,603	2,996,338	401,228	300,786	36,937	738,951	223,175,634

Energy Savings and Generation Detail	OPUC Efficiency	OPUC Renewables	Washington Programs			Total Company
Efficiency electric kWh savings	463,518,416					463,518,416
Efficiency gas therms savings	6,919,143		289,903			7,209,045
Renewables electric kWh generation		30,534,200				30,534,200

Energy Trust of Oregon
2023 Projection Detail by Funding Source and Program

All Programs

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables	Washington Programs	Community Solar, PGE Storage and Grants	Programs
Incentives	10,302,691	36,676,074		28,306,033		32,443,619		107,728,417	10,855,000	2,128,540	12,983,540	1,606,628	165,000	122,483,586
Program Delivery Contractors	6,491,568	21,202,442	2,995,448	10,859,418	457,865	13,844,461	4,205,840	60,057,041	432,922		432,922	745,735	30,500	61,266,198
Employee Salaries & Fringe Benefits	1,535,268	5,033,358	136,715	3,838,934	35,560	4,614,117	190,221	15,384,172	1,910,542	934,694	2,845,236	400,982	385,683	19,016,072
Agency Contractor Services	143,378	818,743	8,749	708,021	1,394	810,334	12,278	2,502,897	185,707	41,967	227,674	19,112	17,338	2,767,021
Planning and Evaluation Services	606,425	1,417,711	5,518	766,624	3,927	774,089	7,382	3,581,677	65,951	29,930	95,882	16,675	83	3,694,316
Advertising and Marketing Services	257,326	1,033,719	22,239	692,479	3,543	1,341,964	31,209	3,382,478	453,380	91,217	544,597	20,797	15,129	3,963,000
Other Professional Services	231,974	1,151,745	16,560	870,058	3,701	2,262,985	23,113	4,560,134	1,203,493	851,808	2,055,300	79,514	71,352	6,766,300
Travel, Meetings, Trainings & Conferences	41,649	130,488	3,640	91,205	753	124,347	5,087	397,168	51,328	16,099	67,428	14,966	4,863	484,425
Dues, Licenses and Fees	16,565	79,590	2,062	32,595	760	40,261	2,842	174,675	22,679	11,158	33,838	49,159	342	258,014
Software and Hardware	41,970	147,108	3,129	114,668	499	131,986	4,392	443,752	416,714	27,621	444,335	11,360	14,338	913,785
Depreciation & Amortization	26,836	94,034	2,129	73,024	387	84,607	2,981	283,998	36,206	17,383	53,589	7,186	7,857	352,630
Office Rent and Equipment	81,040	284,276	7,095	220,760	1,859	260,926	9,870	865,826	114,288	53,629	167,918	21,964	24,438	1,080,146
Materials Postage and Telephone	7,879	35,539	750	29,790	145	24,797	1,050	99,951	10,013	5,152	15,164	2,092	1,934	119,140
Miscellaneous Expenses	934	3,231	135	2,284	24	2,759	189	9,555	883	300	1,182	168	94	11,000
Expenditures	19,785,502	68,108,058	3,204,169	46,605,891	510,416	56,761,253	4,496,453	199,471,742	15,759,104	4,209,498	19,968,603	2,996,338	738,951	223,175,634
<i>Expenditure break down by function:</i>														
Program Costs	18,698,444	64,366,054	3,028,125	44,045,263	482,372	53,642,667	4,249,409	188,512,334	14,893,265	3,978,219	18,871,485	2,831,713	698,351	210,913,883
Communications and Outreach	441,474	1,519,696	71,495	1,039,918	11,389	1,266,514	100,329	4,450,815	351,633	93,927	445,560	66,857	16,488	4,979,720
Management & General	645,584	2,222,308	104,549	1,520,710	16,654	1,852,071	146,715	6,508,593	514,206	137,352	651,558	97,768	24,111	7,282,030
Total Administrative	1,087,058	3,742,003	176,044	2,560,628	28,043	3,118,586	247,045	10,959,407	865,839	231,279	1,097,118	164,625	40,600	12,261,750
Expenditures	19,785,502	68,108,058	3,204,169	46,605,891	510,416	56,761,253	4,496,453	199,471,742	15,759,104	4,209,498	19,968,603	2,996,338	738,951	223,175,634

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency Division	Solar	Other Renewables	OPUC Renewables Division	Washington Programs	Total Company
Efficiency electric kWh savings	42,937,510	147,001,882	14,827,945	155,341,713	6,404,226	70,191,597	26,813,543	463,518,416					463,518,416
Efficiency gas therms savings	396,875	2,469,115	609	1,544,299	-	2,505,415	2,830	6,919,143				289,903	7,209,045
Renewables electric kWh generation									28,042,200	2,492,000	30,534,200		30,534,200

Energy Trust of Oregon
2023 Projection Detail by Funding Source and Program

PGE

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Incentives	5,945,839	18,376,082		15,644,304		11,440,157		51,406,382	7,916,750	1,003,540	8,920,290
Program Delivery Contractors	3,869,137	10,846,437	1,559,996	5,497,522	260,983	4,775,627	1,823,327	28,633,030	302,010		302,010
Employee Salaries & Fringe Benefits	897,130	2,542,286	71,200	2,072,610	20,269	1,619,385	82,465	7,305,344	1,393,132	485,823	1,878,955
Agency Contractor Services	83,789	413,451	4,556	382,220	794	284,164	5,323	1,174,299	135,414	21,813	157,227
Planning and Evaluation Services	346,558	742,184	2,874	411,694	2,238	334,864	3,200	1,843,612	53,507	15,557	69,064
Advertising and Marketing Services	150,355	522,109	11,582	373,869	2,019	476,387	13,530	1,549,851	337,367	46,655	384,021
Other Professional Services	135,562	581,633	8,624	480,451	2,110	793,369	10,020	2,011,769	877,565	544,190	1,421,755
Travel, Meetings, Trainings & Conferences	24,336	65,911	1,896	49,243	429	43,647	2,205	187,668	37,428	9,452	46,880
Dues, Licenses and Fees	9,680	40,196	1,074	17,599	433	14,137	1,232	84,351	16,537	6,785	23,322
Software and Hardware	24,525	74,301	1,630	61,907	284	46,320	1,904	210,871	303,860	14,356	318,216
Depreciation & Amortization	15,681	47,495	1,109	39,425	221	29,693	1,292	134,916	26,401	9,035	35,436
Office Rent and Equipment	47,356	143,580	3,695	119,185	1,060	91,564	4,279	410,718	83,337	27,875	111,212
Materials Postage and Telephone	4,604	17,950	391	16,083	83	8,705	455	48,270	7,301	2,720	10,021
Miscellaneous Expenses	546	1,632	70	1,233	13	970	82	4,546	644	156	799
Expenditures	11,555,098	34,415,248	1,668,695	25,167,343	290,937	19,958,990	1,949,314	95,005,626	11,491,252	2,187,956	13,679,208
<i>Expenditure break down by function:</i>											
Program Costs	10,920,236	32,524,400	1,577,013	23,784,595	274,952	18,862,400	1,842,215	89,785,812	10,859,898	2,067,745	12,927,643
Communications and Outreach	257,829	767,908	37,234	561,559	6,492	445,345	43,495	2,119,861	256,404	48,820	305,224
Management & General	377,033	1,122,940	54,448	821,189	9,493	651,245	63,604	3,099,952	374,950	71,391	446,341
Total Administrative	634,862	1,890,848	91,682	1,382,748	15,985	1,096,590	107,100	5,219,814	631,354	120,211	751,565
Expenditures	11,555,098	34,415,248	1,668,695	25,167,343	290,937	19,958,990	1,949,314	95,005,626	11,491,252	2,187,956	13,679,208

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency Division	Solar	Other Renewables	OPUC Renewables Division
Efficiency electric kWh savings	26,052,123	88,497,514	8,451,929	96,098,929	3,650,410	25,347,412	15,283,719	263,382,036			
Renewables electric kWh generation	-	-	-	-	-	-	-	-	16,723,800	2,350,000	19,073,800

Energy Trust of Oregon
2023 Projection Detail by Funding Source and Program

Pacific Power

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency	Solar	Other Renewables	OPUC Renewables
Incentives	3,442,547	11,130,299		10,186,882		10,222,589		34,982,316	2,938,250	1,125,000	4,063,250
Program Delivery Contractors	2,038,444	5,815,131	1,176,839	4,032,264	196,882	4,436,986	1,375,492	19,072,037	130,911		130,911
Employee Salaries & Fringe Benefits	500,476	1,474,210	53,712	1,393,954	15,291	1,462,368	62,211	4,962,221	517,410	448,871	966,281
Agency Contractor Services	46,743	239,750	3,437	257,066	599	256,611	4,015	808,223	50,293	20,154	70,447
Planning and Evaluation Services	187,753	430,375	2,168	276,889	1,689	293,365	2,414	1,194,652	12,444	14,374	26,818
Advertising and Marketing Services	83,878	302,759	8,737	251,449	1,523	423,135	10,207	1,081,688	116,013	44,562	160,575
Other Professional Services	75,625	337,275	6,506	323,132	1,592	716,443	7,559	1,468,131	325,928	307,617	633,545
Travel, Meetings, Trainings & Conferences	13,576	38,220	1,430	33,119	324	39,415	1,664	127,748	13,901	6,647	20,548
Dues, Licenses and Fees	5,400	23,309	810	11,836	327	12,767	929	55,378	6,142	4,374	10,516
Software and Hardware	13,682	43,085	1,229	41,636	214	41,829	1,436	143,112	112,854	13,265	126,118
Depreciation & Amortization	8,748	27,541	836	26,516	166	26,814	975	91,596	9,805	8,348	18,153
Office Rent and Equipment	26,418	83,258	2,788	80,159	799	82,686	3,228	279,336	30,951	25,755	56,706
Materials Postage and Telephone	2,568	10,409	295	10,817	62	7,861	343	32,355	2,712	2,432	5,143
Miscellaneous Expenses	304	947	53	829	10	876	62	3,081	239	144	383
Expenditures	6,446,162	19,956,567	1,258,840	16,926,547	219,479	18,023,743	1,470,535	64,301,874	4,267,852	2,021,543	6,289,395
<i>Expenditure break down by function:</i>											
Program Costs	6,091,996	18,860,111	1,189,677	15,996,566	207,420	17,033,480	1,389,741	60,768,990	4,033,367	1,910,475	5,943,842
Communications and Outreach	143,833	445,291	28,089	377,682	4,897	402,164	32,812	1,434,768	95,229	45,107	140,335
Management & General	210,333	651,166	41,075	552,299	7,161	588,099	47,982	2,098,115	139,256	65,961	205,218
Total Administrative	354,166	1,096,457	69,163	929,981	12,059	990,263	80,794	3,532,884	234,485	111,068	345,553
Expenditures	6,446,162	19,956,567	1,258,840	16,926,547	219,479	18,023,743	1,470,535	64,301,874	4,267,852	2,021,543	6,289,395

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	NEEA - Industrial	Residential	NEEA Residential	OPUC Efficiency Division	Solar	Other Renewables	OPUC Renewables Division
Efficiency electric kWh savings	16,885,387	58,504,369	6,376,016	59,242,784	2,753,817	44,844,184	11,529,823	200,136,380			
Renewables electric kWh generation	-	-	-	-	-	-	-	-	11,318,400	142,000	11,460,400

Energy Trust of Oregon
2023 Projection Detail by Funding Source and Program

NW Natural - Industrial

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	OPUC Efficiency
Incentives	60,836	1,971,014		1,562,046	3,593,896
Program Delivery Contractors	25,981	480,396		899,620	1,405,997
Employee Salaries & Fringe Benefits	7,969	212,852		240,940	461,761
Agency Contractor Services	744	34,652		44,474	79,869
Planning and Evaluation Services	4,094	51,190		50,497	105,781
Advertising and Marketing Services	1,337	43,717		43,456	88,510
Other Professional Services	1,203	48,738		43,013	92,954
Travel, Meetings, Trainings & Conferences	216	5,517		5,722	11,455
Dues, Licenses and Fees	86	3,367		2,045	5,498
Software and Hardware	218	6,221		7,198	13,637
Depreciation & Amortization	139	3,977		4,583	8,700
Office Rent and Equipment	421	12,023		13,857	26,301
Materials Postage and Telephone	41	1,503		1,870	3,414
Miscellaneous Expenses	5	136		143	284
Expenditures	103,290	2,875,304		2,919,464	5,898,058
<i>Expenditure break down by function:</i>					
Program Costs	97,615	2,717,329	-	2,759,062	5,574,006
Communications and Outreach	2,305	64,157		65,142	131,603
Management & General	3,370	93,819		95,260	192,449
Total Administrative	5,675	157,975		160,402	324,052
Expenditures	103,290	2,875,304		2,919,464	5,898,058

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	OPUC Efficiency Division
Efficiency gas therms savings	32,395	538,865	-	990,191	1,561,451

Energy Trust of Oregon
2023 Projection Detail by Funding Source and Program

NW Natural

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	715,913	3,707,969		525,242	8,690,041		13,639,165
Program Delivery Contractors	471,277	2,684,039	188,317	242,523	3,786,202	733,292	8,105,650
Employee Salaries & Fringe Benefits	109,105	555,060	8,595	75,146	1,240,942	33,165	2,022,014
Agency Contractor Services	10,181	90,362	550	13,871	218,295	2,141	335,399
Planning and Evaluation Services	57,445	134,090	347	15,749	121,544	1,287	330,463
Advertising and Marketing Services	18,302	114,003	1,398	13,553	360,201	5,441	512,899
Other Professional Services	16,475	127,095	1,041	13,415	609,936	4,030	771,991
Travel, Meetings, Trainings & Conferences	2,961	14,387	229	1,785	33,433	887	53,681
Dues, Licenses and Fees	1,178	8,780	130	638	10,817	495	22,038
Software and Hardware	2,983	16,224	197	2,245	35,501	766	57,915
Depreciation & Amortization	1,907	10,370	134	1,430	22,756	520	37,116
Office Rent and Equipment	5,759	31,353	446	4,322	70,192	1,721	113,793
Materials Postage and Telephone	561	3,920	47	583	6,666	183	11,960
Miscellaneous Expenses	67	356	8	45	740	33	1,249
Expenditures	1,414,113	7,498,008	201,439	910,546	15,207,266	783,961	26,015,332
<i>Expenditure break down by function:</i>							
Program Costs	1,336,418	7,086,051	190,371	860,519	14,371,746	740,888	24,585,994
Communications and Outreach	31,553	167,303	4,495	20,317	339,320	17,493	580,480
Management & General	46,141	244,654	6,573	29,710	496,200	25,580	848,858
Total Administrative	77,694	411,957	11,067	50,027	835,520	43,072	1,429,338
Expenditures	1,414,113	7,498,008	201,439	910,546	15,207,266	783,961	26,015,332

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency Division
Efficiency gas therms savings	305,535	1,402,994	443	362,896	2,044,421	2,061	4,118,350

Energy Trust of Oregon
2023 Projection Detail by Funding Source and Program

Cascade Natural Gas

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	86,861	895,537		285,102	863,841		2,131,342
Program Delivery Contractors	60,832	841,468	47,968	144,361	318,553	186,784	1,599,966
Employee Salaries & Fringe Benefits	13,557	150,821	2,189	42,034	117,343	8,448	334,393
Agency Contractor Services	1,265	24,553	140	7,759	20,642	545	54,904
Planning and Evaluation Services	6,964	36,272	88	8,810	9,791	328	62,253
Advertising and Marketing Services	2,274	30,977	356	7,581	33,115	1,386	75,689
Other Professional Services	2,047	34,534	265	7,504	57,675	1,026	103,052
Travel, Meetings, Trainings & Conferences	368	3,909	58	998	3,161	226	8,721
Dues, Licenses and Fees	146	2,386	33	357	1,023	126	4,071
Software and Hardware	371	4,408	50	1,256	3,357	195	9,637
Depreciation & Amortization	237	2,818	34	800	2,152	132	6,173
Office Rent and Equipment	716	8,519	114	2,418	6,637	438	18,842
Materials Postage and Telephone	70	1,065	12	326	630	47	2,150
Miscellaneous Expenses	8	97	2	25	70	8	210
Expenditures	175,716	2,037,365	51,310	509,331	1,437,991	199,690	4,411,404
<i>Expenditure break down by function:</i>							
Program Costs	166,062	1,925,428	48,491	481,347	1,358,985	188,719	4,169,032
Communications and Outreach	3,921	45,460	1,145	11,365	32,086	4,456	98,432
Management & General	5,733	66,477	1,674	16,619	46,920	6,516	143,940
Total Administrative	9,654	111,937	2,819	27,984	79,006	10,971	242,372
Expenditures	175,716	2,037,365	51,310	509,331	1,437,991	199,690	4,411,404

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency Division
Efficiency gas therms savings	34,335	320,476	113	128,438	193,715	525	677,602

Energy Trust of Oregon
2023 Projection Detail by Funding Source and Program

Avista Gas

Expenditures Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency
Incentives	50,695	595,173		102,458	1,226,991		1,975,316
Program Delivery Contractors	25,896	534,970	22,329	43,128	527,093	86,946	1,240,361
Employee Salaries & Fringe Benefits	7,031	98,129	1,019	14,249	174,078	3,932	298,438
Agency Contractor Services	656	15,975	65	2,630	30,622	254	50,203
Planning and Evaluation Services	3,611	23,600	41	2,986	14,525	153	44,916
Advertising and Marketing Services	1,179	20,154	166	2,570	49,126	645	73,841
Other Professional Services	1,062	22,469	123	2,544	85,561	478	112,237
Travel, Meetings, Trainings & Conferences	191	2,543	27	338	4,690	105	7,895
Dues, Licenses and Fees	76	1,552	15	121	1,517	59	3,341
Software and Hardware	192	2,868	23	426	4,980	91	8,580
Depreciation & Amortization	123	1,833	16	271	3,192	62	5,497
Office Rent and Equipment	371	5,543	53	820	9,847	204	16,837
Materials Postage and Telephone	36	693	6	111	935	22	1,802
Miscellaneous Expenses	4	63	1	8	104	4	184
Expenditures	91,124	1,325,565	23,884	172,660	2,133,261	92,953	3,839,449
<i>Expenditure break down by function:</i>							
Program Costs	86,117	1,252,736	22,572	163,174	2,016,055	87,846	3,628,501
Communications and Outreach	2,033	29,577	533	3,853	47,599	2,074	85,670
Management & General	2,973	43,252	779	5,634	69,606	3,033	125,278
Total Administrative	5,007	72,829	1,312	9,486	117,206	5,107	210,948
Expenditures	91,124	1,325,565	23,884	172,660	2,133,261	92,953	3,839,449

Energy Savings and Generation Detail	New Buildings	Existing Buildings with MF	NEEA Commercial	Industry and Agriculture	Residential	NEEA Residential	OPUC Efficiency Division
Efficiency gas therms savings	24,610	206,779	53	62,775	267,279	244	561,740

Energy Trust of Oregon
 2023 Projection Detail by Funding Source and Program

NW Natural Washington

Expenditures Detail	Washington
Incentives	1,606,628
Program Delivery Contractors	745,735
Employee Salaries & Fringe Benefits	400,982
Agency Contractor Services	19,112
Planning and Evaluation Services	16,675
Advertising and Marketing Services	20,797
Other Professional Services	79,514
Travel, Meetings, Trainings & Conferences	14,966
Dues, Licenses and Fees	49,159
Software and Hardware	11,360
Depreciation & Amortization	7,186
Office Rent and Equipment	21,964
Materials Postage and Telephone	2,092
Miscellaneous Expenses	168
Expenditures	2,996,338
<i>Expenditure break down by function:</i>	
Program Costs	2,831,713
Communications and Outreach	66,857
Management & General	97,768
Total Administrative	164,625
Expenditures	2,996,338

Energy Savings and Generation Detail	Washington Programs
Efficiency electric kWh savings	
Efficiency gas therms savings	289,903
Renewables electric kWh generation	