

Energy Trust of Oregon
 2022 Forecast Summary of Expenditures and Energy Savings and Generation

| Program | Budget (\$M) | | | | | Electric | | Gas | |
|-----------------------------------|-----------------|----------------|-------------|------------------|-----------------|-----------------------------|------------------------|------------------|--------------------------|
| | Electric | Gas | Transport | Contracts/Grants | Total | Electric Savings Goal (aMW) | Levelized Cost per kWh | Annual Therms | Levelized Cost per Therm |
| Existing Buildings with MF | \$ 40.1 | \$ 13.7 | \$ - | \$ - | \$ 53.9 | 13.2 | \$ 0.037 | 1,963,453 | \$ 0.703 |
| New Buildings | \$ 15.0 | \$ 1.7 | \$ - | \$ - | \$ 16.7 | 4.3 | \$ 0.037 | 366,128 | \$ 0.414 |
| NEEA Commercial | \$ 2.7 | \$ 1.3 | \$ - | \$ - | \$ 4.0 | 1.4 | \$ 0.037 | 167,872 | \$ 1.280 |
| Commercial Sector | \$ 57.9 | \$ 16.7 | \$ - | \$ - | \$ 74.6 | 19.0 | \$ 0.037 | 2,497,453 | \$ 0.674 |
| Industry and Agriculture | \$ 33.7 | \$ 3.5 | \$ - | \$ - | \$ 37.2 | 17.3 | \$ 0.024 | 1,331,717 | \$ 0.258 |
| NEEA - Industrial | \$ 0.0 | \$ - | \$ - | \$ - | \$ 0.0 | 0.7 | \$ 0.001 | - | |
| Industry and Agriculture Sector | \$ 33.7 | \$ 3.5 | \$ - | \$ - | \$ 37.2 | 18.1 | \$ 0.023 | 1,331,717 | \$ 0.258 |
| Residential | \$ 36.0 | \$ 18.0 | \$ - | \$ - | \$ 54.0 | 7.0 | \$ 0.057 | 2,307,287 | \$ 0.510 |
| NEEA Residential | \$ 4.6 | \$ 0.4 | \$ - | \$ - | \$ 5.0 | 3.7 | \$ 0.015 | - | |
| Residential Sector | \$ 40.6 | \$ 18.4 | \$ - | \$ - | \$ 59.0 | 10.7 | \$ 0.043 | 2,307,287 | \$ 0.521 |
| Oregon Efficiency Programs | \$ 132.2 | \$ 38.6 | \$ - | \$ - | \$ 170.9 | 47.7 | \$ 0.033 | 6,136,457 | \$ 0.508 |
| Solar | \$ 16.2 | \$ - | \$ - | \$ 0.1 | \$ 16.3 | 5.9 | \$ 0.026 | - | |
| Other Renewables | \$ 5.5 | \$ - | \$ - | \$ - | \$ 5.5 | 0.1 | \$ 0.459 | - | |
| Renewables Programs | \$ 21.7 | \$ - | \$ - | \$ 0.1 | \$ 21.8 | 6.0 | \$ 0.034 | - | |
| Commercial Washington | \$ - | \$ - | \$ - | \$ - | \$ 1.6 | - | | 296,936 | \$ 0.465 |
| NEEA Commercial Washington | \$ - | \$ - | \$ - | \$ - | \$ - | - | | - | |
| Residential Washington | \$ - | \$ - | \$ - | \$ - | \$ 1.6 | - | | 136,648 | \$ 0.779 |
| NEEA Residential Washington | \$ - | \$ - | \$ - | \$ - | \$ - | - | | - | |
| Washington Programs | \$ - | \$ - | \$ - | \$ - | \$ 3.2 | 0.0 | | 433,585 | \$ 0.577 |
| Community Solar | \$ - | \$ - | \$ - | \$ 0.4 | \$ 0.4 | | | | |
| PGE Storage | \$ - | \$ - | \$ - | \$ 0.3 | \$ 0.3 | | | | |
| LMI | \$ - | \$ - | \$ - | \$ - | \$ 0.0 | | | | |
| NWN Geo TLM Phase 3 | \$ - | \$ - | \$ - | \$ 0.2 | \$ 0.2 | | | | |
| NREL Program | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| SALMON Program | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| FEMA Program | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| PGE Inverter | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| ODOE Cooling | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| FlexFeeder | \$ - | \$ - | \$ - | \$ - | \$ - | | | | |
| Development | \$ - | \$ - | \$ - | \$ - | \$ 0.0 | | | | |
| Total Company | \$ 153.8 | \$ 38.6 | \$ - | \$ 1.0 | \$ 196.8 | | | | |

Energy Trust of Oregon
2022 Forecast Income Statement by Funding Source

| | Oregon OPUC Efficiency Funders | | | | | | | Oregon OPUC Renewables | | | Other Funding Sources | | | | | | | | | | | | |
|---|--------------------------------|-------------|-----------|------------|-----------|-----------|------------------------------|------------------------|-------------|------------------|-----------------------|---------|-----------------|-------------|-------------|------------|--------------|------------|--------------|--------------|------------------|---------------------------|-------------|
| | PGE | PAC | NWN IND | NWN | CNG | AVI | Total Oregon OPUC Efficiency | PGE | PAC | Total Renewables | Washington | LMI | Community Solar | PGE storage | NWN TLM GEO | NREL GRANT | SALMON GRANT | FEMA GRANT | PGE INVERTER | ODOE COOLING | Fund Development | Investments / Contingency | TOTAL |
| Net Assets Beginning of Year | 20,630,499 | 7,261,139 | 1,612,433 | 1,085,090 | 2,792,469 | 298,937 | 33,680,567 | 13,708,298 | 5,876,048 | 19,584,346 | 551,994 | (1,305) | 514,905 | 21,942 | 95,482 | - | - | - | - | - | (1,869) | 10,282,783 | 64,728,845 |
| Revenue | 84,649,846 | 58,005,819 | 5,521,057 | 27,413,709 | 4,213,883 | 4,943,291 | 184,747,605 | 9,758,480 | 7,004,618 | 16,763,098 | 3,150,874 | 1,963 | 493,861 | 252,952 | 429,464 | 12,000 | - | - | 36,395 | - | - | 195,937 | 206,084,148 |
| Incentives | 40,858,912 | 24,439,896 | 2,938,942 | 12,458,329 | 1,983,057 | 1,436,435 | 84,115,571 | 10,446,095 | 4,037,329 | 14,577,424 | 1,838,478 | - | - | 126,000 | 41,975 | - | - | - | - | - | - | - | 60,920,462 |
| Program Delivery Contractors | 28,120,002 | 17,680,447 | 1,497,166 | 9,182,744 | 1,669,144 | 1,123,209 | 59,272,713 | 538,547 | 279,325 | 817,872 | 732,147 | - | - | 26,400 | 71,330 | - | - | - | - | - | - | - | 60,920,462 |
| Expenditures | 82,138,966 | 50,044,792 | 5,271,875 | 25,971,380 | 4,321,277 | 3,041,521 | 170,789,812 | 15,550,313 | 6,104,880 | 21,779,604 | 3,211,546 | 1,622 | 382,920 | 267,073 | 186,501 | 15,986 | 26,874 | 3,690 | 20,833 | 7,422 | 25,093 | - | 196,718,975 |
| Operating Net Income | 2,510,879 | 7,961,027 | 249,183 | 1,442,329 | (107,394) | 1,901,770 | 13,957,794 | (5,791,833) | 899,739 | (5,016,506) | (60,672) | 341 | 110,940 | (14,121) | 242,963 | (3,986) | (26,874) | (3,690) | 15,562 | (7,422) | (25,093) | 195,937 | 9,365,173 |
| Interest Income Distribution | 23,533 | 11,989 | 1,545 | 4,832 | 3,121 | 896 | 45,917 | 12,336 | 5,724 | 18,060 | 523 | (1) | 482 | 21 | 234 | (10) | - | (2) | (1) | - | 16 | (65,198) | 39 |
| Net Assets | 23,164,911 | 15,234,156 | 1,863,160 | 2,532,250 | 2,688,196 | 2,201,603 | 47,684,277 | 7,928,800 | 6,701,511 | 14,589,900 | 491,844 | (964) | 626,327 | 7,841 | 338,679 | (3,996) | (26,874) | (3,691) | 15,561 | (7,422) | (26,946) | 10,413,521 | 74,094,057 |
| less: Renewables Dedicated | | | | | | | | (1,336,617) | (1,370,324) | (2,706,941) | | | | | | | | | | | | | |
| Renewables funds yet to be dedicated for future periods | | | | | | | | 6,592,184 | 5,411,187 | 11,878,959 | | | | | | | | | | | | | |
| Reportable Energy | 262,230,746 | 155,721,109 | 1,532,890 | 3,515,339 | 624,105 | 464,123 | | 32,508,534 | 19,910,067 | 52,418,602 | 433,585 | | | | | | | | | | | | |

Energy Trust of Oregon
2022 Projection Summary by Funding Source

All

| Expenditures Detail | OPUC Efficiency | OPUC Renewables | Washington | Contracts/ Grants | Development | Total Company |
|--|--------------------|--------------------|------------------|----------------------|---------------|--------------------|
| Incentives | 84,177,842 | 14,577,424 | 1,838,478 | 167,975 | | 100,761,719 |
| Program Delivery Contractors | 59,272,713 | 817,872 | 732,147 | 97,730 | | 60,920,462 |
| Employee Salaries & Fringe Benefits | 13,637,482 | 2,803,094 | 403,248 | 417,450 | 25,093 | 17,286,367 |
| Agency Contractor Services | 1,758,355 | 457,340 | 21,186 | 102,218 | | 2,339,099 |
| Planning and Evaluation Services | 3,488,249 | 115,764 | 25,485 | 176 | | 3,629,674 |
| Advertising and Marketing Services | 3,128,826 | 506,747 | 22,524 | 21,403 | | 3,679,500 |
| Other Professional Services | 3,524,028 | 1,817,517 | 70,697 | 51,887 | | 5,464,128 |
| Travel, Meetings, Trainings & Conferences | 249,864 | 50,183 | 11,080 | 3,723 | | 314,850 |
| Dues, Licenses and Fees | 208,351 | 30,940 | 50,318 | 387 | | 289,996 |
| Software and Hardware | 437,101 | 402,688 | 10,140 | 15,354 | | 865,283 |
| Depreciation & Amortization | 0 | (0) | (0) | 0 | | 327,376 |
| Office Rent and Equipment | 864,479 | 180,429 | 23,559 | 31,678 | | 1,100,146 |
| Materials Postage and Telephone | 107,222 | 18,147 | 2,479 | 2,802 | | 130,650 |
| Miscellaneous Expenses | 9,697 | 1,460 | 206 | 138 | | 11,500 |
| Expenditures | 170,864,209 | 21,779,604 | 3,211,546 | 912,921 | 25,093 | 197,120,748 |
| <i>Expenditure break down by function:</i> | | | | | | |
| Program Costs | 161,486,136 | 20,584,206 | 3,035,277 | 615,850 | | |
| Communications and Outreach | 3,931,278 | 501,110 | 73,892 | 21,005 | | 4,527,284 |
| Management & General | 5,446,795 | 694,288 | 102,377 | 29,102 | | 6,272,563 |
| Total Administrative | 9,378,073 | 1,195,398 | 176,269 | 50,107 | | 10,799,847 |
| Expenditures | 170,864,209 | 21,779,604 | 3,211,546 | 912,921 | 25,093 | 197,120,748 |

| Energy Savings and Generation Detail | OPUC Efficiency Division | OPUC Renewables Division | Washington Programs | Contracts/ Grants | Development | Total Company |
|--------------------------------------|--------------------------------|--------------------------------|------------------------|----------------------|-------------|---------------|
| Efficiency electric kWh savings | 417,951,856 | | | | | 417,951,856 |
| Efficiency gas therms savings | 6,136,457 | | 433,585 | | | 6,570,042 |
| Renewables electric kWh generation | | 52,418,602 | | | | 52,418,602 |

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

All

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | | | | | |
|--|-------------------|----------------------------|------------------|--------------------------|-------------------|-------------------|------------------|--------------------|-------------------|------------------|-------------------|------------------|--------------|-----------------|----------------|---------------------|---------------|----------------|--------------|---------------|--------------|------------|------------------|-------------|---------------|---------|----------------|----------------|--------------------|--------------------|--|
| Incentives | 8,277,270 | 25,124,508 | | 20,786,710 | | 29,989,354 | | 84,177,842 | 11,282,616 | 3,294,808 | 14,577,424 | 1,838,478 | | | | | | | | | | | | | | 167,975 | | 100,761,719 | | | |
| Program Delivery Contractors | 6,028,459 | 19,733,421 | 3,737,784 | 10,585,957 | 7,746 | 14,478,548 | 4,700,799 | 59,272,713 | 817,872 | | 817,872 | 732,147 | | | | | | | | | | | | | | | | 97,730 | 60,920,462 | | |
| Employee Salaries & Fringe Benefits | 1,317,062 | 4,219,591 | 165,930 | 3,292,528 | 17,525 | 4,414,426 | 210,419 | 13,637,482 | 1,853,739 | 949,355 | 2,803,094 | 403,248 | 1,591 | 265,607 | 43,378 | 52,468 | 15,686 | 26,371 | 3,621 | 1,446 | 7,283 | | | | | | 25,093 | 17,286,367 | | | |
| Agency Contractor Services | 122,648 | 652,426 | 13,215 | 440,263 | 909 | 512,185 | 16,709 | 1,758,355 | 365,456 | 91,883 | 457,340 | 21,186 | 5 | 48,059 | 30,416 | 4,514 | 49 | 82 | 11 | 19,060 | 23 | | | | | | | 102,218 | 2,339,099 | | |
| Planning and Evaluation Services | 347,116 | 1,582,188 | 8,622 | 335,358 | 5,896 | 1,197,629 | 11,438 | 3,488,249 | 67,741 | 48,023 | 115,764 | 25,485 | 0 | 74 | 52 | 36 | 3 | 5 | 1 | 4 | 1 | | | | | | | 176 | 3,629,674 | | |
| Advertising and Marketing Services | 252,470 | 959,993 | 27,996 | 634,398 | 252 | 1,222,488 | 35,229 | 3,128,826 | 404,452 | 102,295 | 506,747 | 22,524 | 11 | 2,686 | 16,873 | 1,308 | 112 | 188 | 26 | 146 | 52 | | | | | | | 21,403 | 3,679,500 | | |
| Other Professional Services | 233,507 | 1,000,535 | 18,020 | 696,432 | 1,496 | 1,551,226 | 22,810 | 3,524,028 | 964,479 | 853,038 | 1,817,517 | 70,697 | 7 | 33,911 | 16,306 | 1,359 | 65 | 109 | 15 | 85 | 30 | | | | | | | 51,887 | 5,464,128 | | |
| Travel, Meetings, Trainings & Conferences | 26,519 | 85,185 | 2,866 | 52,561 | 170 | 78,943 | 3,621 | 248,864 | 34,053 | 16,130 | 50,183 | 11,080 | 1 | 3,061 | 261 | 349 | 11 | 18 | 2 | 14 | 5 | | | | | | | | 3,723 | 314,850 | |
| Dues, Licenses and Fees | 19,920 | 107,224 | 2,605 | 91,330 | 847 | 44,063 | 3,361 | 208,351 | 18,787 | 12,153 | 30,940 | 50,318 | 1 | 171 | 105 | 62 | 6 | 10 | 1 | 8 | 3 | | | | | | | | 387 | 289,996 | |
| Software and Hardware | 34,826 | 118,462 | 3,727 | 93,725 | 34 | 181,638 | 4,690 | 437,101 | 376,675 | 25,813 | 402,888 | 10,140 | 2 | 8,261 | 3,340 | 3,681 | 15 | 25 | 3 | 19 | 7 | | | | | | | | 16,354 | 865,283 | |
| Depreciation & Amortization | (0) | 0 | (0) | 0 | 0 | (0) | (0) | 0 | (0) | 0 | (0) | (0) | - | 0 | (0) | 0 | 0 | - | 0 | (0) | 0 | | | | | | | | 0 | 327,376 | |
| Office Rent and Equipment | 81,206 | 276,850 | 9,790 | 217,657 | 1,049 | 265,511 | 12,417 | 864,479 | 120,308 | 60,121 | 180,429 | 23,559 | 3 | 19,320 | 3,588 | 8,608 | 34 | 57 | 8 | 44 | 16 | | | | | | | | 31,678 | 1,100,146 | |
| Materials Postage and Telephone | 8,561 | 36,898 | 1,152 | 31,167 | 56 | 27,934 | 1,454 | 107,222 | 11,791 | 6,356 | 18,147 | 2,479 | 0 | 1,693 | 332 | 756 | 4 | 7 | 1 | 6 | 2 | | | | | | | | 2,802 | 130,650 | |
| Miscellaneous Expenses | 939 | 3,072 | 193 | 2,205 | 5 | 3,039 | 244 | 9,697 | 1,046 | 413 | 1,460 | 206 | 0 | 77 | 22 | 35 | 1 | 1 | 0 | 1 | 0 | | | | | | | | 138 | 11,500 | |
| Expenditures | 16,749,504 | 53,896,354 | 3,991,901 | 37,200,291 | 35,984 | 53,966,984 | 5,023,192 | 170,864,209 | 16,319,216 | 5,460,389 | 21,779,604 | 3,211,546 | 1,622 | 382,920 | 267,073 | 186,501 | 15,986 | 26,874 | 3,690 | 20,833 | 7,422 | | | | | | | 912,921 | 25,093 | 197,120,748 | |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Program Costs | 15,830,189 | 50,938,193 | 3,772,801 | 35,158,511 | 34,009 | 51,004,945 | 4,747,488 | 161,486,136 | 15,423,517 | 5,160,689 | 20,584,206 | 3,035,277 | 1,533 | 361,903 | 252,414 | | | | | | | | | | | | | | | 615,850 | |
| Communications and Outreach | 385,376 | 1,240,058 | 91,846 | 855,912 | 828 | 1,241,683 | 115,575 | 3,931,278 | 375,476 | 125,634 | 501,110 | 73,892 | 37 | 8,810 | 6,145 | 4,291 | 368 | 618 | 85 | 479 | 171 | | | | | | | | 21,005 | 4,527,284 | |
| Management & General | 533,939 | 1,718,103 | 127,253 | 1,185,868 | 1,147 | 1,720,355 | 160,128 | 5,446,795 | 520,223 | 174,066 | 694,288 | 102,377 | 52 | 12,207 | 8,514 | 5,945 | 510 | 857 | 118 | 664 | 237 | | | | | | | | 29,102 | 6,272,563 | |
| Total Administrative | 919,315 | 2,958,162 | 219,100 | 2,041,780 | 1,975 | 2,962,038 | 275,704 | 9,378,073 | 895,698 | 299,700 | 1,195,398 | 176,269 | 89 | 21,017 | 14,659 | 10,236 | 877 | 1,475 | 203 | 1,143 | 407 | | | | | | | 50,107 | 10,799,847 | | |
| Expenditures | 16,749,504 | 53,896,354 | 3,991,901 | 37,200,291 | 35,984 | 53,966,984 | 5,023,192 | 170,864,209 | 16,319,216 | 5,460,389 | 21,779,604 | 3,211,546 | 1,622 | 382,920 | 267,073 | 186,501 | 15,986 | 26,874 | 3,690 | 20,833 | 7,422 | | | | | | 912,921 | 25,093 | 197,120,748 | | |

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | | | | |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------------|-------------|------------------|--------------------------|------------|------------------|--------------------------|---------------------|-----|-----------------|-------------|---------------------|--------------|----------------|--------------|--------------|--------------|------------|------------------|-------------|---------------|--|--|--|------------|-------------|
| Efficiency electric kWh savings | 37,586,500 | 115,991,622 | 12,515,549 | 151,894,158 | 6,363,768 | 61,323,378 | 32,276,881 | 417,951,856 | | | 6,136,457 | | | | | | | | | | | | | | | | | | | 417,951,856 |
| Efficiency gas therms savings | 366,128 | 1,963,453 | 167,872 | 1,331,717 | - | 2,307,267 | - | 6,136,457 | | | | 433,585 | | | | | | | | | | | | | | | | | | 6,570,042 |
| Renewables electric kWh generation | | | | | | | | | 51,496,602 | 922,000 | 52,418,602 | | | | | | | | | | | | | | | | | | 52,418,602 | |

Energy Trust of Oregon
2022 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 | 4,374,504 | 12,419,242 | | 11,940,091 | | 12,125,076 | | 40,858,912 | 8,129,611 | 2,316,484 | 10,446,095 |
| Program Delivery Contractors | 3,195,479 | 9,896,783 | 1,457,295 | 5,286,451 | 4,415 | 5,806,018 | 2,473,562 | 28,120,002 | 538,547 | | 538,547 |
| Employee Salaries & Fringe Benefits | 696,527 | 2,101,351 | 64,693 | 1,808,243 | 9,989 | 1,776,526 | 110,723 | 6,568,051 | 1,379,444 | 653,096 | 2,032,540 |
| Agency Contractor Services | 64,859 | 324,726 | 5,152 | 241,774 | 518 | 205,985 | 8,792 | 851,807 | 265,124 | 61,813 | 326,937 |
| Planning and Evaluation Services | 172,889 | 835,711 | 3,362 | 183,404 | 3,361 | 500,700 | 6,019 | 1,705,445 | 52,697 | 26,915 | 79,612 |
| Advertising and Marketing Services | 133,504 | 475,950 | 10,915 | 348,409 | 144 | 487,739 | 18,538 | 1,475,199 | 299,223 | 67,430 | 366,653 |
| Other Professional Services | 123,501 | 497,955 | 7,026 | 391,964 | 853 | 623,374 | 12,003 | 1,656,676 | 721,709 | 549,713 | 1,271,422 |
| Travel, Meetings, Trainings & Conferences | 14,024 | 42,412 | 1,117 | 28,867 | 97 | 31,767 | 1,905 | 120,190 | 24,826 | 9,253 | 34,079 |
| Dues, Licenses and Fees | 10,007 | 53,361 | 1,016 | 17,207 | 483 | 17,731 | 1,769 | 101,573 | 13,701 | 8,000 | 21,701 |
| Software and Hardware | 18,416 | 58,981 | 1,453 | 51,472 | 19 | 73,036 | 2,468 | 205,845 | 268,054 | 17,757 | 285,812 |
| Depreciation & Amortization | (0) | 0 | (0) | - | (0) | (0) | - | - | 0 | (0) | 0 |
| Office Rent and Equipment | 42,942 | 137,837 | 3,817 | 119,534 | 598 | 106,831 | 6,534 | 418,094 | 91,316 | 41,360 | 132,675 |
| Materials Postage and Telephone | 4,527 | 18,370 | 449 | 17,116 | 32 | 11,244 | 765 | 52,503 | 8,890 | 4,297 | 13,187 |
| Miscellaneous Expenses | 496 | 1,531 | 75 | 1,211 | 3 | 1,225 | 128 | 4,669 | 770 | 284 | 1,055 |
| Expenditures | 8,851,675 | 26,864,209 | 1,556,370 | 20,435,744 | 20,511 | 21,767,252 | 2,643,205 | 82,138,966 | 11,793,911 | 3,756,402 | 15,550,313 |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | |
| Program Costs | 8,365,841 | 25,389,737 | 1,470,947 | 19,314,105 | 19,385 | 20,572,532 | 2,498,130 | 77,630,677 | 11,146,589 | 3,550,228 | 14,696,817 |
| Communications and Outreach | 203,661 | 618,097 | 35,809 | 470,190 | 472 | 500,825 | 60,815 | 1,889,870 | 271,357 | 86,428 | 357,785 |
| Management & General | 282,173 | 856,375 | 49,614 | 651,449 | 654 | 693,895 | 84,260 | 2,618,419 | 375,965 | 119,746 | 495,712 |
| Total Administrative | 485,834 | 1,474,472 | 85,423 | 1,121,639 | 1,126 | 1,194,720 | 145,075 | 4,508,289 | 647,322 | 206,174 | 853,496 |
| Expenditures | 8,851,675 | 26,864,209 | 1,556,370 | 20,435,744 | 20,511 | 21,767,252 | 2,643,205 | 82,138,966 | 11,793,911 | 3,756,402 | 15,550,313 |

| 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 | 21,876,833 | 75,940,321 | 7,133,863 | 111,239,619 | 3,627,347 | 24,014,940 | 18,397,822 | 262,230,746 | | | |
| Efficiency gas therms savings | - | - | - | - | - | - | - | - | | | |
| Renewables electric kWh generation | | | | | | | | | 32,508,534 | - | 32,508,534 |

Energy Trust of Oregon
2022 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 | 3,062,472 | 6,377,624 | | 7,178,980 | | 7,820,819 | | 24,439,896 | 3,059,005 | 978,324 | 4,037,329 |
| Program Delivery Contractors | 2,225,074 | 4,614,040 | 1,099,363 | 3,990,609 | 3,331 | 3,882,010 | 1,866,020 | 17,680,447 | 279,325 | | 279,325 |
| Employee Salaries & Fringe Benefits | 486,374 | 1,034,660 | 48,804 | 1,172,454 | 7,536 | 1,158,172 | 83,528 | 3,991,527 | 459,747 | 296,259 | 756,006 |
| Agency Contractor Services | 45,302 | 159,938 | 3,887 | 156,765 | 391 | 134,344 | 6,633 | 507,259 | 97,536 | 30,070 | 127,606 |
| Planning and Evaluation Services | 120,758 | 411,614 | 2,536 | 118,918 | 2,535 | 320,036 | 4,541 | 980,938 | 14,594 | 21,108 | 35,702 |
| Advertising and Marketing Services | 93,249 | 234,420 | 8,234 | 225,906 | 109 | 317,018 | 13,985 | 892,921 | 102,336 | 34,866 | 137,202 |
| Other Professional Services | 86,262 | 245,259 | 5,300 | 254,147 | 643 | 406,567 | 9,055 | 1,007,234 | 236,666 | 303,325 | 539,991 |
| Travel, Meetings, Trainings & Conferences | 9,795 | 20,889 | 843 | 18,717 | 73 | 20,719 | 1,437 | 72,474 | 8,965 | 6,877 | 15,842 |
| Dues, Licenses and Fees | 6,989 | 26,282 | 766 | 11,157 | 364 | 11,565 | 1,334 | 58,457 | 4,942 | 4,153 | 9,095 |
| Software and Hardware | 12,863 | 29,050 | 1,096 | 33,374 | 14 | 47,634 | 1,862 | 125,894 | 106,674 | 8,055 | 114,729 |
| Depreciation & Amortization | - | 0 | - | (0) | 0 | (0) | 0 | 0 | - | (0) | - |
| Office Rent and Equipment | 29,994 | 67,889 | 2,880 | 77,505 | 451 | 69,676 | 4,929 | 253,324 | 28,029 | 18,762 | 46,791 |
| Materials Postage and Telephone | 3,162 | 9,048 | 339 | 11,098 | 24 | 7,334 | 577 | 31,581 | 2,807 | 2,059 | 4,866 |
| Miscellaneous Expenses | 347 | 754 | 57 | 785 | 2 | 799 | 97 | 2,841 | 268 | 129 | 397 |
| Expenditures | 6,182,642 | 13,231,467 | 1,174,104 | 13,250,417 | 15,473 | 14,196,692 | 1,993,997 | 50,044,792 | 4,400,893 | 1,703,986 | 6,104,880 |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | |
| Program Costs | 5,843,301 | 12,505,243 | 1,109,662 | 12,523,153 | 14,624 | 13,417,491 | 1,884,554 | 47,298,028 | 4,159,345 | 1,610,461 | 5,769,807 |
| Communications and Outreach | 142,251 | 304,432 | 27,014 | 304,868 | 356 | 326,640 | 45,878 | 1,151,441 | 101,257 | 39,206 | 140,462 |
| Management & General | 197,090 | 421,792 | 37,428 | 422,396 | 493 | 452,561 | 63,564 | 1,595,324 | 140,291 | 54,320 | 194,611 |
| Total Administrative | 339,341 | 726,224 | 64,442 | 727,264 | 849 | 779,201 | 109,443 | 2,746,764 | 241,548 | 93,525 | 335,073 |
| Expenditures | 6,182,642 | 13,231,467 | 1,174,104 | 13,250,417 | 15,473 | 14,196,692 | 1,993,997 | 50,044,792 | 4,400,893 | 1,703,986 | 6,104,880 |

| 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 | 15,709,667 | 40,051,301 | 5,381,686 | 40,654,539 | 2,736,420 | 37,308,438 | 13,879,059 | 155,721,109 | | | |
| Efficiency gas therms savings | - | - | - | - | - | - | - | - | | | |
| Renewables electric kWh generation | | | | | | | | | 18,988,067 | 922,000 | 19,910,067 |

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

NW Natural - Industrial

| Expenditures Detail | New Buildings | Existing Buildings with MF | Industry and Agriculture | OPUC Efficiency |
|--|---------------|----------------------------|--------------------------|------------------|
| Incentives | 28,730 | 1,897,055 | 1,013,156 | 2,938,942 |
| Program Delivery Contractors | 25,200 | 544,227 | 927,740 | 1,497,166 |
| Employee Salaries & Fringe Benefits | 4,986 | 229,003 | 203,334 | 437,323 |
| Agency Contractor Services | 464 | 35,455 | 27,207 | 63,127 |
| Planning and Evaluation Services | 1,897 | 70,549 | 21,541 | 93,987 |
| Advertising and Marketing Services | 956 | 51,911 | 39,178 | 92,044 |
| Other Professional Services | 883 | 54,383 | 32,812 | 88,078 |
| Travel, Meetings, Trainings & Conferences | 100 | 4,625 | 3,245 | 7,970 |
| Dues, Licenses and Fees | 72 | 5,829 | 1,935 | 7,835 |
| Software and Hardware | 132 | 6,431 | 5,789 | 12,352 |
| Depreciation & Amortization | 0 | 0 | (0) | 0 |
| Office Rent and Equipment | 307 | 15,031 | 13,444 | 28,783 |
| Materials Postage and Telephone | 32 | 2,004 | 1,925 | 3,961 |
| Miscellaneous Expenses | 4 | 166 | 136 | 306 |
| Expenditures | 63,763 | 2,916,669 | 2,291,443 | 5,271,875 |
| <i>Expenditure break down by function:</i> | | | | |
| Program Costs | 60,263 | 2,756,585 | 2,165,674 | 4,982,522 |
| Communications and Outreach | 1,467 | 67,107 | 52,722 | 121,296 |
| Management & General | 2,033 | 92,977 | 73,046 | 168,056 |
| Total Administrative | 3,500 | 160,085 | 125,768 | 289,353 |
| Expenditures | 63,763 | 2,916,669 | 2,291,443 | 5,271,875 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | Industry and Agriculture | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|--------------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - |
| Efficiency gas therms savings | 1,545 | 616,539 | 914,807 | 1,532,890 |
| Renewables electric kWh generation | | | | |

Energy Trust of Oregon
2022 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 | 637,291 | 3,135,552 | | 347,265 | 8,338,220 | | 12,458,329 |
| Program Delivery Contractors | 457,578 | 3,358,109 | 860,072 | 224,038 | 4,019,918 | 263,030 | 9,182,744 |
| Employee Salaries & Fringe Benefits | 101,494 | 609,250 | 38,181 | 59,851 | 1,236,299 | 11,774 | 2,056,849 |
| Agency Contractor Services | 9,445 | 94,325 | 3,041 | 8,008 | 143,575 | 935 | 259,329 |
| Planning and Evaluation Services | 41,043 | 188,737 | 1,984 | 6,341 | 345,397 | 640 | 584,142 |
| Advertising and Marketing Services | 19,453 | 138,102 | 6,442 | 11,532 | 353,102 | 1,971 | 530,601 |
| Other Professional Services | 17,961 | 144,679 | 4,146 | 9,658 | 435,501 | 1,276 | 613,222 |
| Travel, Meetings, Trainings & Conferences | 2,042 | 12,304 | 659 | 955 | 22,103 | 203 | 38,267 |
| Dues, Licenses and Fees | 1,456 | 15,507 | 599 | 569 | 12,337 | 188 | 30,658 |
| Software and Hardware | 2,683 | 17,110 | 858 | 1,704 | 50,935 | 262 | 73,552 |
| Depreciation & Amortization | (0) | 0 | 0 | - | 0 | (0) | 0 |
| Office Rent and Equipment | 6,255 | 39,989 | 2,253 | 3,957 | 74,357 | 695 | 127,506 |
| Materials Postage and Telephone | 660 | 5,330 | 265 | 567 | 7,817 | 81 | 14,720 |
| Miscellaneous Expenses | 73 | 443 | 45 | 40 | 848 | 14 | 1,462 |
| Expenditures | 1,297,435 | 7,759,437 | 918,544 | 674,486 | 15,040,409 | 281,070 | 25,971,380 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 1,226,224 | 7,333,552 | 868,129 | 637,466 | 14,214,899 | 265,643 | 24,545,912 |
| Communications and Outreach | 29,852 | 178,531 | 21,134 | 15,519 | 346,053 | 6,467 | 597,555 |
| Management & General | 41,360 | 247,355 | 29,281 | 21,501 | 479,457 | 8,960 | 827,913 |
| Total Administrative | 71,211 | 425,885 | 50,415 | 37,020 | 825,510 | 15,427 | 1,425,468 |
| Expenditures | 1,297,435 | 7,759,437 | 918,544 | 674,486 | 15,040,409 | 281,070 | 25,971,380 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 279,464 | 994,442 | 122,241 | 245,857 | 1,873,335 | - | 3,515,339 |
| Renewables electric kWh generation | | | | | | | |

Energy Trust of Oregon
2022 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 | 121,803 | 771,392 | | 266,803 | 823,058 | | 1,983,057 |
| Program Delivery Contractors | 87,455 | 826,144 | 219,077 | 123,307 | 346,162 | 66,999 | 1,669,144 |
| Employee Salaries & Fringe Benefits | 19,347 | 149,856 | 9,725 | 40,869 | 114,960 | 2,999 | 337,757 |
| Agency Contractor Services | 1,801 | 23,201 | 775 | 5,468 | 13,356 | 238 | 44,840 |
| Planning and Evaluation Services | 7,359 | 46,166 | 505 | 4,330 | 14,874 | 163 | 73,398 |
| Advertising and Marketing Services | 3,710 | 33,969 | 1,641 | 7,874 | 30,521 | 502 | 78,218 |
| Other Professional Services | 3,425 | 35,587 | 1,056 | 6,595 | 40,512 | 325 | 87,500 |
| Travel, Meetings, Trainings & Conferences | 389 | 3,026 | 168 | 652 | 2,056 | 52 | 6,344 |
| Dues, Licenses and Fees | 278 | 3,814 | 153 | 389 | 1,148 | 48 | 5,829 |
| Software and Hardware | 512 | 4,209 | 218 | 1,164 | 4,738 | 67 | 10,907 |
| Depreciation & Amortization | 0 | - | - | 0 | (0) | (0) | (0) |
| Office Rent and Equipment | 1,193 | 9,836 | 574 | 2,702 | 6,917 | 177 | 21,399 |
| Materials Postage and Telephone | 126 | 1,311 | 68 | 387 | 727 | 21 | 2,639 |
| Miscellaneous Expenses | 14 | 109 | 11 | 27 | 79 | 3 | 244 |
| Expenditures | 247,412 | 1,908,623 | 233,971 | 460,568 | 1,399,109 | 71,594 | 4,321,277 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 233,833 | 1,803,866 | 221,130 | 435,289 | 1,322,317 | 67,664 | 4,084,099 |
| Communications and Outreach | 5,693 | 43,914 | 5,383 | 10,597 | 32,191 | 1,647 | 99,425 |
| Management & General | 7,887 | 60,843 | 7,459 | 14,682 | 44,601 | 2,282 | 137,753 |
| Total Administrative | 13,580 | 104,757 | 12,842 | 25,279 | 76,792 | 3,930 | 237,178 |
| Expenditures | 247,412 | 1,908,623 | 233,971 | 460,568 | 1,399,109 | 71,594 | 4,321,277 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 60,618 | 218,430 | 31,138 | 120,939 | 192,981 | - | 624,105 |
| Renewables electric kWh generation | | | | | | | |

Energy Trust of Oregon
2022 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 | 52,469 | 461,371 | | 40,414 | 882,180 | | 1,436,435 |
| Program Delivery Contractors | 37,673 | 494,119 | 101,978 | 33,813 | 424,439 | 31,187 | 1,123,209 |
| Employee Salaries & Fringe Benefits | 8,334 | 89,629 | 4,527 | 7,776 | 128,470 | 1,396 | 240,132 |
| Agency Contractor Services | 776 | 13,877 | 361 | 1,040 | 14,925 | 111 | 31,090 |
| Planning and Evaluation Services | 3,170 | 27,612 | 235 | 824 | 16,622 | 76 | 48,539 |
| Advertising and Marketing Services | 1,598 | 20,317 | 764 | 1,498 | 34,108 | 234 | 58,519 |
| Other Professional Services | 1,475 | 21,285 | 492 | 1,255 | 45,272 | 151 | 69,930 |
| Travel, Meetings, Trainings & Conferences | 168 | 1,810 | 78 | 124 | 2,298 | 24 | 4,502 |
| Dues, Licenses and Fees | 120 | 2,281 | 71 | 74 | 1,283 | 22 | 3,851 |
| Software and Hardware | 220 | 2,517 | 102 | 221 | 5,295 | 31 | 8,387 |
| Depreciation & Amortization | 0 | 0 | 0 | 0 | (0) | (0) | 0 |
| Office Rent and Equipment | 514 | 5,883 | 267 | 514 | 7,730 | 82 | 14,990 |
| Materials Postage and Telephone | 54 | 784 | 31 | 74 | 813 | 10 | 1,766 |
| Miscellaneous Expenses | 6 | 65 | 5 | 5 | 88 | 2 | 171 |
| Expenditures | 106,577 | 1,141,552 | 108,911 | 87,634 | 1,563,522 | 33,326 | 3,041,521 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 100,728 | 1,078,896 | 102,933 | 82,824 | 1,477,706 | 31,497 | 2,874,584 |
| Communications and Outreach | 2,452 | 26,265 | 2,506 | 2,016 | 35,974 | 767 | 69,980 |
| Management & General | 3,397 | 36,390 | 3,472 | 2,794 | 49,842 | 1,062 | 96,957 |
| Total Administrative | 5,850 | 62,655 | 5,978 | 4,810 | 85,816 | 1,829 | 166,937 |
| Expenditures | 106,577 | 1,141,552 | 108,911 | 87,634 | 1,563,522 | 33,326 | 3,041,521 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 24,501 | 134,042 | 14,493 | 50,115 | 240,972 | - | 464,123 |
| Renewables electric kWh generation | | | | | | | |

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

NW Natural Washington

| Washington | |
|--|------------------|
| Expenditures Detail | |
| Incentives | 1,838,478 |
| Program Delivery Contractors | 732,147 |
| Employee Salaries & Fringe Benefits | 403,248 |
| Agency Contractor Services | 21,186 |
| Planning and Evaluation Services | 25,485 |
| Advertising and Marketing Services | 22,524 |
| Other Professional Services | 70,697 |
| Travel, Meetings, Trainings & Conferences | 11,080 |
| Dues, Licenses and Fees | 50,318 |
| Software and Hardware | 10,140 |
| Depreciation & Amortization | (0) |
| Office Rent and Equipment | 23,559 |
| Materials Postage and Telephone | 2,479 |
| Miscellaneous Expenses | 206 |
| Expenditures | 3,211,546 |
| <i>Expenditure break down by function:</i> | |
| Program Costs | 3,035,277 |
| Communications and Outreach | 73,892 |
| Management & General | 102,377 |
| Total Administrative | 176,269 |
| Expenditures | 3,211,546 |

| Washington Programs | |
|--------------------------------------|---------|
| Energy Savings and Generation Detail | |
| Efficiency electric kWh savings | |
| Efficiency gas therms savings | 433,585 |
| Renewables electric kWh generation | |

Energy Trust of Oregon
Income Statement - Budget, Forecast, and Projection

| | Actual 2021 | Board Approved Budget 2022 | Reforecast 2022 | Board Approved Projection 2023 | Draft Budget 2023 | Draft Projection 2024 |
|---|--------------------|----------------------------------|--------------------|--------------------------------------|----------------------|--------------------------|
| Revenue from Utilities | 193,376,114 | 202,906,807 | 204,661,577 | 217,306,807 | 217,833,404 | 220,772,174 |
| Contract Revenue | 743,928 | 1,216,686 | 2,170,672 | 819,564 | 4,062,345 | 2,739,199 |
| Grant Revenue | 8,934 | - | 1,963 | - | 10,000 | |
| Contributed Income | 50 | | | | | |
| Investment Income | 206,974 | 208,000 | 195,937 | 208,000 | 208,000 | 208,000 |
| Revenue | 194,335,999 | 204,331,493 | 207,030,148 | 218,334,371 | 222,113,749 | 223,719,373 |
| Incentives | 103,703,284 | 121,453,704 | 100,761,719 | 128,534,399 | 114,444,194 | 126,081,247 |
| Program Delivery Contractors | 52,167,567 | 60,323,540 | 60,920,462 | 62,547,024 | 69,595,028 | 72,709,994 |
| Employee Salaries & Fringe Benefits | 15,952,088 | 18,307,899 | 17,286,367 | 19,475,148 | 22,360,884 | 24,287,319 |
| Agency Contractor Services | 1,476,979 | 2,693,463 | 2,339,099 | 2,939,021 | 2,834,241 | 2,779,931 |
| Planning and Evaluation Services | 2,402,713 | 4,091,096 | 3,629,674 | 3,854,514 | 4,011,820 | 4,367,682 |
| Advertising and Marketing Services | 2,462,809 | 3,742,000 | 3,679,500 | 4,023,000 | 4,012,000 | 3,897,600 |
| Other Professional Services | 3,108,787 | 5,962,651 | 5,464,128 | 6,029,886 | 7,460,733 | 6,413,344 |
| Travel, Meetings, Trainings & Conferences | 61,154 | 346,170 | 314,850 | 484,425 | 730,428 | 733,021 |
| Dues, Licenses and Fees | 267,248 | 277,897 | 289,996 | 298,514 | 336,014 | 316,713 |
| Software and Hardware | 650,976 | 850,350 | 865,283 | 918,785 | 1,158,653 | 1,180,445 |
| Depreciation & Amortization | 324,025 | 246,408 | 327,376 | | 252,878 | 138,846 |
| Office Rent and Equipment | 1,040,206 | 1,100,146 | 1,100,146 | 1,080,146 | 1,315,804 | 1,359,647 |
| Materials Postage and Telephone | 57,687 | 130,750 | 130,650 | 119,140 | 123,850 | 125,515 |
| Miscellaneous Expenses | 35,994 | 11,500 | 11,500 | 11,000 | 11,500 | 11,500 |
| Expenditures | 183,711,516 | 219,537,575 | 197,120,748 | 230,315,002 | 228,648,041 | 244,402,818 |
| Net Income | 10,624,483 | (15,206,081) | 9,909,400 | (11,980,631) | (6,534,292) | (20,683,444) |

Energy Trust of Oregon
2023 Budget Summary of Expenditures and Energy Savings and Generation

| Program | Budget (\$M) | | | | | Electric | | Gas | |
|-----------------------------------|-----------------|----------------|---------------|------------------|-----------------|-----------------------------|------------------------|------------------|--------------------------|
| | Electric | Gas | Transport | Contracts/Grants | Total | Electric Savings Goal (aMW) | Levelized Cost per kWh | Annual Therms | Levelized Cost per Therm |
| Existing Buildings with MF | \$ 58.4 | \$ 13.9 | \$ 0.2 | \$ - | \$ 72.6 | 13.5 | \$ 0.048 | 2,109,310 | \$ 0.652 |
| New Buildings | \$ 17.1 | \$ 1.6 | \$ - | \$ - | \$ 18.8 | 7.9 | \$ 0.021 | 344,742 | \$ 0.403 |
| NEEA Commercial | \$ 3.0 | \$ 1.0 | \$ - | \$ - | \$ 4.0 | 1.9 | \$ 0.030 | 505,194 | \$ 0.150 |
| Commercial Sector | \$ 78.6 | \$ 16.6 | \$ 0.2 | \$ - | \$ 95.3 | 23.4 | \$ 0.037 | 2,959,246 | \$ 0.515 |
| Industry and Agriculture | \$ 38.5 | \$ 4.6 | \$ 0.1 | \$ - | \$ 43.2 | 14.4 | \$ 0.032 | 1,395,510 | \$ 0.305 |
| NEEA - Industrial | \$ 0.5 | \$ - | \$ - | \$ - | \$ 0.5 | 0.8 | \$ 0.011 | - | |
| Industry and Agriculture Sector | \$ 39.0 | \$ 4.6 | \$ 0.1 | \$ - | \$ 43.7 | 15.2 | \$ 0.031 | 1,395,510 | \$ 0.305 |
| Residential | \$ 37.5 | \$ 21.0 | \$ - | \$ - | \$ 58.4 | 4.9 | \$ 0.076 | 2,301,081 | \$ 0.571 |
| NEEA Residential | \$ 3.4 | \$ 0.3 | \$ - | \$ - | \$ 3.7 | 4.9 | \$ 0.008 | - | |
| Residential Sector | \$ 40.8 | \$ 21.3 | \$ - | \$ - | \$ 62.1 | 9.8 | \$ 0.045 | 2,301,081 | \$ 0.579 |
| Oregon Efficiency Programs | \$ 158.4 | \$ 42.4 | \$ 0.3 | \$ (0.0) | \$ 201.1 | 48.4 | \$ 0.037 | 6,655,837 | \$ 0.492 |
| Solar | \$ 17.3 | \$ - | \$ - | \$ - | \$ 17.3 | 5.8 | \$ 0.029 | - | |
| Other Renewables | \$ 3.0 | \$ - | \$ - | \$ - | \$ 3.0 | 0.1 | \$ 0.399 | - | |
| Renewables Programs | \$ 20.3 | \$ - | \$ - | \$ - | \$ 20.3 | 5.9 | \$ 0.034 | - | |
| Commercial Washington | \$ - | \$ - | \$ - | \$ - | \$ 1.6 | - | | 169,245 | \$ 0.805 |
| NEEA Commercial Washington | \$ - | \$ - | \$ - | \$ - | \$ - | - | | - | |
| Residential Washington | \$ - | \$ - | \$ - | \$ - | \$ 1.7 | - | | 105,487 | \$ 1.095 |
| NEEA Residential Washington | \$ - | \$ - | \$ - | \$ - | \$ - | - | | - | |
| Washington Programs | \$ - | \$ - | \$ - | \$ - | \$ 3.3 | 0.0 | | 274,732 | \$ 0.927 |
| Community Solar | \$ - | \$ - | \$ - | \$ 0.2 | \$ 0.2 | | | | |
| PGE Storage | \$ - | \$ - | \$ - | \$ 0.4 | \$ 0.4 | | | | |
| LMI | \$ - | \$ - | \$ - | \$ - | \$ 0.0 | | | | |
| NWN Geo TLM Phase 3 | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| NREL Program | \$ - | \$ - | \$ - | \$ 0.1 | \$ 0.1 | | | | |
| SALMON Program | \$ - | \$ - | \$ - | \$ 0.3 | \$ 0.3 | | | | |
| FEMA Program | \$ - | \$ - | \$ - | \$ 1.0 | \$ 1.0 | | | | |
| PGE Inverter | \$ - | \$ - | \$ - | \$ 0.1 | \$ 0.1 | | | | |
| ODOE Cooling | \$ - | \$ - | \$ - | \$ 1.3 | \$ 1.3 | | | | |
| FlexFeeder | \$ - | \$ - | \$ - | \$ 0.1 | \$ 0.1 | | | | |
| Development | \$ - | \$ - | \$ - | \$ - | \$ 0.3 | | | | |
| Total Company | \$ 178.7 | \$ 42.4 | \$ 0.3 | \$ 3.6 | \$ 228.6 | | | | |

| | Oregon OPUC Efficiency Funders | | | | | | | Total Oregon OPUC Efficiency | | | Oregon OPUC Renewables | | | Other Funding Sources | | | | | | | | | | | | | TOTAL | |
|---|--------------------------------|--------------------|------------------|------------------|----------------|----------------|---------------|------------------------------|-------------------|-------------------|------------------------|---------------|---------------|-----------------------|-----------|-----------------|-------------|-------------|------------|--------------|------------|--------------|--------------|-------------|------------------|---------------------------|-------------|------------|
| | PGE | PAC | NWN IND | NWN | CNG | AVI | AVI Int | PGE | PAC | Total Renewables | NWN Transport | CNG Transport | AVI Transport | Washington | LMI | Community Solar | PGE storage | NWN TLM GEO | NREL GRANT | SALMON GRANT | FEMA GRANT | PGE INVERTER | ODOE COOLING | Flex Feeder | Fund Development | Investments / Contingency | | |
| Net Assets Beginning of Year | 23,164,911 | 15,234,156 | 1,863,160 | 2,532,250 | 2,688,196 | 2,201,603 | - | 47,684,277 | 7,928,800 | 6,781,511 | 14,710,311 | - | - | - | 491,844 | (964) | 626,327 | 7,841 | 338,679 | 142,004 | (26,874) | (3,691) | 15,561 | 792,578 | - | (26,946) | 10,413,521 | 75,164,469 |
| Revenue | 87,833,700 | 64,640,480 | 7,231,586 | 29,242,500 | 5,267,475 | 4,943,292 | 210,399 | 199,369,432 | 8,818,840 | 6,378,060 | 15,196,900 | - | 171,133 | 145,065 | 2,950,874 | 10,000 | 376,585 | 409,136 | 111,970 | 359,319 | 1,202,973 | 172,362 | 1,180,000 | 250,000 | - | 208,000 | 222,113,749 | |
| Expense Detail: Incentives | 47,372,268 | 30,018,967 | 4,263,916 | 13,253,302 | 2,122,924 | 1,801,557 | 84,140 | 98,917,074 | 8,386,838 | 4,021,927 | 12,408,765 | - | 65,184 | 55,031 | 1,544,840 | - | 250,000 | - | - | - | 425,625 | 41,750 | 735,925 | - | - | 208,000 | 114,444,194 | |
| Expense Detail: Program Delivery Contractors | 32,621,775 | 21,095,122 | 1,776,575 | 8,912,998 | 1,706,882 | 1,206,191 | 93,599 | 67,413,143 | 6,273,952 | 2,773,917 | 905,869 | - | 78,479 | 66,518 | 966,023 | - | 52,800 | - | - | - | - | 112,196 | - | - | - | 69,595,028 | | |
| Total Expenditures | 96,535,205 | 61,843,924 | 7,228,039 | 26,786,015 | 4,596,737 | 3,634,953 | 210,399 | 200,815,271 | 13,699,108 | 6,592,205 | 20,291,312 | - | 171,133 | 145,065 | 3,314,051 | 1 | 196,352 | 424,109 | 45,110 | 63,957 | 318,362 | 1,017,370 | 113,183 | 1,277,755 | 140,014 | 302,911 | 228,635,958 | |
| Operating Net Income | (8,701,505) | 2,796,556 | 3,547 | 2,456,485 | 680,738 | 1,318,340 | (0) | (1,445,839) | (4,880,268) | (214,145) | (5,094,412) | - | (0) | (0) | (363,177) | 9,999 | 180,233 | (14,973) | (45,110) | 48,013 | 40,957 | 185,603 | 59,179 | (97,755) | 109,986 | (302,911) | (6,522,209) | |
| Net Assets | 14,463,407 | 18,030,712 | 1,866,707 | 4,988,735 | 3,368,934 | 3,519,943 | (0) | 46,238,438 | 3,048,533 | 6,567,366 | 9,615,899 | - | (0) | (0) | 128,667 | 9,934 | 806,560 | (7,132) | 293,569 | 190,017 | 14,082 | 181,911 | 74,740 | 694,823 | 109,986 | (329,857) | 10,621,521 | 68,642,260 |
| less: Renewables Dedicated | | | | | | | | | (187,080) | (700,000) | (887,080) | | | | | | | | | | | | | | | | | |
| Renewables funds yet to be dedicated for future periods | | | | | | | | | 2,861,453 | 5,867,366 | 8,728,918 | | | | | | | | | | | | | | | | | |
| Reportable Energy | 238,081,280 | 165,571,626 | 1,699,280 | 3,724,834 | 688,176 | 527,675 | 15,872 | | 32,550,250 | 18,767,800 | 51,318,050 | 10,744 | 7,268 | 274,732 | | | | | | | | | | | | | | |

Energy Trust of Oregon

Administrative Cost Organization Wide vs. Subject to OPUC Performance Measure

2023 Budget Statement of Administrative Cost Performance Measure

| | | 2023 2023-24 R1 Draft | | 2022 2023-24 R1 Draft | | 2022 Approved Budget | |
|----|---|--------------------------|--------------------|--------------------------|--------------------|-------------------------|--------------------|
| | | OPUC Programs | Total Company | OPUC Programs | Total Company | OPUC Programs | Total Company |
| 1 | Incentives | 111,325,839 | 114,444,194 | 98,598,995 | 100,761,719 | 119,375,486 | 121,453,704 |
| 2 | Program Delivery Contractors | 68,319,012 | 69,595,028 | 60,090,584 | 60,920,462 | 59,490,564 | 60,323,540 |
| 3 | Employee Salaries & Fringe Benefits | 9,936,221 | 11,154,517 | 7,927,083 | 8,518,556 | 8,340,461 | 8,937,186 |
| 4 | Services | 13,479,850 | 14,225,928 | 11,684,520 | 11,929,656 | 12,840,448 | 13,033,783 |
| 5 | Total Program Direct Costs | 203,060,921 | 209,419,667 | 178,301,182 | 182,130,392 | 200,046,959 | 203,748,212 |
| 6 | Program Support (under GAAP, program / under OPUC, support) | 4,623,245 | 5,367,257 | 3,581,263 | 4,190,509 | 3,945,136 | 4,216,312 |
| 7 | Communications and General Outreach | 5,001,171 | 5,164,625 | 4,427,814 | 4,527,284 | 4,657,030 | 4,747,718 |
| 8 | Management & General | 8,421,246 | 8,696,479 | 6,134,746 | 6,272,563 | 6,694,957 | 6,825,331 |
| 9 | Total Administrative | 13,422,417 | 13,861,104 | 10,562,559 | 10,799,847 | 11,351,987 | 11,573,049 |
| 10 | Total Administrative and Program Support | 18,045,662 | 19,228,361 | 14,143,822 | 14,990,356 | 15,297,123 | 15,789,361 |
| 11 | Total Expenditures | 221,106,583 | 228,648,041 | 192,445,004 | 197,120,748 | 215,344,082 | 219,537,575 |
| 12 | Total Revenue | 214,566,332 | 222,113,749 | 201,510,703 | 207,030,148 | 199,755,933 | 204,331,493 |

| | | |
|---|--|-------------|
| For Organization wide "GAAP" reporting, comparison to other non-profits | | |
| Programs (rows 5 + 6) | | 214,786,924 |
| Administration (row 9) | | 13,861,104 |
| Administrative percent of total Expenditure | | 6.1% |

| | |
|---|-------------|
| For Organization wide "GAAP" reporting, comparison to other non-profits | |
| | 186,320,901 |
| | 10,799,847 |
| | 5.5% |

| | |
|---|-------------|
| For Organization wide "GAAP" reporting, comparison to other non-profits | |
| | 207,964,524 |
| | 11,573,049 |
| | 5.3% |

| | | |
|--|--|-------------|
| For Oregon Performance Measure, comparison to measure and other 1149-funded programs | | |
| Programs (row 5) | | 203,060,921 |
| Administrative and Program Support (rows 6+9) | | 18,045,662 |
| Administrative and Program Support percent of Revenue | | 8.41% |
| Administrative and Program Support Year over Year Increase | | 17.97% |

| | |
|--|-------------|
| For Oregon Performance Measure, comparison to measure and other 1149-funded programs | |
| | 178,301,182 |
| | 14,143,822 |
| | 7.02% |

| | |
|--|-------------|
| For Oregon Performance Measure, comparison to measure and other 1149-funded programs | |
| | 200,046,959 |
| | 15,297,123 |
| | 7.66% |

Energy Trust of Oregon
2023 Budget Summary by Funding Source

All

| Expenditures Detail | OPUC Efficiency and Transport | OPUC Renewables | Washington | Contracts/G rants | Development | Total Company |
|--|-------------------------------------|--------------------|------------------|----------------------|----------------|--------------------|
| Incentives | 99,037,289 | 12,408,765 | 1,544,840 | 1,453,300 | | 114,444,194 |
| Program Delivery Contractors | 67,558,140 | 905,869 | 966,023 | 164,996 | | 69,595,028 |
| Employee Salaries & Fringe Benefits | 17,323,677 | 3,347,121 | 481,608 | 922,177 | 277,583 | 22,360,884 |
| Agency Contractor Services | 2,273,889 | 366,948 | 22,409 | 169,520 | 1,474 | 2,834,241 |
| Planning and Evaluation Services | 3,776,330 | 146,608 | 38,652 | 48,490 | | 4,011,820 |
| Advertising and Marketing Services | 3,467,843 | 494,677 | 18,934 | 30,546 | | 4,012,000 |
| Other Professional Services | 5,139,473 | 1,775,158 | 121,971 | 420,527 | 3,003 | 7,460,733 |
| Travel, Meetings, Trainings & Conferences | 581,945 | 97,075 | 20,647 | 27,560 | 3,104 | 730,428 |
| Dues, Licenses and Fees | 226,749 | 49,990 | 56,653 | 2,181 | 14 | 336,014 |
| Software and Hardware | 422,934 | 443,478 | 8,676 | 279,177 | 4,388 | 1,158,653 |
| Depreciation & Amortization | 196,516 | 38,215 | 4,360 | 11,641 | 2,121 | 252,878 |
| Office Rent and Equipment | 1,016,168 | 200,286 | 27,069 | 61,378 | 10,441 | 1,315,804 |
| Materials Postage and Telephone | 100,766 | 15,878 | 2,020 | 4,417 | 756 | 123,850 |
| Miscellaneous Expenses | 9,749 | 1,244 | 188 | 289 | 28 | 11,500 |
| Expenditures | 201,131,470 | 20,291,312 | 3,314,051 | 3,596,214 | 302,911 | 228,648,041 |
| <i>Expenditure break down by function:</i> | | | | | | |
| Program Costs | 188,921,655 | 19,059,515 | 3,112,869 | 582,797 | | |
| Communications and Outreach | 4,549,357 | 458,966 | 74,960 | 81,342 | | 5,164,625 |
| Management & General | 7,660,458 | 772,832 | 126,222 | 136,968 | | 8,696,479 |
| Total Administrative | 12,209,815 | 1,231,797 | 201,182 | 218,310 | | 13,861,104 |
| Expenditures | 201,131,470 | 20,291,312 | 3,314,051 | 3,596,214 | 302,911 | 228,648,041 |

| Energy Savings and Generation Detail | OPUC Efficiency Division | OPUC Renewables Division | Washington Programs | Contracts/Gr ants | Development | Total Company |
|--------------------------------------|--------------------------------|--------------------------------|------------------------|----------------------|-------------|---------------|
| Efficiency electric kWh savings | 423,652,906 | | | | | 423,652,906 |
| Efficiency gas therms savings | 6,673,849 | | 274,732 | | | 6,948,581 |
| Renewables electric kWh generation | | 51,318,050 | | | | 51,318,050 |

All

| Expenditures Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | NEEA - Industrial | Residential | NEEA Residential | OPUC Efficiency and Transport | Solar | Other Renewables | OPUC Renewables | Washington | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | |
|--|-------------------|----------------------------|------------------|--------------------------|-------------------|-------------------|------------------|-------------------------------|-------------------|------------------|-------------------|------------------|----------|-----------------|----------------|---------------------|---------------|----------------|------------------|----------------|------------------|----------------|------------------|----------------|--------------------|-------------|------------|
| Incentives | 8,290,503 | 34,376,880 | | 23,915,528 | | 32,454,378 | | 99,037,289 | 11,295,500 | 1,113,265 | 12,408,765 | 1,544,840 | | | | | | | 425,625 | 41,750 | 735,925 | | | 1,453,300 | | 114,444,194 | |
| Program Delivery Contractors | 6,754,634 | 27,123,763 | 3,727,433 | 11,242,560 | 444,404 | 14,887,640 | 3,377,706 | 67,558,140 | 905,869 | 905,869 | 966,023 | | | | | | | | | | | | | | 164,996 | | 69,595,028 |
| Employee Salaries & Fringe Benefits | 1,846,058 | 5,255,002 | 191,762 | 4,394,929 | 45,844 | 5,398,891 | 191,191 | 17,323,677 | 2,324,403 | 1,022,718 | 3,347,121 | 481,608 | 0 | 126,589 | 69,103 | 35,911 | 14,798 | 238,188 | 69,005 | 40,561 | 313,885 | 14,137 | | 277,583 | | 22,360,884 | |
| Agency Contractor Services | 281,614 | 928,829 | 22,219 | 490,518 | 3,232 | 526,901 | 20,577 | 2,273,889 | 332,851 | 34,097 | 366,948 | 22,409 | 0 | 3,793 | 11,206 | 861 | 570 | 6,283 | 5,998 | 9,120 | 13,462 | 118,229 | 169,520 | 1,474 | | 2,834,241 | |
| Planning and Evaluation Services | 697,063 | 1,143,664 | 6,588 | 796,104 | 4,413 | 1,119,778 | 8,719 | 3,776,330 | 107,101 | 39,507 | 146,608 | 38,652 | 0 | 459 | 53 | 2,616 | 8 | 39 | 126 | 14 | 45,158 | 17 | | 48,490 | | 4,011,820 | |
| Advertising and Marketing Services | 267,207 | 1,012,544 | 22,981 | 625,590 | 2,924 | 1,515,632 | 20,965 | 3,467,843 | 418,496 | 76,181 | 494,677 | 18,934 | 0 | 1,122 | 12,423 | 258 | 365 | 1,819 | 5,812 | 647 | 7,300 | 800 | | 30,546 | | 4,012,000 | |
| Other Professional Services | 373,192 | 1,848,091 | 22,894 | 1,076,039 | 4,288 | 1,793,043 | 21,927 | 5,139,473 | 1,190,808 | 584,350 | 1,775,158 | 121,971 | 0 | 46,519 | 17,637 | 1,348 | 35,307 | 43,238 | 250,652 | 15,900 | 8,859 | 1,067 | | 420,527 | 3,003 | 7,460,733 | |
| Travel, Meetings, Trainings & Conferences | 60,789 | 216,056 | 6,586 | 116,768 | 1,108 | 172,426 | 6,213 | 581,945 | 74,426 | 22,649 | 97,075 | 20,647 | 0 | 3,805 | 881 | 323 | 11,537 | 5,537 | 1,646 | 333 | 3,109 | 389 | | 27,560 | | 3,104 | |
| Dues, Licenses and Fees | 23,205 | 106,864 | 3,025 | 39,742 | 1,263 | 49,225 | 3,425 | 226,749 | 33,541 | 16,448 | 49,990 | 56,653 | 0 | 191 | 166 | 659 | 25 | 136 | 369 | 46 | 510 | 57 | | 2,161 | 14 | 336,014 | |
| Software and Hardware | 41,721 | 132,723 | 4,704 | 111,838 | 1,069 | 126,231 | 4,648 | 422,934 | 419,586 | 23,803 | 443,478 | 8,676 | 0 | 3,387 | 3,768 | 766 | 328 | 5,644 | 253,131 | 1,176 | 9,678 | 1,300 | | 279,177 | 4,388 | 1,158,653 | |
| Depreciation & Amortization | 19,380 | 61,507 | 2,186 | 51,804 | 496 | 58,984 | 2,159 | 196,516 | 27,177 | 11,038 | 38,215 | 4,360 | 0 | 1,567 | 911 | 354 | 152 | 2,610 | 757 | 544 | 4,145 | 601 | | 11,641 | 2,121 | 252,878 | |
| Office Rent and Equipment | 100,374 | 313,837 | 10,926 | 267,916 | 2,550 | 309,720 | 10,846 | 1,016,168 | 142,232 | 58,054 | 200,286 | 27,069 | 0 | 8,313 | 4,780 | 1,875 | 801 | 13,853 | 3,851 | 2,877 | 21,853 | 3,175 | | 61,378 | 10,441 | 1,315,804 | |
| Materials Postage and Telephone | 8,219 | 34,586 | 1,024 | 30,381 | 209 | 25,353 | 994 | 100,766 | 11,016 | 4,862 | 15,878 | 2,020 | 0 | 578 | 354 | 131 | 59 | 962 | 333 | 203 | 1,572 | 225 | | 4,417 | 756 | 123,850 | |
| Miscellaneous Expenses | 924 | 3,377 | 170 | 2,225 | 25 | 2,872 | 157 | 9,749 | 984 | 260 | 1,244 | 188 | 0 | 29 | 28 | 7 | 4 | 48 | 46 | 12 | 103 | 13 | | 289 | 28 | 11,500 | |
| Expenditures | 18,764,884 | 72,559,721 | 4,022,499 | 43,161,942 | 511,824 | 58,441,073 | 3,669,527 | 201,131,470 | 17,283,989 | 3,007,323 | 20,291,312 | 3,314,051 | 1 | 196,352 | 424,109 | 45,110 | 63,957 | 318,362 | 1,017,370 | 113,183 | 1,277,755 | 140,014 | 3,596,214 | 302,911 | 228,648,041 | | |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Program Costs | 17,625,749 | 68,154,937 | 3,778,310 | 40,541,769 | 480,753 | 54,893,370 | 3,446,766 | 188,921,655 | 16,234,754 | 2,824,761 | 19,059,515 | 3,112,869 | 1 | 184,433 | 398,364 | | | | | | | | | | 582,797 | | |
| Communications and Outreach | 424,440 | 1,641,216 | 90,984 | 976,272 | 11,577 | 1,321,868 | 83,000 | 4,549,357 | 390,944 | 68,022 | 458,966 | 74,960 | 0 | 4,441 | 9,593 | 1,020 | 1,447 | 7,201 | 23,012 | 2,560 | 28,901 | 3,167 | | 81,342 | | 5,164,625 | |
| Management & General | 714,695 | 2,763,569 | 153,204 | 1,643,901 | 19,494 | 2,225,835 | 139,761 | 7,660,458 | 658,292 | 114,539 | 772,832 | 126,222 | 0 | 7,478 | 16,153 | 1,718 | 2,436 | 12,125 | 38,748 | 4,311 | 48,666 | 5,333 | | 136,968 | | 8,696,479 | |
| Total Administrative | 1,139,134 | 4,404,784 | 244,188 | 2,620,173 | 31,071 | 3,547,703 | 222,761 | 12,209,815 | 1,049,236 | 182,561 | 1,231,797 | 201,182 | 0 | 11,920 | 25,746 | 2,738 | 3,883 | 19,326 | 61,760 | 6,871 | 77,567 | 8,500 | | 218,310 | | 13,861,104 | |
| Expenditures | 18,764,884 | 72,559,721 | 4,022,499 | 43,161,942 | 511,824 | 58,441,073 | 3,669,527 | 201,131,470 | 17,283,989 | 3,007,323 | 20,291,312 | 3,314,051 | 1 | 196,352 | 424,109 | 45,110 | 63,957 | 318,362 | 1,017,370 | 113,183 | 1,277,755 | 140,014 | 3,596,214 | 302,911 | 228,648,041 | | |

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------------|-------------|------------------|--------------------------|------------|------------------|--------------------------|---------------------|-----|-----------------|-------------|---------------------|--------------|----------------|--------------|--------------|--------------|------------|------------------|-------------|---------------|--|-------------|
| Efficiency electric kWh savings | 69,383,447 | 118,515,500 | 16,922,477 | 126,173,979 | 7,163,317 | 42,824,891 | 42,668,295 | 423,652,906 | | | | 274,732 | | | | | | | | | | | | | | | 423,652,906 |
| Efficiency gas therms savings | 344,742 | 2,127,322 | 505,194 | 1,395,510 | - | 2,301,081 | - | 6,673,849 | 50,734,050 | 584,000 | 51,318,050 | | | | | | | | | | | | | | | | 6,948,580 |
| Renewables electric kWh generation | | | | | | | | | | | | | | | | | | | | | | | | | | | 51,318,050 |

Energy Trust of Oregon
2023 Detail by Funding Source and Program

OPUC

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | |
|--|-------------------|----------------------------|------------------|--------------------------|-------------------|-------------------|------------------|--------------------|-------------------|------------------|-------------------|------------|-----|-----------------|-------------|---------------------|--------------|----------------|--------------|--------------|--------------|------------|------------------|-------------|---------------|--------------------|--|
| Incentives | 8,290,503 | 34,296,665 | | 23,875,528 | | 32,454,378 | | 98,917,074 | 11,295,500 | 1,113,265 | 12,408,765 | | | | | | | | | | | | | | 111,325,839 | | |
| Program Delivery Contractors | 6,754,634 | 27,029,266 | 3,727,433 | 11,192,060 | 444,404 | 14,887,640 | 3,377,706 | 67,413,143 | 905,869 | | 905,869 | | | | | | | | | | | | | | | 68,319,012 | |
| Employee Salaries & Fringe Benefits | 1,846,058 | 5,240,081 | 191,762 | 4,383,650 | 45,844 | 5,398,891 | 191,191 | 17,297,477 | 2,324,403 | 1,022,718 | 3,347,121 | | | | | | | | | | | | | | | 20,644,598 | |
| Agency Contractor Services | 281,614 | 926,192 | 22,219 | 489,260 | 3,232 | 526,901 | 20,577 | 2,269,994 | 332,851 | 34,097 | 366,948 | | | | | | | | | | | | | | | 2,636,942 | |
| Planning and Evaluation Services | 697,063 | 1,140,577 | 6,588 | 793,896 | 4,413 | 1,119,778 | 8,719 | 3,771,034 | 107,101 | 39,507 | 146,608 | | | | | | | | | | | | | | | 3,917,643 | |
| Advertising and Marketing Services | 267,207 | 1,009,669 | 22,981 | 623,985 | 2,924 | 1,515,632 | 20,965 | 3,463,363 | 418,496 | 76,181 | 494,677 | | | | | | | | | | | | | | | 3,958,040 | |
| Other Professional Services | 373,192 | 1,842,842 | 22,894 | 1,074,239 | 4,288 | 1,793,043 | 21,927 | 5,132,425 | 1,190,808 | 584,350 | 1,775,158 | | | | | | | | | | | | | | | 6,907,583 | |
| Travel, Meetings, Trainings & Conferences | 60,789 | 217,436 | 6,586 | 116,468 | 1,108 | 172,426 | 6,213 | 581,027 | 74,426 | 22,649 | 97,075 | | | | | | | | | | | | | | | 676,101 | |
| Dues, Licenses and Fees | 23,205 | 106,561 | 3,025 | 99,640 | 1,263 | 49,225 | 3,425 | 226,343 | 33,541 | 16,448 | 49,990 | | | | | | | | | | | | | | | 276,333 | |
| Software and Hardware | 41,721 | 132,346 | 4,704 | 111,551 | 1,069 | 126,231 | 4,648 | 422,270 | 419,586 | 23,893 | 443,478 | | | | | | | | | | | | | | | 865,746 | |
| Depreciation & Amortization | 19,380 | 61,332 | 2,186 | 51,671 | 496 | 58,984 | 2,159 | 196,209 | 27,177 | 11,038 | 38,215 | | | | | | | | | | | | | | | 234,424 | |
| Office Rent and Equipment | 100,374 | 312,945 | 10,926 | 267,229 | 2,550 | 309,720 | 10,846 | 1,014,589 | 142,232 | 58,054 | 200,286 | | | | | | | | | | | | | | | 1,214,875 | |
| Materials Postage and Telephone | 8,219 | 34,488 | 1,024 | 30,303 | 209 | 25,353 | 994 | 100,590 | 11,016 | 4,862 | 15,878 | | | | | | | | | | | | | | | 116,468 | |
| Miscellaneous Expenses | 924 | 3,367 | 170 | 2,219 | 25 | 2,872 | 157 | 9,734 | 984 | 260 | 1,244 | | | | | | | | | | | | | | | 10,978 | |
| Expenditures | 18,764,884 | 72,353,767 | 4,022,499 | 43,051,698 | 511,824 | 58,441,073 | 3,669,527 | 200,815,271 | 17,283,989 | 3,007,323 | 20,291,312 | | | | | | | | | | | | | | | 221,106,583 | |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Program Costs | 17,625,749 | 67,961,485 | 3,778,310 | 40,438,217 | 480,753 | 54,893,370 | 3,446,766 | 188,624,651 | 16,234,754 | 2,824,761 | 19,059,515 | | | | | | | | | | | | | | | | |
| Communications and Outreach | 424,440 | 1,636,557 | 90,984 | 973,779 | 11,577 | 1,321,868 | 83,000 | 4,542,205 | 390,944 | 68,022 | 458,966 | | | | | | | | | | | | | | | 5,001,171 | |
| Management & General | 714,695 | 2,755,725 | 153,204 | 1,639,702 | 19,494 | 2,225,835 | 139,761 | 7,648,415 | 658,292 | 114,539 | 772,832 | | | | | | | | | | | | | | | 8,421,246 | |
| Total Administrative | 1,139,134 | 4,392,282 | 244,188 | 2,613,481 | 31,071 | 3,547,703 | 222,761 | 12,190,620 | 1,049,236 | 182,561 | 1,231,797 | | | | | | | | | | | | | | | 13,422,417 | |
| Expenditures | 18,764,884 | 72,353,767 | 4,022,499 | 43,051,698 | 511,824 | 58,441,073 | 3,669,527 | 200,815,271 | 17,283,989 | 3,007,323 | 20,291,312 | | | | | | | | | | | | | | | 221,106,583 | |

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------------|-------------|------------------|--------------------------|------------|------------------|--------------------------|---------------------|-----|-----------------|-------------|---------------------|--------------|----------------|--------------|--------------|--------------|------------|------------------|-------------|---------------|--|-------------|
| Efficiency electric kWh savings | 69,383,447 | 118,516,500 | 16,922,477 | 126,173,979 | 7,163,317 | 42,824,891 | 42,668,295 | 423,652,906 | | | | | | | | | | | | | | | | | | | 423,652,906 |
| Efficiency gas therms savings | 344,742 | 2,109,310 | 506,194 | 1,396,510 | - | 2,301,081 | - | 6,655,837 | | | | 274,732 | | | | | | | | | | | | | | | 6,930,568 |
| Renewables electric kWh generation | | | | | | | | | 50,734,050 | 584,000 | 51,318,050 | | | | | | | | | | | | | | | | 51,318,050 |

Energy Trust of Oregon
2023 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 | 5,076,285 | 17,574,226 | | 12,878,177 | | 11,843,580 | | 47,372,268 | 7,642,750 | 744,088 | 8,386,838 |
| Program Delivery Contractors | 4,132,974 | 13,474,067 | 1,602,621 | 6,037,797 | 253,310 | 5,357,702 | 1,763,304 | 32,621,775 | 627,952 | | 627,952 |
| Employee Salaries & Fringe Benefits | 1,129,825 | 2,653,212 | 82,449 | 2,365,300 | 26,131 | 1,958,829 | 99,810 | 8,315,557 | 1,573,549 | 679,601 | 2,253,150 |
| Agency Contractor Services | 172,360 | 468,950 | 9,553 | 264,014 | 1,842 | 191,272 | 10,742 | 1,118,733 | 225,330 | 22,658 | 247,988 |
| Planning and Evaluation Services | 417,472 | 583,486 | 2,833 | 422,990 | 2,516 | 414,162 | 4,552 | 1,848,010 | 79,449 | 21,318 | 100,767 |
| Advertising and Marketing Services | 163,534 | 511,215 | 9,881 | 336,690 | 1,667 | 554,935 | 10,944 | 1,588,867 | 283,309 | 48,978 | 332,287 |
| Other Professional Services | 228,435 | 933,032 | 9,843 | 603,884 | 2,444 | 650,061 | 11,447 | 2,439,147 | 788,443 | 390,547 | 1,178,990 |
| Travel, Meetings, Trainings & Conferences | 37,201 | 110,094 | 2,832 | 62,854 | 632 | 62,578 | 3,243 | 279,434 | 50,384 | 15,092 | 65,475 |
| Dues, Licenses and Fees | 14,203 | 53,952 | 1,301 | 21,389 | 720 | 17,862 | 1,788 | 111,215 | 22,706 | 10,966 | 33,673 |
| Software and Hardware | 25,533 | 67,011 | 2,022 | 60,190 | 609 | 45,804 | 2,426 | 203,595 | 284,047 | 15,877 | 299,923 |
| Depreciation & Amortization | 11,861 | 31,054 | 940 | 27,880 | 283 | 21,402 | 1,127 | 94,547 | 18,398 | 7,335 | 25,733 |
| Office Rent and Equipment | 61,429 | 158,453 | 4,698 | 144,187 | 1,453 | 112,373 | 5,662 | 488,256 | 96,286 | 38,577 | 134,864 |
| Materials Postage and Telephone | 5,030 | 17,462 | 440 | 16,350 | 119 | 9,201 | 519 | 49,121 | 7,458 | 3,172 | 10,629 |
| Miscellaneous Expenses | 565 | 1,705 | 73 | 1,198 | 14 | 1,043 | 82 | 4,681 | 666 | 173 | 839 |
| Expenditures | 11,476,710 | 36,637,920 | 1,729,485 | 23,242,899 | 291,739 | 21,240,804 | 1,915,647 | 96,535,205 | 11,700,727 | 1,998,380 | 13,699,108 |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | |
| Program Costs | 10,780,009 | 34,413,792 | 1,624,496 | 21,831,924 | 274,029 | 19,951,367 | 1,799,357 | 90,674,973 | 10,990,427 | 1,877,067 | 12,867,494 |
| Communications and Outreach | 259,590 | 828,707 | 39,119 | 525,727 | 6,599 | 480,442 | 43,330 | 2,183,513 | 264,657 | 45,201 | 309,858 |
| Management & General | 437,111 | 1,395,422 | 65,871 | 885,248 | 11,111 | 808,995 | 72,961 | 3,676,719 | 445,643 | 76,112 | 521,755 |
| Total Administrative | 696,701 | 2,224,128 | 104,990 | 1,410,975 | 17,710 | 1,289,437 | 116,291 | 5,860,232 | 710,300 | 121,313 | 831,613 |
| Expenditures | 11,476,710 | 36,637,920 | 1,729,485 | 23,242,899 | 291,739 | 21,240,804 | 1,915,647 | 96,535,205 | 11,700,727 | 1,998,380 | 13,699,108 |

| 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 | 23,742,582 | 77,257,711 | 9,645,812 | 78,569,628 | 4,083,091 | 20,461,529 | 24,320,928 | 238,081,280 | | | |
| Efficiency gas therms savings | - | - | - | - | - | - | - | - | | | |
| Renewables electric kWh generation | | | | | | | | | 31,966,250 | 584,000 | 32,550,250 |

Energy Trust of Oregon
2023 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 | 2,503,251 | 10,273,081 | | 8,504,975 | | 8,737,659 | | 30,018,967 | 3,652,750 | 369,177 | 4,021,927 |
| Program Delivery Contractors | 2,047,248 | 8,177,095 | 1,208,995 | 3,878,902 | 191,094 | 4,261,577 | 1,330,212 | 21,095,122 | 277,917 | | 277,917 |
| Employee Salaries & Fringe Benefits | 557,789 | 1,576,727 | 62,198 | 1,548,761 | 19,713 | 1,495,448 | 75,295 | 5,335,932 | 750,854 | 343,117 | 1,093,971 |
| Agency Contractor Services | 85,094 | 278,683 | 7,207 | 172,872 | 1,390 | 146,024 | 8,104 | 699,373 | 107,521 | 11,439 | 118,961 |
| Planning and Evaluation Services | 202,173 | 347,669 | 2,137 | 278,967 | 1,898 | 459,000 | 3,434 | 1,295,277 | 27,652 | 18,190 | 45,841 |
| Advertising and Marketing Services | 80,736 | 303,800 | 7,454 | 220,460 | 1,257 | 413,756 | 8,256 | 1,035,720 | 135,187 | 27,204 | 162,391 |
| Other Professional Services | 112,778 | 554,474 | 7,426 | 395,413 | 1,844 | 496,282 | 8,635 | 1,576,852 | 402,365 | 193,803 | 596,168 |
| Travel, Meetings, Trainings & Conferences | 18,366 | 65,426 | 2,136 | 41,156 | 476 | 47,775 | 2,447 | 177,781 | 24,042 | 7,558 | 31,599 |
| Dues, Licenses and Fees | 7,012 | 32,062 | 981 | 14,005 | 543 | 13,636 | 1,349 | 69,589 | 10,835 | 5,482 | 16,317 |
| Software and Hardware | 12,606 | 39,822 | 1,526 | 39,411 | 460 | 34,968 | 1,830 | 130,623 | 135,539 | 8,016 | 143,555 |
| Depreciation & Amortization | 5,856 | 18,455 | 709 | 18,256 | 213 | 16,340 | 850 | 60,678 | 8,779 | 3,703 | 12,482 |
| Office Rent and Equipment | 30,327 | 94,164 | 3,544 | 94,411 | 1,096 | 85,790 | 4,271 | 313,605 | 45,945 | 19,477 | 65,422 |
| Materials Postage and Telephone | 2,483 | 10,377 | 332 | 10,706 | 90 | 7,025 | 391 | 31,404 | 3,559 | 1,690 | 5,249 |
| Miscellaneous Expenses | 279 | 1,013 | 55 | 784 | 11 | 796 | 62 | 3,001 | 318 | 87 | 405 |
| Expenditures | 5,665,997 | 21,772,848 | 1,304,699 | 15,219,079 | 220,084 | 16,216,078 | 1,445,137 | 61,843,924 | 5,583,262 | 1,008,943 | 6,592,205 |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | |
| Program Costs | 5,322,039 | 20,451,113 | 1,225,497 | 14,295,195 | 206,724 | 15,231,671 | 1,357,409 | 58,089,649 | 5,244,326 | 947,694 | 6,192,021 |
| Communications and Outreach | 128,158 | 492,476 | 29,511 | 344,238 | 4,978 | 366,789 | 32,687 | 1,398,837 | 126,287 | 22,821 | 149,108 |
| Management & General | 215,800 | 829,259 | 49,692 | 579,646 | 8,382 | 617,619 | 55,041 | 2,355,438 | 212,649 | 38,427 | 251,076 |
| Total Administrative | 343,958 | 1,321,735 | 79,203 | 923,884 | 13,360 | 984,407 | 87,728 | 3,754,275 | 338,936 | 61,249 | 400,184 |
| Expenditures | 5,665,997 | 21,772,848 | 1,304,699 | 15,219,079 | 220,084 | 16,216,078 | 1,445,137 | 61,843,924 | 5,583,262 | 1,008,943 | 6,592,205 |

| 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 | 45,640,865 | 41,258,789 | 7,276,665 | 47,604,351 | 3,080,226 | 22,363,362 | 18,347,367 | 185,571,626 | | | |
| Efficiency gas therms savings | - | - | - | - | - | - | - | - | | | |
| Renewables electric kWh generation | | | | | | | | | 18,767,800 | - | 18,767,800 |

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

NW Natural - Industrial

| Expenditures Detail | New Buildings | Existing Buildings with MF | Industry and Agriculture | OPUC Efficiency |
|--|---------------|----------------------------|--------------------------|------------------|
| Incentives | 29,931 | 2,569,482 | 1,664,503 | 4,263,916 |
| Program Delivery Contractors | 25,981 | 802,549 | 948,045 | 1,776,575 |
| Employee Salaries & Fringe Benefits | 6,886 | 287,982 | 325,613 | 620,481 |
| Agency Contractor Services | 1,050 | 50,906 | 36,316 | 88,272 |
| Planning and Evaluation Services | 3,319 | 59,576 | 63,751 | 126,646 |
| Advertising and Marketing Services | 997 | 55,494 | 46,344 | 102,834 |
| Other Professional Services | 1,390 | 101,303 | 51,965 | 154,657 |
| Travel, Meetings, Trainings & Conferences | 227 | 11,950 | 8,639 | 20,816 |
| Dues, Licenses and Fees | 86 | 5,858 | 2,944 | 8,888 |
| Software and Hardware | 156 | 7,273 | 8,286 | 15,715 |
| Depreciation & Amortization | 72 | 3,371 | 3,838 | 7,281 |
| Office Rent and Equipment | 375 | 17,199 | 19,853 | 37,426 |
| Materials Postage and Telephone | 31 | 1,895 | 2,252 | 4,178 |
| Miscellaneous Expenses | 3 | 185 | 164 | 353 |
| Expenditures | 70,505 | 3,975,023 | 3,182,511 | 7,228,039 |
| <i>Expenditure break down by function:</i> | | | | |
| Program Costs | 66,225 | 3,733,717 | 2,989,315 | 6,789,256 |
| Communications and Outreach | 1,595 | 89,910 | 71,985 | 163,490 |
| Management & General | 2,685 | 151,396 | 121,212 | 275,293 |
| Total Administrative | 4,280 | 241,306 | 193,196 | 438,783 |
| Expenditures | 70,505 | 3,975,023 | 3,182,511 | 7,228,039 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | Industry and Agriculture | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|--------------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - |
| Efficiency gas therms savings | 710 | 744,014 | 954,557 | 1,699,280 |
| Renewables electric kWh generation | | | | |

Energy Trust of Oregon
2023 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 | 552,121 | 2,722,253 | | 327,829 | 9,651,099 | | 13,253,302 |
| Program Delivery Contractors | 444,617 | 3,206,945 | 666,879 | 114,944 | 4,272,671 | 206,941 | 8,912,998 |
| Employee Salaries & Fringe Benefits | 122,893 | 506,411 | 34,308 | 55,185 | 1,580,397 | 11,714 | 2,310,907 |
| Agency Contractor Services | 18,739 | 89,516 | 3,975 | 6,155 | 154,092 | 1,261 | 273,739 |
| Planning and Evaluation Services | 60,283 | 105,213 | 1,179 | 10,804 | 202,955 | 534 | 380,968 |
| Advertising and Marketing Services | 17,790 | 97,585 | 4,112 | 7,854 | 449,184 | 1,284 | 577,809 |
| Other Professional Services | 24,804 | 178,139 | 4,096 | 8,807 | 525,576 | 1,343 | 742,765 |
| Travel, Meetings, Trainings & Conferences | 4,051 | 21,014 | 1,178 | 1,464 | 50,447 | 381 | 78,534 |
| Dues, Licenses and Fees | 1,543 | 10,300 | 541 | 499 | 14,407 | 210 | 27,500 |
| Software and Hardware | 2,779 | 12,790 | 842 | 1,404 | 36,945 | 285 | 55,045 |
| Depreciation & Amortization | 1,291 | 5,927 | 391 | 650 | 17,263 | 132 | 25,655 |
| Office Rent and Equipment | 6,684 | 30,244 | 1,955 | 3,365 | 90,662 | 665 | 133,574 |
| Materials Postage and Telephone | 548 | 3,333 | 183 | 382 | 7,418 | 61 | 11,925 |
| Miscellaneous Expenses | 62 | 325 | 30 | 28 | 839 | 10 | 1,294 |
| Expenditures | 1,258,203 | 6,989,998 | 719,670 | 539,371 | 17,053,955 | 224,820 | 26,786,015 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 1,181,823 | 6,565,665 | 675,982 | 506,628 | 16,018,683 | 211,172 | 25,159,953 |
| Communications and Outreach | 28,459 | 158,106 | 16,278 | 12,200 | 385,740 | 5,085 | 605,868 |
| Management & General | 47,921 | 266,227 | 27,410 | 20,543 | 649,531 | 8,563 | 1,020,194 |
| Total Administrative | 76,380 | 424,332 | 43,688 | 32,743 | 1,035,271 | 13,648 | 1,626,062 |
| Expenditures | 1,258,203 | 6,989,998 | 719,670 | 539,371 | 17,053,955 | 224,820 | 26,786,015 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 273,877 | 978,913 | 367,872 | 225,070 | 1,879,101 | - | 3,724,834 |
| Renewables electric kWh generation | | | | | | | |

Energy Trust of Oregon
2023 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 | 74,637 | 686,659 | | 281,338 | 1,080,291 | | 2,122,924 |
| Program Delivery Contractors | 60,104 | 808,917 | 169,867 | 155,787 | 459,494 | 52,712 | 1,706,882 |
| Employee Salaries & Fringe Benefits | 16,595 | 127,727 | 8,739 | 54,481 | 174,289 | 2,984 | 384,815 |
| Agency Contractor Services | 2,531 | 22,578 | 1,013 | 6,076 | 16,994 | 321 | 49,512 |
| Planning and Evaluation Services | 7,999 | 26,423 | 300 | 10,667 | 20,893 | 136 | 66,418 |
| Advertising and Marketing Services | 2,402 | 24,613 | 1,047 | 7,754 | 46,780 | 327 | 82,924 |
| Other Professional Services | 3,349 | 44,930 | 1,043 | 8,695 | 57,961 | 342 | 116,321 |
| Travel, Meetings, Trainings & Conferences | 547 | 5,300 | 300 | 1,445 | 5,563 | 97 | 13,253 |
| Dues, Licenses and Fees | 208 | 2,598 | 138 | 493 | 1,589 | 53 | 5,079 |
| Software and Hardware | 375 | 3,226 | 214 | 1,386 | 4,074 | 73 | 9,349 |
| Depreciation & Amortization | 174 | 1,495 | 100 | 642 | 1,904 | 34 | 4,349 |
| Office Rent and Equipment | 903 | 7,628 | 498 | 3,322 | 9,998 | 169 | 22,518 |
| Materials Postage and Telephone | 74 | 841 | 47 | 377 | 818 | 16 | 2,172 |
| Miscellaneous Expenses | 8 | 82 | 8 | 27 | 92 | 2 | 221 |
| Expenditures | 169,908 | 1,763,018 | 183,314 | 532,489 | 1,880,742 | 57,266 | 4,586,737 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 159,593 | 1,655,993 | 172,186 | 500,164 | 1,766,570 | 53,790 | 4,308,296 |
| Communications and Outreach | 3,843 | 39,877 | 4,146 | 12,044 | 42,540 | 1,295 | 103,747 |
| Management & General | 6,471 | 67,148 | 6,982 | 20,281 | 71,631 | 2,181 | 174,694 |
| Total Administrative | 10,314 | 107,025 | 11,128 | 32,325 | 114,172 | 3,476 | 278,441 |
| Expenditures | 169,908 | 1,763,018 | 183,314 | 532,489 | 1,880,742 | 57,266 | 4,586,737 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 31,606 | 261,019 | 93,704 | 114,876 | 186,971 | - | 688,176 |
| Renewables electric kWh generation | | | | | | | |

Energy Trust of Oregon
2023 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 | 54,278 | 401,824 | | 203,706 | 1,141,749 | | 1,801,557 |
| Program Delivery Contractors | 43,709 | 473,368 | 79,071 | 49,310 | 536,196 | 24,537 | 1,206,191 |
| Employee Salaries & Fringe Benefits | 12,069 | 74,744 | 4,068 | 31,534 | 189,927 | 1,389 | 313,731 |
| Agency Contractor Services | 1,840 | 13,212 | 471 | 3,517 | 18,518 | 149 | 37,709 |
| Planning and Evaluation Services | 5,817 | 15,463 | 140 | 6,174 | 22,768 | 63 | 50,425 |
| Advertising and Marketing Services | 1,747 | 14,403 | 488 | 4,488 | 50,977 | 152 | 72,255 |
| Other Professional Services | 2,436 | 26,293 | 486 | 5,033 | 63,162 | 159 | 97,568 |
| Travel, Meetings, Trainings & Conferences | 398 | 3,102 | 140 | 837 | 6,063 | 45 | 10,583 |
| Dues, Licenses and Fees | 152 | 1,520 | 64 | 285 | 1,731 | 25 | 3,777 |
| Software and Hardware | 273 | 1,888 | 100 | 802 | 4,440 | 34 | 7,537 |
| Depreciation & Amortization | 127 | 875 | 46 | 372 | 2,075 | 16 | 3,510 |
| Office Rent and Equipment | 656 | 4,464 | 232 | 1,923 | 10,895 | 79 | 18,249 |
| Materials Postage and Telephone | 54 | 492 | 22 | 218 | 891 | 7 | 1,684 |
| Miscellaneous Expenses | 6 | 48 | 4 | 16 | 101 | 1 | 176 |
| Expenditures | 123,561 | 1,031,695 | 85,330 | 308,215 | 2,049,494 | 26,657 | 3,624,953 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 116,061 | 969,066 | 80,150 | 289,504 | 1,925,078 | 25,038 | 3,404,897 |
| Communications and Outreach | 2,795 | 23,336 | 1,930 | 6,971 | 46,357 | 603 | 81,992 |
| Management & General | 4,706 | 39,294 | 3,250 | 11,739 | 78,059 | 1,015 | 138,063 |
| Total Administrative | 7,501 | 62,630 | 5,180 | 18,710 | 124,416 | 1,618 | 220,055 |
| Expenditures | 123,561 | 1,031,695 | 85,330 | 308,215 | 2,049,494 | 26,657 | 3,624,953 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 38,548 | 113,893 | 43,618 | 96,607 | 235,009 | - | 527,675 |
| Renewables electric kWh generation | | | | | | | |

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

NW Natural Washington

| Washington | |
|--|------------------|
| Expenditures Detail | |
| Incentives | 1,544,840 |
| Program Delivery Contractors | 966,023 |
| Employee Salaries & Fringe Benefits | 481,608 |
| Agency Contractor Services | 22,409 |
| Planning and Evaluation Services | 38,652 |
| Advertising and Marketing Services | 18,934 |
| Other Professional Services | 121,971 |
| Travel, Meetings, Trainings & Conferences | 20,647 |
| Dues, Licenses and Fees | 56,653 |
| Software and Hardware | 8,676 |
| Depreciation & Amortization | 4,360 |
| Office Rent and Equipment | 27,069 |
| Materials Postage and Telephone | 2,020 |
| Miscellaneous Expenses | 188 |
| Expenditures | 3,314,051 |
| <i>Expenditure break down by function:</i> | |
| Program Costs | 3,112,869 |
| Communications and Outreach | 74,960 |
| Management & General | 126,222 |
| Total Administrative | 201,182 |
| Expenditures | 3,314,051 |

| Washington Programs | |
|--------------------------------------|---------|
| Energy Savings and Generation Detail | |
| Efficiency electric kWh savings | |
| Efficiency gas therms savings | 274,732 |
| Renewables electric kWh generation | |

Capital Expenditure Budget

| Description | Useful Lives / Depreciation Policy | 2023 | 2024 |
|--------------------------------|--|---------------|---------------|
| Information Systems | | | |
| Servers and Storage | 3 years | 68,000 | 68,000 |
| Software Development | 3 years | - | - |
| Leashold Improvements | | | |
| none | | | |
| TOTAL CAPITAL PURCHASES | | 68,000 | 68,000 |

Energy Trust of Oregon
2024 Projection Summary of Expenditures and Energy Savings and Generation

| Program | Budget (\$M) | | | | | Electric | | Gas | |
|-----------------------------------|-----------------|----------------|---------------|------------------|-----------------|-----------------------------|------------------------|------------------|--------------------------|
| | Electric | Gas | Transport | Contracts/Grants | Total | Electric Savings Goal (aMW) | Levelized Cost per kWh | Annual Therms | Levelized Cost per Therm |
| Existing Buildings with MF | \$ 60.1 | \$ 15.5 | \$ 1.4 | \$ - | \$ 76.9 | 14.4 | \$ 0.046 | 2,462,389 | \$ 0.660 |
| New Buildings | \$ 17.6 | \$ 1.4 | \$ - | \$ - | \$ 19.1 | 5.0 | \$ 0.040 | 391,228 | \$ 0.435 |
| NEEA Commercial | \$ 3.0 | \$ 1.0 | \$ - | \$ - | \$ 4.0 | 1.9 | \$ 0.030 | 505,194 | \$ 0.151 |
| Commercial Sector | \$ 80.7 | \$ 17.9 | \$ 1.4 | \$ - | \$ 100.0 | 21.3 | \$ 0.044 | 3,358,811 | \$ 0.533 |
| Industry and Agriculture | \$ 44.6 | \$ 4.9 | \$ 1.8 | \$ - | \$ 51.3 | 15.9 | \$ 0.036 | 1,610,460 | \$ 0.299 |
| NEEA - Industrial | \$ 0.5 | \$ - | \$ - | \$ - | \$ 0.5 | 0.8 | \$ 0.011 | - | |
| Industry and Agriculture Sector | \$ 45.1 | \$ 4.9 | \$ 1.8 | \$ - | \$ 51.8 | 16.7 | \$ 0.035 | 1,610,460 | \$ 0.299 |
| Residential | \$ 40.0 | \$ 21.8 | \$ - | \$ - | \$ 61.8 | 5.2 | \$ 0.076 | 2,562,693 | \$ 0.533 |
| NEEA Residential | \$ 3.4 | \$ 0.3 | \$ - | \$ - | \$ 3.7 | 4.9 | \$ 0.008 | - | |
| Residential Sector | \$ 43.4 | \$ 22.1 | \$ - | \$ - | \$ 65.5 | 10.1 | \$ 0.046 | 2,562,693 | \$ 0.541 |
| Oregon Efficiency Programs | \$ 169.3 | \$ 44.9 | \$ 3.2 | \$ - | \$ 217.4 | 48.2 | \$ 0.041 | 7,531,964 | \$ 0.476 |
| Solar | \$ 17.8 | \$ - | \$ - | \$ - | \$ 17.8 | 4.4 | | - | |
| Other Renewables | \$ 2.8 | \$ - | \$ - | \$ - | \$ 2.8 | 0.2 | | - | |
| Renewables Programs | \$ 20.6 | \$ - | \$ - | \$ - | \$ 20.6 | 4.6 | | - | |
| Commercial Washington | \$ - | \$ - | \$ - | \$ - | \$ 1.6 | - | | 162,296 | \$ 0.881 |
| NEEA Commercial Washington | \$ - | \$ - | \$ - | \$ - | \$ - | - | | - | |
| Residential Washington | \$ - | \$ - | \$ - | \$ - | \$ 1.8 | - | | 113,750 | \$ 1.067 |
| NEEA Residential Washington | \$ - | \$ - | \$ - | \$ - | \$ - | - | | - | |
| Washington Programs | \$ - | \$ - | \$ - | \$ - | \$ 3.4 | 0.0 | | 276,046 | \$ 0.962 |
| Community Solar | \$ - | \$ - | \$ - | \$ 0.2 | \$ 0.2 | | | | |
| PGE Storage | \$ - | \$ - | \$ - | \$ 0.3 | \$ 0.3 | | | | |
| LMI | \$ - | \$ - | \$ - | \$ - | \$ 0.0 | | | | |
| NWN Geo TLM Phase 3 | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| NREL Program | \$ - | \$ - | \$ - | \$ 0.0 | \$ 0.0 | | | | |
| SALMON Program | \$ - | \$ - | \$ - | \$ 0.4 | \$ 0.4 | | | | |
| FEMA Program | \$ - | \$ - | \$ - | \$ 1.3 | \$ 1.3 | | | | |
| PGE Inverter | \$ - | \$ - | \$ - | \$ 0.1 | \$ 0.1 | | | | |
| ODOE Cooling | \$ - | \$ - | \$ - | \$ 0.4 | \$ 0.4 | | | | |
| FlexFeeder | \$ - | \$ - | \$ - | \$ 0.1 | \$ 0.1 | | | | |
| Development | \$ - | \$ - | \$ - | \$ - | \$ 0.3 | | | | |
| Total Company | \$ 189.9 | \$ 44.9 | \$ 3.2 | \$ 2.7 | \$ 244.4 | | | | |

| | Oregon OPUC Efficiency Funders | | | | | | | Oregon OPUC Renewables | | | Other Funding Sources | | | | | | | | | | | | | TOTAL | | | | |
|---|--------------------------------|--------------------|------------------|------------------|----------------|----------------|---------------|------------------------------|-------------------|-------------------|-----------------------|----------------|---------------|----------------|------------|---------|-----------------|-------------|-------------|------------|--------------|------------|--------------|-----------|--------------|-------------|------------------|---------------------------|
| | PGE | PAC | NWN IND | NWN | CNG | AVI | AVI Int | Total Oregon OPUC Efficiency | PGE | PAC | Total Renewables | NWN Transport | CNG Transport | AVI Transport | Washington | LMI | Community Solar | PGE storage | NWN TLM GEO | NREL GRANT | SALMON GRANT | FEMA GRANT | PGE INVERTER | | ODOE COOLING | Flex/Fooder | Fund Development | Investments / Contingency |
| Net Assets Beginning of Year | 14,463,407 | 18,030,712 | 1,886,707 | 4,988,735 | 3,388,934 | 3,519,943 | (0) | 48,238,438 | 3,045,533 | 6,587,366 | 9,615,899 | - | (0) | (0) | 128,867 | 9,034 | 806,560 | (7,132) | 293,569 | 190,017 | 14,082 | 181,911 | 74,740 | 694,823 | 109,986 | (329,857) | 10,621,521 | 88,642,260 |
| Revenue | 87,833,700 | 64,640,480 | 7,231,586 | 29,242,500 | 5,267,475 | 4,943,292 | 307,045 | 199,466,078 | 8,818,840 | 6,378,060 | 15,196,900 | 1,922,467 | 644,858 | # ##### | 2,950,874 | 393,119 | 235,253 | 164,000 | 293,569 | 463,627 | 1,540,874 | 518,288 | 86,326 | 20,000 | | | | 223,719,373 |
| Incentives | 52,033,865 | 34,375,789 | 4,870,862 | 13,993,020 | 2,239,108 | 1,716,011 | 125,533 | 109,354,187 | 7,940,040 | 5,108,000 | 13,048,040 | 798,657 | 313,236 | # ##### | 1,561,609 | | | | | | | | | | | | | 126,081,247 |
| Program Delivery Contractors | 32,993,909 | 22,018,532 | 1,723,811 | 9,507,633 | 1,883,834 | 1,210,037 | 136,980 | 69,474,737 | 668,441 | 295,829 | 964,270 | 826,114 | 229,994 | # ##### | 983,342 | | 26,400 | | | | | | | | | | | 72,709,994 |
| Expenditures | 101,595,731 | 67,683,113 | 7,796,783 | 28,385,713 | 4,910,912 | 3,515,500 | 307,635 | 214,195,388 | 12,715,257 | 7,889,738 | 20,604,995 | 1,922,467 | 644,858 | # ##### | 3,422,052 | 1 | 206,607 | 274,058 | 33,438 | 20,802 | 354,281 | 1,271,536 | 81,240 | 367,446 | 76,527 | 321,228 | 244,387,921 | |
| Operating Net Income | (13,762,031) | (3,042,633) | (565,197) | 856,787 | 356,563 | 1,427,792 | (590) | (14,729,310) | (3,896,417) | (1,511,676) | (6,408,095) | (0) | 0 | 0 | (471,176) | (1) | 185,512 | (38,805) | (33,438) | (20,802) | 109,346 | 269,339 | 5,098 | (347,446) | (76,527) | (321,228) | 208,000 | (20,668,548) |
| Net Assets | 701,376 | 14,988,079 | 1,301,510 | 5,845,522 | 3,725,498 | 4,947,735 | (590) | 31,509,129 | (847,884) | 5,055,688 | 4,207,804 | (0) | (0) | (0) | (342,511) | 9,033 | 993,072 | (45,937) | 260,131 | 169,215 | 123,428 | 451,250 | 79,826 | 347,377 | 33,460 | (651,085) | 10,829,521 | 47,973,712 |
| less: Renewables Dedicated | | | | | | | | | (3,540) | (400,000) | (403,540) | | | | | | | | | | | | | | | | | |
| Renewables funds yet to be dedicated for future periods | | | | | | | | | (851,424) | 4,655,688 | 3,804,264 | | | | | | | | | | | | | | | | | |
| Reportable Energy | 252,892,409 | 168,927,513 | 2,108,785 | 4,059,970 | 789,573 | 544,944 | 48,692 | 24,599,250 | 15,309,600 | 39,908,850 | 309,438 | 101,231 | 94,073 | 276,046 | | | | | | | | | | | | | | |

Energy Trust of Oregon
2024 Projection Summary by Funding Source

All

| Expenditures Detail | OPUC Efficiency and Transport | OPUC Renewables | Washington | Contracts/ Grants | Development | Total Company |
|--|-------------------------------------|--------------------|------------------|----------------------|----------------|--------------------|
| Incentives | 110,758,060 | 13,048,040 | 1,561,609 | 713,538 | | 126,081,247 |
| Program Delivery Contractors | 70,735,982 | 964,270 | 983,342 | 26,400 | | 72,709,994 |
| Employee Salaries & Fringe Benefits | 18,994,343 | 3,551,397 | 545,787 | 891,582 | 293,846 | 24,287,319 |
| Agency Contractor Services | 2,242,378 | 396,229 | 31,049 | 108,373 | 1,902 | 2,779,931 |
| Planning and Evaluation Services | 4,130,800 | 180,679 | 32,827 | 20,516 | | 4,367,682 |
| Advertising and Marketing Services | 3,355,782 | 507,871 | 19,019 | 14,928 | | 3,897,600 |
| Other Professional Services | 4,547,590 | 1,146,975 | 122,572 | 592,000 | 3,608 | 6,413,344 |
| Travel, Meetings, Trainings & Conferences | 608,957 | 83,534 | 21,350 | 14,578 | 4,504 | 733,021 |
| Dues, Licenses and Fees | 221,470 | 36,580 | 56,475 | 1,762 | 14 | 316,713 |
| Software and Hardware | 474,991 | 450,428 | 12,903 | 237,297 | 4,826 | 1,180,445 |
| Depreciation & Amortization | 108,732 | 20,444 | 2,966 | 5,547 | 1,138 | 138,846 |
| Office Rent and Equipment | 1,061,448 | 202,225 | 29,576 | 55,273 | 10,598 | 1,359,647 |
| Materials Postage and Telephone | 103,321 | 15,128 | 2,389 | 3,898 | 765 | 125,515 |
| Miscellaneous Expenses | 9,856 | 1,196 | 188 | 230 | 27 | 11,500 |
| Expenditures | 217,353,709 | 20,604,995 | 3,422,052 | 2,685,937 | 321,228 | 244,402,818 |
| <i>Expenditure break down by function:</i> | | | | | | |
| Program Costs | 204,345,992 | 19,371,872 | 3,217,256 | 451,901 | | |
| Communications and Outreach | 4,840,123 | 458,841 | 76,204 | 59,812 | | 5,434,979 |
| Management & General | 8,167,594 | 774,283 | 128,592 | 100,931 | | 9,171,400 |
| Total Administrative | 13,007,717 | 1,233,123 | 204,796 | 160,742 | | 14,606,378 |
| Expenditures | 217,353,709 | 20,604,995 | 3,422,052 | 2,685,937 | 321,228 | 244,402,818 |

| Energy Savings and Generation Detail | OPUC Efficiency Division | OPUC Renewables Division | Washington Programs | Contracts/Gr ants | Development | Total Company |
|--------------------------------------|--------------------------------|--------------------------------|------------------------|----------------------|-------------|---------------|
| Efficiency electric kWh savings | 421,819,923 | | | | | 421,819,923 |
| Efficiency gas therms savings | 8,036,706 | | 276,046 | | | 8,312,752 |
| Renewables electric kWh generation | | 39,908,850 | | | | 39,908,850 |

All

| Expenditures Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | NEEA - Industrial | Residential | NEEA Residential | OPUC Efficiency and Transport | Solar | Other Renewables | OPUC Renewables | Washington | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | |
|--|-------------------|----------------------------|------------------|--------------------------|-------------------|-------------------|------------------|-------------------------------|-------------------|------------------|-------------------|------------------|----------|-----------------|----------------|---------------------|---------------|----------------|------------------|---------------|----------------|---------------|------------------|----------------|--------------------|---------|-------------|
| Incentives | 8,625,526 | 36,867,657 | | 30,307,235 | | 34,957,643 | | 110,758,060 | 11,564,500 | 1,483,540 | 13,048,040 | 1,561,609 | | | 164,000 | | | | 518,288 | 31,250 | | | | | 713,538 | | 126,081,247 |
| Program Delivery Contractors | 7,063,335 | 28,754,641 | 3,727,433 | 12,330,823 | 444,404 | 15,037,640 | 3,377,706 | 70,735,982 | 964,270 | 983,342 | 964,270 | 983,342 | | | 26,400 | | | | | | | | | | | 26,400 | 72,709,994 |
| Employee Salaries & Fringe Benefits | 1,981,821 | 5,678,495 | 199,892 | 4,957,734 | 51,122 | 5,923,464 | 201,814 | 18,994,343 | 2,467,928 | 1,083,469 | 3,551,397 | 545,787 | 0 | 134,589 | 66,993 | 23,988 | 17,157 | 223,654 | 76,993 | 42,136 | 298,452 | 7,619 | 891,582 | 293,846 | 24,287,319 | | |
| Agency Contractor Services | 136,012 | 946,548 | 22,080 | 550,784 | 3,680 | 562,474 | 20,801 | 2,242,378 | 348,405 | 47,824 | 396,229 | 31,049 | 0 | 6,086 | 3,778 | 898 | 943 | 9,355 | 6,518 | 2,019 | 13,751 | 65,024 | 108,373 | 1,902 | 2,779,931 | | |
| Planning and Evaluation Services | 600,792 | 1,290,925 | 10,778 | 884,673 | 7,249 | 1,322,096 | 14,296 | 4,130,800 | 165,124 | 15,555 | 180,679 | 32,827 | 0 | 754 | 52 | 4,296 | 4 | 67 | 242 | 15 | 15,070 | 15 | 20,516 | | 4,367,682 | | |
| Advertising and Marketing Services | 261,969 | 1,027,335 | 22,405 | 645,219 | 2,892 | 1,375,491 | 20,470 | 3,355,782 | 431,110 | 76,761 | 507,871 | 19,019 | 0 | 1,148 | 1,523 | 186 | 116 | 1,969 | 7,067 | 452 | 2,042 | 425 | 14,928 | | 3,897,600 | | |
| Other Professional Services | 154,353 | 1,451,278 | 20,865 | 990,900 | 4,059 | 1,906,037 | 20,098 | 4,547,590 | 1,125,254 | 21,721 | 1,146,975 | 122,572 | 0 | 46,336 | 1,655 | 1,174 | 234 | 92,882 | 444,908 | 640 | 3,663 | 508 | 592,000 | 3,608 | 6,413,344 | | |
| Travel, Meetings, Trainings & Conferences | 51,635 | 225,634 | 6,644 | 129,890 | 1,140 | 187,730 | 6,285 | 608,957 | 75,399 | 8,135 | 83,534 | 21,350 | 0 | 3,837 | 653 | 270 | 114 | 5,534 | 1,943 | 262 | 1,734 | 210 | 14,578 | | 4,504 | | |
| Dues, Licenses and Fees | 22,450 | 101,492 | 2,913 | 41,393 | 1,219 | 48,701 | 3,301 | 221,470 | 33,320 | 3,260 | 36,580 | 56,475 | 0 | 188 | 105 | 630 | 9 | 145 | 464 | 33 | 158 | 30 | 1,762 | 14 | 316,713 | | |
| Software and Hardware | 45,947 | 147,433 | 5,051 | 128,855 | 1,230 | 141,424 | 5,052 | 474,991 | 424,343 | 26,085 | 450,428 | 12,903 | 0 | 3,715 | 3,733 | 540 | 602 | 5,617 | 211,782 | 1,201 | 9,373 | 734 | 237,297 | | 1,180,445 | | |
| Depreciation & Amortization | 10,516 | 33,620 | 1,152 | 29,408 | 281 | 32,602 | 1,153 | 108,732 | 14,495 | 5,949 | 20,444 | 2,966 | 0 | 849 | 442 | 124 | 138 | 1,284 | 292 | 274 | 1,978 | 168 | 5,547 | 1,138 | 138,846 | | |
| Office Rent and Equipment | 102,925 | 324,294 | 10,900 | 286,581 | 2,733 | 323,052 | 10,963 | 1,061,448 | 143,149 | 59,076 | 202,225 | 29,576 | 0 | 8,490 | 4,391 | 1,238 | 1,383 | 12,839 | 2,723 | 2,738 | 19,805 | 1,667 | 55,273 | 10,598 | 1,359,647 | | |
| Materials Postage and Telephone | 8,265 | 35,045 | 997 | 31,819 | 218 | 25,988 | 979 | 103,321 | 10,951 | 4,177 | 15,128 | 2,389 | 0 | 585 | 314 | 85 | 94 | 888 | 266 | 190 | 1,358 | 117 | 3,898 | 765 | 125,515 | | |
| Miscellaneous Expenses | 890 | 3,355 | 160 | 2,420 | 24 | 2,859 | 149 | 9,856 | 951 | 245 | 1,196 | 188 | 0 | 29 | 20 | 4 | 4 | 45 | 49 | 10 | 63 | 7 | 230 | 27 | 11,500 | | |
| Expenditures | 19,066,435 | 76,887,752 | 4,031,270 | 51,317,734 | 520,251 | 61,847,210 | 3,683,057 | 217,353,709 | 17,769,198 | 2,835,797 | 20,604,995 | 3,422,052 | 1 | 206,607 | 274,058 | 33,438 | 20,802 | 354,281 | 1,271,536 | 81,240 | 367,446 | 76,527 | 2,685,937 | 321,228 | 244,402,818 | | |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Program Costs | 17,925,388 | 72,286,339 | 3,790,015 | 48,246,581 | 489,116 | 58,145,911 | 3,462,642 | 204,345,992 | 16,705,785 | 2,666,086 | 19,371,872 | 3,217,256 | 1 | 194,243 | 257,657 | | | | | | | | | | | 451,901 | |
| Communications and Outreach | 424,579 | 1,712,168 | 89,770 | 1,142,765 | 11,585 | 1,377,239 | 82,016 | 4,840,123 | 395,692 | 63,149 | 458,841 | 76,204 | 0 | 4,601 | 6,103 | 745 | 463 | 7,889 | 28,315 | 1,809 | 8,182 | 1,704 | 59,812 | | 5,434,979 | | |
| Management & General | 716,468 | 2,889,244 | 151,485 | 1,928,389 | 19,550 | 2,324,059 | 138,400 | 8,167,594 | 667,721 | 106,562 | 774,283 | 128,592 | 0 | 7,764 | 10,298 | 1,257 | 782 | 13,313 | 47,781 | 3,053 | 13,808 | 2,876 | 100,931 | | 9,171,400 | | |
| Total Administrative | 1,141,047 | 4,601,413 | 241,255 | 3,071,153 | 31,135 | 3,701,299 | 220,416 | 13,007,717 | 1,063,413 | 169,711 | 1,233,123 | 204,796 | 0 | 12,365 | 16,401 | 2,001 | 1,245 | 21,202 | 76,096 | 4,862 | 21,990 | 4,580 | 160,742 | | 14,606,378 | | |
| Expenditures | 19,066,435 | 76,887,752 | 4,031,270 | 51,317,734 | 520,251 | 61,847,210 | 3,683,057 | 217,353,709 | 17,769,198 | 2,835,797 | 20,604,995 | 3,422,052 | 1 | 206,607 | 274,058 | 33,438 | 20,802 | 354,281 | 1,271,536 | 81,240 | 367,446 | 76,527 | 2,685,937 | 321,228 | 244,402,818 | | |

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------------|-------------|------------------|--------------------------|------------|------------------|--------------------------|---------------------|-----|-----------------|-------------|---------------------|--------------|----------------|--------------|--------------|--------------|------------|------------------|-------------|---------------|-------------|
| Efficiency electric kWh savings | 43,825,067 | 125,919,166 | 16,922,477 | 139,535,813 | 7,163,317 | 45,785,789 | 42,668,295 | 421,819,923 | | | | 276,046 | | | | | | | | | | | | | | 421,819,923 |
| Efficiency gas therms savings | 391,228 | 2,615,131 | 505,194 | 1,962,460 | - | 2,562,693 | - | 8,036,706 | | | | | | | | | | | | | | | | | | 8,312,753 |
| Renewables electric kWh generation | | | | | | | | | 38,578,850 | 1,330,000 | 39,908,850 | | | | | | | | | | | | | | | 39,908,850 |

Energy Trust of Oregon
2024 Detail by Funding Source and Program

OPUC

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | | |
|--|-------------------|----------------------------|------------------|--------------------------|-------------------|-------------------|------------------|--------------------|-------------------|------------------|-------------------|---------------------|-----|-----------------|-------------|---------------------|--------------|----------------|--------------|--------------|--------------|------------|------------------|-------------|---------------|-------------|--|
| Incentives | 8,625,528 | 36,350,284 | | 29,420,735 | | 34,957,643 | | 109,354,187 | 11,564,500 | 1,483,540 | 13,048,040 | | | | | | | | | | | | | | 122,402,227 | | |
| Program Delivery Contractors | 7,063,335 | 28,091,342 | 3,727,433 | 11,732,877 | 444,404 | 15,037,640 | 3,377,708 | 69,474,737 | 964,270 | | 964,270 | | | | | | | | | | | | | | | 70,439,007 | |
| Employee Salaries & Fringe Benefits | 1,981,821 | 5,576,448 | 199,892 | 4,785,503 | 51,122 | 5,923,464 | 201,814 | 18,720,065 | 2,467,828 | 1,083,469 | 3,551,397 | | | | | | | | | | | | | | | 22,271,461 | |
| Agency Contractor Services | 136,012 | 929,535 | 22,080 | 531,657 | 3,680 | 562,474 | 20,801 | 2,206,238 | 348,405 | 47,824 | 396,229 | | | | | | | | | | | | | | | 4,258,258 | |
| Planning and Evaluation Services | 600,792 | 1,270,081 | 10,778 | 852,297 | 7,249 | 1,322,096 | 14,286 | 4,077,579 | 165,124 | 15,555 | 180,679 | | | | | | | | | | | | | | | 3,822,777 | |
| Advertising and Marketing Services | 261,969 | 1,008,870 | 22,405 | 622,809 | 2,892 | 1,375,491 | 20,470 | 3,314,906 | 431,110 | 76,761 | 507,871 | | | | | | | | | | | | | | | 5,644,116 | |
| Other Professional Services | 154,353 | 1,425,187 | 20,865 | 966,543 | 4,059 | 1,906,037 | 20,098 | 4,497,141 | 1,125,254 | 21,721 | 1,146,975 | | | | | | | | | | | | | | | 883,929 | |
| Travel, Meetings, Trainings & Conferences | 51,635 | 221,579 | 6,644 | 125,382 | 1,140 | 187,730 | 6,285 | 600,394 | 75,399 | 8,135 | 83,534 | | | | | | | | | | | | | | | 254,798 | |
| Dues, Licenses and Fees | 22,450 | 99,668 | 2,913 | 39,856 | 1,219 | 48,701 | 3,301 | 218,288 | 33,320 | 3,260 | 36,590 | | | | | | | | | | | | | | | 918,293 | |
| Software and Hardware | 45,947 | 144,784 | 5,051 | 124,379 | 1,230 | 141,424 | 5,052 | 467,885 | 424,343 | 26,085 | 450,428 | | | | | | | | | | | | | | | 127,550 | |
| Depreciation & Amortization | 10,516 | 33,016 | 1,152 | 28,386 | 281 | 32,602 | 1,153 | 107,106 | 14,495 | 5,949 | 20,444 | | | | | | | | | | | | | | | 1,247,888 | |
| Office Rent and Equipment | 102,925 | 318,466 | 10,900 | 276,624 | 2,733 | 323,052 | 10,963 | 1,045,663 | 143,149 | 59,076 | 202,225 | | | | | | | | | | | | | | | 116,713 | |
| Materials Postage and Telephone | 8,265 | 34,415 | 997 | 30,713 | 218 | 25,998 | 979 | 101,585 | 10,951 | 4,177 | 15,128 | | | | | | | | | | | | | | | 10,908 | |
| Miscellaneous Expenses | 890 | 3,294 | 160 | 2,336 | 24 | 2,859 | 149 | 9,712 | 951 | 245 | 1,196 | | | | | | | | | | | | | | | 234,800,383 | |
| Expenditures | 19,066,435 | 75,506,968 | 4,031,270 | 49,540,196 | 520,251 | 61,847,210 | 3,683,057 | 214,195,388 | 17,769,198 | 2,835,797 | 20,604,995 | | | | | | | | | | | | | | | | |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Program Costs | 17,925,388 | 70,988,189 | 3,790,015 | 46,575,421 | 489,116 | 58,145,911 | 3,462,642 | 201,376,683 | 16,705,785 | 2,666,086 | 19,371,872 | | | | | | | | | | | | | | | | |
| Communications and Outreach Management & General | 424,579 | 1,681,421 | 89,770 | 1,103,182 | 11,585 | 1,377,239 | 82,016 | 4,769,792 | 395,692 | 63,149 | 458,841 | | | | | | | | | | | | | | | 5,228,632 | |
| | 718,468 | 2,837,358 | 151,485 | 1,861,593 | 19,550 | 2,324,059 | 138,400 | 8,048,913 | 667,721 | 106,562 | 774,283 | | | | | | | | | | | | | | | 8,823,195 | |
| Total Administrative | 1,141,047 | 4,518,778 | 241,255 | 2,964,775 | 31,135 | 3,701,299 | 220,416 | 12,818,705 | 1,063,413 | 169,711 | 1,233,123 | | | | | | | | | | | | | | | 14,051,828 | |
| Expenditures | 19,066,435 | 75,506,968 | 4,031,270 | 49,540,196 | 520,251 | 61,847,210 | 3,683,057 | 214,195,388 | 17,769,198 | 2,835,797 | 20,604,995 | | | | | | | | | | | | | | | | |

| 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 | LMI | Community Solar | PGE Storage | NWN Geo TLM Phase 3 | NREL Program | SALMON Program | FEMA Program | PGE Inverter | ODOE Cooling | FlexFeeder | Contracts/Grants | Development | Total Company | |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------------|-------------|------------------|--------------------------|------------|------------------|--------------------------|---------------------|-----|-----------------|-------------|---------------------|--------------|----------------|--------------|--------------|--------------|------------|------------------|-------------|---------------|-------------|
| Efficiency electric kWh savings | 43,825,067 | 125,919,166 | 16,922,477 | 139,535,813 | 7,163,317 | 45,785,789 | 42,668,295 | 421,819,923 | | | 7,531,964 | | | | | | | | | | | | | | | 421,819,923 |
| Efficiency gas therms savings | 391,228 | 2,462,389 | 506,194 | 1,610,460 | - | 2,562,693 | - | | | | | 276,046 | | | | | | | | | | | | | | 7,808,011 |
| Renewables electric kWh generation | | | | | | | | | 38,678,850 | 1,330,000 | 39,908,850 | | | | | | | | | | | | | | | 39,908,850 |

Energy Trust of Oregon
2024 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 | 4,455,074 | 18,757,100 | | 15,897,691 | | 12,924,000 | | 52,033,865 | 6,936,500 | 1,003,540 | 7,940,040 |
| Program Delivery Contractors | 3,666,700 | 13,926,408 | 1,602,621 | 6,311,199 | 253,310 | 5,470,366 | 1,763,304 | 32,993,909 | 668,441 | | 668,441 |
| Employee Salaries & Fringe Benefits | 1,026,379 | 2,828,847 | 85,944 | 2,582,618 | 29,139 | 2,173,959 | 105,356 | 8,832,242 | 1,500,037 | 731,632 | 2,231,668 |
| Agency Contractor Services | 70,412 | 471,519 | 9,493 | 286,935 | 2,097 | 206,487 | 10,859 | 1,057,802 | 211,764 | 32,294 | 244,059 |
| Planning and Evaluation Services | 307,382 | 658,055 | 4,634 | 452,352 | 4,132 | 457,408 | 7,458 | 1,891,420 | 110,561 | 10,504 | 121,065 |
| Advertising and Marketing Services | 135,668 | 511,763 | 9,633 | 336,122 | 1,648 | 509,745 | 10,686 | 1,515,266 | 262,034 | 50,082 | 312,115 |
| Other Professional Services | 79,921 | 722,898 | 8,971 | 538,888 | 2,314 | 699,230 | 10,492 | 2,062,713 | 683,943 | 14,667 | 698,610 |
| Travel, Meetings, Trainings & Conferences | 26,736 | 112,403 | 2,857 | 67,673 | 650 | 68,910 | 3,281 | 282,509 | 45,828 | 5,494 | 51,322 |
| Dues, Licenses and Fees | 11,628 | 50,555 | 1,253 | 21,564 | 695 | 17,875 | 1,723 | 105,293 | 20,252 | 2,201 | 22,454 |
| Software and Hardware | 23,794 | 73,447 | 2,172 | 67,124 | 701 | 51,907 | 2,637 | 221,782 | 257,921 | 17,614 | 275,535 |
| Depreciation & Amortization | 5,446 | 16,749 | 495 | 15,319 | 160 | 11,966 | 602 | 50,737 | 8,810 | 4,017 | 12,827 |
| Office Rent and Equipment | 53,303 | 161,552 | 4,686 | 149,286 | 1,558 | 118,564 | 5,723 | 494,672 | 87,008 | 39,892 | 126,900 |
| Materials Postage and Telephone | 4,280 | 17,458 | 429 | 16,575 | 124 | 9,543 | 511 | 48,919 | 6,656 | 2,820 | 9,477 |
| Miscellaneous Expenses | 461 | 1,671 | 69 | 1,261 | 14 | 1,050 | 78 | 4,603 | 578 | 166 | 744 |
| Expenditures | 9,867,182 | 38,310,424 | 1,733,257 | 26,744,606 | 296,543 | 22,721,009 | 1,922,711 | 101,595,731 | 10,800,334 | 1,914,923 | 12,715,257 |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | |
| Program Costs | 9,276,672 | 36,017,704 | 1,629,528 | 25,144,052 | 278,796 | 21,361,251 | 1,807,644 | 95,515,649 | 10,153,979 | 1,800,323 | 11,954,302 |
| Communications and Outreach | 219,727 | 853,112 | 38,597 | 595,560 | 6,604 | 505,961 | 42,816 | 2,262,376 | 240,506 | 42,642 | 283,149 |
| Management & General | 370,783 | 1,439,607 | 65,131 | 1,004,994 | 11,143 | 853,797 | 72,251 | 3,817,707 | 405,849 | 71,958 | 477,807 |
| Total Administrative | 590,510 | 2,292,720 | 103,728 | 1,600,554 | 17,747 | 1,359,758 | 115,066 | 6,080,083 | 646,355 | 114,600 | 760,955 |
| Expenditures | 9,867,182 | 38,310,424 | 1,733,257 | 26,744,606 | 296,543 | 22,721,009 | 1,922,711 | 101,595,731 | 10,800,334 | 1,914,923 | 12,715,257 |

| 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 | 23,799,455 | 82,331,335 | 9,645,812 | 86,197,125 | 4,083,091 | 22,514,664 | 24,320,928 | 252,892,409 | | | |
| Efficiency gas therms savings | - | - | - | - | - | - | - | - | | | |
| Renewables electric kWh generation | | | | | | | | | 23,299,250 | 1,300,000 | 24,599,250 |

Energy Trust of Oregon
2024 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 | 3,510,393 | 10,517,043 | | 10,735,676 | | 9,612,677 | | 34,375,789 | 4,628,000 | 480,000 | 5,108,000 |
| Program Delivery Contractors | 2,885,025 | 8,031,289 | 1,208,995 | 4,107,465 | 191,094 | 4,264,453 | 1,330,212 | 22,018,532 | 295,829 | | 295,829 |
| Employee Salaries & Fringe Benefits | 806,587 | 1,605,760 | 64,835 | 1,727,003 | 21,982 | 1,656,860 | 79,479 | 5,962,506 | 967,892 | 351,837 | 1,319,728 |
| Agency Contractor Services | 55,333 | 267,652 | 7,162 | 191,874 | 1,582 | 157,372 | 8,192 | 689,167 | 136,640 | 15,530 | 152,170 |
| Planning and Evaluation Services | 228,697 | 377,589 | 3,496 | 310,489 | 3,117 | 500,415 | 5,626 | 1,429,430 | 54,563 | 5,051 | 59,614 |
| Advertising and Marketing Services | 106,616 | 290,496 | 7,267 | 224,766 | 1,243 | 378,633 | 8,062 | 1,017,082 | 169,076 | 26,679 | 195,755 |
| Other Professional Services | 62,806 | 410,344 | 6,768 | 360,356 | 1,746 | 532,911 | 7,915 | 1,382,845 | 441,311 | 7,053 | 448,364 |
| Travel, Meetings, Trainings & Conferences | 21,010 | 63,804 | 2,155 | 45,253 | 490 | 52,519 | 2,475 | 187,707 | 29,571 | 2,642 | 32,212 |
| Dues, Licenses and Fees | 9,138 | 28,697 | 945 | 14,420 | 524 | 13,623 | 1,300 | 68,647 | 13,068 | 1,059 | 14,126 |
| Software and Hardware | 18,699 | 41,691 | 1,638 | 44,886 | 529 | 39,560 | 1,990 | 148,993 | 166,422 | 8,471 | 174,893 |
| Depreciation & Amortization | 4,280 | 9,507 | 374 | 10,244 | 121 | 9,120 | 454 | 34,099 | 5,685 | 1,932 | 7,617 |
| Office Rent and Equipment | 41,888 | 91,703 | 3,535 | 99,828 | 1,175 | 90,362 | 4,318 | 332,809 | 56,141 | 19,184 | 75,325 |
| Materials Postage and Telephone | 3,363 | 9,910 | 323 | 11,084 | 94 | 7,273 | 385 | 32,432 | 4,295 | 1,356 | 5,651 |
| Miscellaneous Expenses | 362 | 949 | 52 | 843 | 10 | 800 | 59 | 3,075 | 373 | 80 | 453 |
| Expenditures | 7,754,198 | 21,746,434 | 1,307,544 | 17,884,185 | 223,708 | 17,316,578 | 1,450,466 | 67,683,113 | 6,968,864 | 920,874 | 7,889,738 |
| <i>Expenditure break down by function:</i> | | | | | | | | | | | |
| Program Costs | 7,290,141 | 20,445,000 | 1,229,293 | 16,813,891 | 210,320 | 16,280,253 | 1,363,662 | 63,632,560 | 6,551,807 | 865,763 | 7,417,570 |
| Communications and Outreach | 172,674 | 484,259 | 29,117 | 398,252 | 4,982 | 385,613 | 32,300 | 1,507,196 | 155,186 | 20,506 | 175,692 |
| Management & General | 291,383 | 817,175 | 49,134 | 672,042 | 8,406 | 650,713 | 54,505 | 2,543,358 | 261,872 | 34,604 | 296,476 |
| Total Administrative | 464,057 | 1,301,434 | 78,251 | 1,070,294 | 13,388 | 1,036,325 | 86,804 | 4,050,553 | 417,058 | 55,110 | 472,168 |
| Expenditures | 7,754,198 | 21,746,434 | 1,307,544 | 17,884,185 | 223,708 | 17,316,578 | 1,450,466 | 67,683,113 | 6,968,864 | 920,874 | 7,889,738 |

| 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 | 20,025,612 | 43,587,830 | 7,276,665 | 53,338,688 | 3,080,226 | 23,271,125 | 18,347,367 | 168,927,513 | | | |
| Efficiency gas therms savings | - | - | - | - | - | - | - | - | | | |
| Renewables electric kWh generation | | | | | | | | | 15,279,600 | 30,000 | 15,309,600 |

Energy Trust of Oregon
2024 Projection Detail by Funding Source and Program

NW Natural - Industrial

| Expenditures Detail | New Buildings | Existing Buildings with MF | Industry and Agriculture | OPUC Efficiency |
|--|---------------|----------------------------|--------------------------|------------------|
| Incentives | 30,634 | 2,865,007 | 1,975,221 | 4,870,862 |
| Program Delivery Contractors | | 746,974 | 976,837 | 1,723,811 |
| Employee Salaries & Fringe Benefits | 3,883 | 312,188 | 342,509 | 658,580 |
| Agency Contractor Services | 268 | 52,047 | 38,037 | 90,352 |
| Planning and Evaluation Services | 1,615 | 63,769 | 64,385 | 129,769 |
| Advertising and Marketing Services | 513 | 56,489 | 44,567 | 101,569 |
| Other Professional Services | 303 | 79,820 | 48,438 | 128,561 |
| Travel, Meetings, Trainings & Conferences | 101 | 12,405 | 8,965 | 21,471 |
| Dues, Licenses and Fees | 44 | 5,582 | 2,859 | 8,485 |
| Software and Hardware | 90 | 8,105 | 8,902 | 17,098 |
| Depreciation & Amortization | 21 | 1,848 | 2,032 | 3,901 |
| Office Rent and Equipment | 202 | 17,829 | 19,801 | 37,831 |
| Materials Postage and Telephone | 16 | 1,927 | 2,199 | 4,142 |
| Miscellaneous Expenses | 2 | 184 | 167 | 353 |
| Expenditures | 37,692 | 4,224,175 | 3,534,917 | 7,796,783 |
| <i>Expenditure break down by function:</i> | | | | |
| Program Costs | 35,436 | 3,971,375 | 3,323,367 | 7,330,178 |
| Communications and Outreach | 839 | 94,066 | 78,717 | 173,622 |
| Management & General | 1,416 | 158,734 | 132,833 | 292,983 |
| Total Administrative | 2,256 | 252,799 | 211,550 | 466,605 |
| Expenditures | 37,692 | 4,224,175 | 3,534,917 | 7,796,783 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | Industry and Agriculture | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|--------------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - |
| Efficiency gas therms savings | 16,340 | 924,395 | 1,168,050 | 2,108,785 |
| Renewables electric kWh generation | | | | |

Energy Trust of Oregon
2024 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 | 525,022 | 2,916,004 | | 362,909 | 10,189,085 | | 13,993,020 |
| Program Delivery Contractors | 426,749 | 3,738,469 | 666,879 | 124,895 | 4,343,700 | 206,941 | 9,507,633 |
| Employee Salaries & Fringe Benefits | 120,984 | 575,258 | 35,763 | 56,597 | 1,717,177 | 12,364 | 2,518,144 |
| Agency Contractor Services | 8,345 | 95,905 | 3,950 | 6,285 | 162,979 | 1,274 | 278,738 |
| Planning and Evaluation Services | 53,121 | 118,704 | 1,928 | 10,639 | 305,373 | 875 | 490,642 |
| Advertising and Marketing Services | 16,000 | 104,090 | 4,009 | 7,364 | 404,200 | 1,254 | 536,917 |
| Other Professional Services | 9,449 | 147,082 | 3,733 | 8,004 | 552,983 | 1,231 | 722,482 |
| Travel, Meetings, Trainings & Conferences | 3,161 | 22,858 | 1,189 | 1,481 | 54,405 | 385 | 83,479 |
| Dues, Licenses and Fees | 1,369 | 10,285 | 521 | 472 | 14,116 | 202 | 26,966 |
| Software and Hardware | 2,807 | 14,936 | 904 | 1,471 | 40,993 | 310 | 61,420 |
| Depreciation & Amortization | 642 | 3,406 | 206 | 336 | 9,450 | 71 | 14,111 |
| Office Rent and Equipment | 6,285 | 32,853 | 1,950 | 3,272 | 93,650 | 672 | 138,682 |
| Materials Postage and Telephone | 505 | 3,551 | 178 | 363 | 7,534 | 60 | 12,192 |
| Miscellaneous Expenses | 55 | 340 | 29 | 28 | 828 | 9 | 1,287 |
| Expenditures | 1,174,495 | 7,783,741 | 721,239 | 584,116 | 17,896,473 | 225,649 | 28,385,713 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 1,104,206 | 7,317,917 | 678,076 | 549,160 | 16,825,443 | 212,145 | 26,686,946 |
| Communications and Outreach | 26,154 | 173,332 | 16,061 | 13,007 | 398,526 | 5,025 | 632,105 |
| Management & General | 44,135 | 292,493 | 27,102 | 21,950 | 672,503 | 8,479 | 1,066,662 |
| Total Administrative | 70,289 | 465,825 | 43,163 | 34,957 | 1,071,030 | 13,504 | 1,698,767 |
| Expenditures | 1,174,495 | 7,783,741 | 721,239 | 584,116 | 17,896,473 | 225,649 | 28,385,713 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 289,593 | 1,056,470 | 367,872 | 248,900 | 2,097,135 | - | 4,059,970 |
| Renewables electric kWh generation | | | | | | | |

Energy Trust of Oregon
2024 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 | 68,666 | 771,337 | | 312,352 | 1,086,753 | | 2,239,108 |
| Program Delivery Contractors | 55,813 | 988,894 | 169,867 | 166,369 | 450,178 | 52,712 | 1,883,834 |
| Employee Salaries & Fringe Benefits | 15,777 | 152,139 | 9,110 | 55,543 | 180,843 | 3,149 | 416,561 |
| Agency Contractor Services | 1,088 | 25,364 | 1,006 | 6,168 | 17,164 | 325 | 51,115 |
| Planning and Evaluation Services | 6,562 | 31,076 | 491 | 10,441 | 28,369 | 223 | 77,162 |
| Advertising and Marketing Services | 2,086 | 27,529 | 1,021 | 7,227 | 39,935 | 319 | 78,118 |
| Other Professional Services | 1,232 | 38,899 | 951 | 7,855 | 58,237 | 314 | 107,487 |
| Travel, Meetings, Trainings & Conferences | 412 | 6,045 | 303 | 1,454 | 5,730 | 98 | 14,042 |
| Dues, Licenses and Fees | 179 | 2,720 | 133 | 464 | 1,487 | 52 | 5,033 |
| Software and Hardware | 366 | 3,950 | 230 | 1,444 | 4,317 | 79 | 10,386 |
| Depreciation & Amortization | 84 | 901 | 52 | 329 | 995 | 18 | 2,380 |
| Office Rent and Equipment | 820 | 8,689 | 497 | 3,211 | 9,863 | 171 | 23,250 |
| Materials Postage and Telephone | 66 | 939 | 45 | 357 | 793 | 15 | 2,216 |
| Miscellaneous Expenses | 7 | 90 | 7 | 27 | 87 | 2 | 221 |
| Expenditures | 153,158 | 2,058,572 | 183,714 | 573,240 | 1,884,751 | 57,477 | 4,910,912 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 143,992 | 1,935,375 | 172,719 | 538,934 | 1,771,956 | 54,037 | 4,617,014 |
| Communications and Outreach | 3,411 | 45,841 | 4,091 | 12,765 | 41,970 | 1,280 | 109,358 |
| Management & General | 5,755 | 77,356 | 6,903 | 21,541 | 70,824 | 2,160 | 184,539 |
| Total Administrative | 9,166 | 123,197 | 10,995 | 34,306 | 112,795 | 3,440 | 293,898 |
| Expenditures | 153,158 | 2,058,572 | 183,714 | 573,240 | 1,884,751 | 57,477 | 4,910,912 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 38,577 | 303,714 | 93,704 | 127,425 | 206,153 | - | 769,573 |
| Renewables electric kWh generation | | | | | | | |

Energy Trust of Oregon
2024 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 | 35,737 | 413,259 | | 121,887 | 1,145,128 | | 1,716,011 |
| Program Delivery Contractors | 29,048 | 529,820 | 79,071 | 38,620 | 508,942 | 24,537 | 1,210,037 |
| Employee Salaries & Fringe Benefits | 8,211 | 81,511 | 4,240 | 18,623 | 194,626 | 1,466 | 308,678 |
| Agency Contractor Services | 566 | 13,589 | 468 | 2,068 | 18,472 | 151 | 35,315 |
| Planning and Evaluation Services | 3,415 | 16,650 | 229 | 3,501 | 30,531 | 104 | 54,429 |
| Advertising and Marketing Services | 1,086 | 14,749 | 475 | 2,423 | 42,979 | 149 | 61,861 |
| Other Professional Services | 641 | 20,841 | 443 | 2,634 | 62,676 | 146 | 87,380 |
| Travel, Meetings, Trainings & Conferences | 215 | 3,239 | 141 | 487 | 6,166 | 46 | 10,294 |
| Dues, Licenses and Fees | 93 | 1,457 | 62 | 155 | 1,600 | 24 | 3,391 |
| Software and Hardware | 190 | 2,116 | 107 | 484 | 4,646 | 37 | 7,581 |
| Depreciation & Amortization | 44 | 483 | 24 | 110 | 1,071 | 8 | 1,741 |
| Office Rent and Equipment | 427 | 4,655 | 231 | 1,077 | 10,614 | 80 | 17,083 |
| Materials Postage and Telephone | 34 | 503 | 21 | 120 | 854 | 7 | 1,539 |
| Miscellaneous Expenses | 4 | 48 | 3 | 9 | 94 | 1 | 159 |
| Expenditures | 79,711 | 1,102,921 | 85,516 | 192,198 | 2,028,399 | 26,755 | 3,515,500 |
| <i>Expenditure break down by function:</i> | | | | | | | |
| Program Costs | 74,940 | 1,036,916 | 80,399 | 180,696 | 1,907,008 | 25,154 | 3,305,112 |
| Communications and Outreach | 1,775 | 24,560 | 1,904 | 4,280 | 45,169 | 596 | 78,285 |
| Management & General | 2,995 | 41,445 | 3,213 | 7,222 | 76,222 | 1,005 | 132,103 |
| Total Administrative | 4,770 | 66,005 | 5,118 | 11,502 | 121,391 | 1,601 | 210,388 |
| Expenditures | 79,711 | 1,102,921 | 85,516 | 192,198 | 2,028,399 | 26,755 | 3,515,500 |

| Energy Savings and Generation Detail | New Buildings | Existing Buildings with MF | NEEA Commercial | Industry and Agriculture | Residential | NEEA Residential | OPUC Efficiency Division |
|--------------------------------------|---------------|----------------------------|-----------------|--------------------------|-------------|------------------|--------------------------|
| Efficiency electric kWh savings | - | - | - | - | - | - | - |
| Efficiency gas therms savings | 46,719 | 133,517 | 43,618 | 61,685 | 259,405 | - | 544,944 |
| Renewables electric kWh generation | | | | | | | |

Energy Trust of Oregon
 2024 Projection Detail by Funding Source and Program

NW Natural Washington

| Washington | |
|--|------------------|
| Expenditures Detail | |
| Incentives | 1,561,609 |
| Program Delivery Contractors | 983,342 |
| Employee Salaries & Fringe Benefits | 545,787 |
| Agency Contractor Services | 31,049 |
| Planning and Evaluation Services | 32,827 |
| Advertising and Marketing Services | 19,019 |
| Other Professional Services | 122,572 |
| Travel, Meetings, Trainings & Conferences | 21,350 |
| Dues, Licenses and Fees | 56,475 |
| Software and Hardware | 12,903 |
| Depreciation & Amortization | 2,966 |
| Office Rent and Equipment | 29,576 |
| Materials Postage and Telephone | 2,389 |
| Miscellaneous Expenses | 188 |
| Expenditures | 3,422,052 |
| <i>Expenditure break down by function:</i> | |
| Program Costs | 3,217,256 |
| Communications and Outreach | 76,204 |
| Management & General | 128,592 |
| Total Administrative | 204,796 |
| Expenditures | 3,422,052 |

| Washington Programs | |
|--------------------------------------|---------|
| Energy Savings and Generation Detail | |
| Efficiency electric kWh savings | |
| Efficiency gas therms savings | 276,046 |
| Renewables electric kWh generation | |