

Energy Trust Board of Directors

December 16, 2022

Energy Trust of Oregon Board of Directors' Meeting Zoom

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PUBLIC COMMENT:

There are two PUBLIC COMMENT opportunities during
the meeting at 10:05 a.m. and at 1:00 p.m.

To request to speak email meeting host
cheryle.easton@energytrust.org with contact information
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206th Board Meeting

December 16, 2022

Register in advance for this meeting:

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Agenda		Tab	Purpose
10:00 a.m.	Board Meeting Call to Order (Henry Lorenzen) 5 minutes		Info
10:05 a.m.	General Public Comment 5 minutes <i>The president may defer specific public comment to the appropriate agenda topic.</i>		Info
	President's Report (Henry Lorenzen) 10 minutes <ul style="list-style-type: none">President's Report (10 minutes)Introduce New Director- Ellen Zuckerman		
	Consent Agenda <i>The consent agenda may be approved by a single motion, second and vote of the board. Any item on the consent agenda will be moved to the regular agenda upon the request of any member of the board.</i> <ul style="list-style-type: none">October 11, 2022 Board Orientation MinutesOctober 12, 2022 Board Meeting MinutesNovember 17, 2022 Special Board Meeting Minutes	Tab 1	Action
10:15 a.m.	Executive Director Report (Michael Colgrove, 15 minutes) <ul style="list-style-type: none">Update on Staff Restructuring<ul style="list-style-type: none">Introduction of Director of Innovation and DevelopmentEnergy Program (Tracy Scott, 15 minutes)		Info
10:30 a.m.	Proposed 2023 Annual Budget, 2024 Projection and 2023-2024 Action Plans (Michael Colgrove, 60 minutes) <ul style="list-style-type: none">Presentation and Discussion of 2023 Annual Budget, 2024 Projection and 2023-2024 Action Plan	Budget Binder	Info
11:30 a.m.	Annual Northwest Energy Efficiency Alliance (NEEA) Report (Susan Stratton, 30 minutes) <ul style="list-style-type: none">Presentation of NEEA's 2023 Operations Plan and Update on Executive Director Transition		Info
12:00 p.m.	Board Approval Proposed 2023 Annual Budget, 2024 Projection and 2023-2024 Action Plan <ul style="list-style-type: none">Resolution to Approve Proposed 2023 Annual Budget, 2024 Projection and 2023-2024 Action Plan R992	Tab 2	Action
12:10 p.m.	Break for Lunch (60 minutes)		

Agenda		Tab	Purpose
1:00 p.m.	Call Meeting to Order (Henry Lorenzen) General Public Comment (5 minutes) <i>The president may defer specific public comment to the appropriate agenda topic</i>		
1:05 p.m.	Committee Reports (Board Chair, 10 minutes) <ul style="list-style-type: none"> • Compensation & Human Resources Committee (Erik Andersson) • Finance & Audit Committee (Silvia Tanner) <ul style="list-style-type: none"> ○ Resolution for approving a new Media Buying and Creative Marketing Services contract. (Sloan Schang, 10 minutes) R993 	Tab 3 Tab 4	Info Action
1:15 p.m.	<ul style="list-style-type: none"> • If Requested Adjourn for Executive Session (15 minutes) • <i>The board may adjourn the public meeting and if needed to meet virtually in Executive Session pursuant to bylaws section 3.19.3 trade secrets, proprietary or other confidential commercial or financial information, and 3.19.4 information regarding negotiations whose disclosure would likely frustrate corporate purposes. The Executive Session is not open to the public.</i> 		
1:30 p.m.	Reconvene Public Meeting and Committee Reports (Henry Lorenzen, 60 minutes) <ul style="list-style-type: none"> • Finance & Audit Committee <ul style="list-style-type: none"> ○ Resolution New Media Buying and Marketing Services Contract R993 • Nominating & Governance Committee (Roland Risser) • Ad hoc Board Diversity Equity and Inclusion Committee (Melissa Cribbins) <ul style="list-style-type: none"> ○ Recommendation to Amend the ad hoc Diversity Equity and Inclusion Committee's Charter R994 ○ Discussion of 2023 Diversity Equity and Inclusion workshop calendar and ideas for topics (30 minutes) 	Tab 4 Tab 5 Tab 6 Tab 7 Tab 7	Action Info Action Discussion Info Info
2:30 p.m.	Pre 2023 Legislative Session Update (Hannah Cruz, Jay Ward 30 minutes) <ul style="list-style-type: none"> • Staff presentation of updates on local election results and legislative discussions on building emission reductions 		Info
3:00 p.m.	Oregon Department of Energy 2022 Biennial Energy Report (Janine Benner, Oregon Department of Energy, 30 minutes) Presentation of the Oregon Department of Energy 2022 Biennial Energy Report		Info
3:30 p.m.	Board Meeting Process Review and discussion of 2023 calendar Henry Lorenzen (10 minutes)		Discussion
3:40 p.m.	Adjourn Meeting (Henry Lorenzen)		

**The next regular meeting of the Energy Trust Board of Directors
will be held February 8, 2023**

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- Resolution to Approve 2023 Annual Budget, 2024 Projection and 2023-2024 Action Plans Resolution R992

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November 14, 2022 Nominating & Governance Committee Meeting Notes

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Tab 7 Combined Conservation, Diversity and Renewable Energy Advisory Councils

- October 12, 2022 Combined Conservation, Diversity and Renewable Advisory Council Meeting Notes

Tab 1

Board Orientation Minutes—203rd Meeting

October 11, 2022

Board members present: Elee Jen, Eric Hayes, Henry Lorenzen, Letha Tawney (Oregon Public Utility Commission, ex officio), Melissa Cribbins, Peter Therkelsen, Silvia Tanner, Thelma Fleming

Board members absent: Alexia Kelly, Anne Root, Erik Andersson, Ernesto Fonseca, Janine Benner (Oregon Department of Energy, ex official), Susan Brodahl, Roland Risser.

Staff attending: Alex Novie, Amanda Potter, Amber Cole, Betsy Kauffman, Cheryle Easton, Debbie Menashe, Elaine Dado, Elizabeth Fox, Fred Gordon, Gina Saraswati, Hannah Cruz, Jackie Goss, Jake Kennedy, Jay Ward, Julianne Thacher, Melanie Bissonnette, Michael Colgrove, Oliver Kesting, Randy Hastings, Sloan Schang, Spencer Moersfelder, Steve Lacey, Taylor Ford, Thad Roth, Tracy Scott

Others attending: Delaney Ralph (NW Natural Gas)

New Board of Director Orientation Session #2

Henry Lorenzen called the meeting to order at 9:08 and explained the format of the meeting and the agenda and the plans for the remainder of the day, including a DEI workshop, tour of a PGE operations center, and a board dinner.

Organizational Structure

Michael Colgrove, Executive Director, opened the presentations and explained the purpose of this Orientation Session #2, which focuses on Energy Trust's internal operations. Mike explained our organization chart to give directors of Energy Trust's high level structure.

Tracy Scott, Director of Programs, presented an overview of the programs and program staff.

Residential Programs

Thad Roth, Residential Sector Lead, presented an outline of the Residential program, who is served, how we serve customers, program structure, measures, and overall program strategy.

Commercial Programs

Oliver Kesting, Commercial Programs Sector Lead, presented information on the commercial programs: Existing Buildings, New Buildings, and Business Lighting. Oliver described the various measures and program offerings such as energy modeling, building efficiency, equipment commissioning, trade ally offerings, direct install programs, and others.

Oliver discussed the new activities in the programs, including the plans for the business lighting program redesign plans, which will also be covered by Amanda Potter in her presentation on the Industrial and Agricultural programs. Oliver also described challenges with electric savings and cost trends.

Industrial and Agricultural Programs

Amanda Potter, Industrial and Agricultural Sector Lead, presented information on the Industrial and Agricultural program, explaining the Standard Track, Custom Track, Strategic Energy Management, and Lighting Track. Amanda also described the change in the program management and delivery model, with a program management contractor for all of the program tracks. Amanda also described the new efforts for expanding outreach of the program, with a DEI council and more and more diverse subcontractors to deliver the program.

Amanda described challenges for the program ahead: uncertain market conditions, lighting savings, adding in gas transport customers, and working to outreach for more and more diverse customers.

Board members asked questions about the programs and about the impact of gas transport.

Renewable Programs

Betsy Kauffman described the program, including the new focus on distribution system connect technologies, which are batters and smart inverters and support grid system resilience and flexibility. In addition, the program is now required to spend at least of 25% of funds collected to benefit customers with low and moderate incomes. Betsy described the way in which the program funds the above-market cost of renewable projects and measures, except with respect to distribution system connected technologies for which more than above market cost can be provided.

Betsy described the portfolio of offerings in terms of technologies (Solar and Other Renewables, which include biopower and hydropower technologies) and project development assistance. Betsy provided a detailed description of the Irrigation Modernization Program, explaining how the generation possibilities that occur from the piping of the water.

Betsy then provided an overview of the Solar program, which include information on the residential and business installations as well as other programs funded by NREL grants, like the Solar Ambassador program.

The board took a break at 10:35 a.m. and reconvened at 10:50

Organizational Process-Support Teams

Business Planning and Budget Development

Melanie Bissonnette presented information on the annual process of business planning and budget development. Melanie explained the reasons for business planning, the budget development and approval process, and the budget binder information.

Board members asked questions about the board involvement in the development process.

Measure Development and Cost Effectiveness

Jake Kennedy and Alex Novie presented information to the board on how we determine cost effectiveness of measures. Jake gave a quick overview on cost effectiveness, and Alex provided information on the measure development process.

Board members asked a number of questions about how cost-effectiveness is calculated in different areas of the state and for things that have significant impact. Fred Gordon and other staff provided information to board members regarding the way in which Energy Trust works with the OPUC on exceptions and developing works.

Integrated Resource Planning

Spencer Moersfelder presented information to the board on Integrated Resource Planning (IRP). IRP is the process by which the utilities can plan for future usage, so that utilities can plan strategically on both supply side and demand side resources. Energy Trust's energy efficiency work is an important demand side resource. Energy Trust contributes to the resource assessment for IRP by calculating technical, achievable, and cost-effective achievable energy efficiency potential so that utility can use that information in calculating their resource potential for IRP. The IRP, therefore, are important to the savings goals and revenue negotiations with utilities.

In addition, IRP and resource assessment are used for strategic planning and program planning. IRP is a model, so Energy Trust must continue to monitor real time signals to inform our work.

Board members had a number of questions to help inform allocation of our resources. Utilities look at the annual savings levels, and they are less concerned about where those savings are coming from.

They are more focused now on distribution system planning, so Spencer thinks there will be ongoing thinking on how this process can be involved in that to do projects where load demands will guide the work with utilities and their needs. Targeted load reduction will continue to be key, regardless of which sector.

Mike noted that these are all building blocks in our budget development process. Steve Lacey will talk about our revenue analysis as part of the budget process, and this should bring these building blocks together.

Determination of Revenue

Steve Lacey provided information to the board on how the utility funding process comes about. Steve described the statutory and regulatory sources of Energy Trust revenues. Steve also explained how we use revenue and reserves negotiations in our budget development over several years. This informs utility rate and tariff planning.

Mike then turned it over to the more wraparound services.

Marketing and Outreach

Sue Fletcher and Sloan Schang provided information on the brand marketing and outreach functions of the organization. Outreach staff are uniquely familiar with the communities serve, both geographically and community based. Brand marketing is to provide support to outreach team, develop effective advertising, and advance public relations for Energy Trust.

Communications and Reporting

Julianne Thacher provided more detail on public relations. Julianne did a brief description of PR work with media and noted that there will be a larger communications training for board members in 2023.

Julianne then explained our reporting function, our official record of our results. We are required by our OPUC Grant Agreement to do regular reporting, and Julianne showed examples of some of the reports we do.

Policy Services and Stakeholder Relations

Hannah Cruz described Energy Trust's Policy Services team's work to track Oregon law, federal law, other external policies that can impact our work. All of this is to inform or strategic plan and direction. Hannah noted that we do all of this without lobbying, which is prohibited by our OPUC Grant Agreement. Hannah also described how we provide information to legislators on Energy Trust trade allies as well as benefits and savings delivered to their area.

Board Policies Process

Debbie Menashe presented information on board-level policies and the work of the Nominating & Governance Committee.

Adjourn

The meeting adjourned at 12:15 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Tuesday, October 12, 2022 9:00 a.m. 421 SW Oak Street Suite #300, Portland, Oregon 97204 and open to the public on Zoom

Signed: Eric Hayes, Secretary

_____/_____/_____
Date

PINK PAPER

Board Meeting Minutes—204th Meeting

October 12, 2022

Board members present: Anne Haworth Root, Elee Jen, Eric Hayes, Erik Andersson, Henry Lorenzen, Melissa Cribbins, Peter Therkelsen, Silvia Tanner, Susan Brodahl, Thelma Fleming, Letha Tawney (Oregon Public Utility Commission, ex officio)

Board members absent: Alexia Kelly, Ernesto Fonseca, Janine Benner (Oregon Department of Energy special advisor), Roland Risser

Staff attending: Abby Spegman, Alex Novie, Amanda Potter, Amanda Sales, Amber Cole, Bayoan Ware, Betsy Kauffman, Cameron Starr, Cheryle Easton, Cody Kleinsmith, Dave Modal, Debbie Menashe, Derek Olson, Elaine Dado, Elizabeth Fox, Fred Gordon, Greg Stokes, Hannah Cruz, Jay Ward, Jeni Hall, Joshua Reed, Julianne Thacher, Kate Wellington, Lidia Garcia, Mayra Aparicio, Melanie Bissonnette, Michael Colgrove, Oliver Kesting, Sarah Castor, Scott Leonard, Scott Swearingen, Shelly Carlton, Sletsy Dlamini, Sloan Schang, Spencer Moersfelder, Steve Lacey, Sue Fletcher, Tara Crookshank, Thad Roth, Tracy Scott, Wendy Gibson

Others attending: Allie Romo (CLEARresult), Angie Thomson (Thomson Strategic) Anna Kim (Oregon Public Utility Commission), Brian Morrison (Morrison Consulting), Brian Lynch (AESC, Inc.), Brooke Landon (CLEARresult), Dave Backen (Backen Consulting), Heather Salisbury (CLEARresult), Jake Wise (PGE), Kari Greer (Pacific Corp), Laney Ralph (NW Natural Gas), Lisa McGarity (Avista Corp), Monica Cowlshaw (Cascade Natural Gas Co.), Randy Hastings (DThree), Steph Berkland (TRC Companies), Whitney Rideout (Sky Gardens Design, LLC)

Business Meeting

Henry Lorenzen called the meeting to order at approximately 9:03 a.m. Henry reminded board members that consent agenda items can be changed to regular agenda items at any time. There were no requests to move items from the consent agenda.

General Public Comments

There were no public comments.

President's Welcome and Workshop Introduction of Angie Thomson, Budget Workshop Facilitator

Henry welcomed the board to the budget workshop and introduced Angie Thomson of Thomson Strategic Consulting who facilitated the board's workshop discussion.

2023 Draft Budget and 2023-2024 Action Plans Workshop

Energy Trust staff presented the draft 2023-2024 budget to the board for board discussion and consideration.

Executive Director Michael Colgrove opened the presentation by reviewing the inputs and dynamics that shape the draft budget: laws and regulation, utility planning, cost-effective energy efficiency, above-market cost for renewable generation, and market intelligence. Stakeholder engagements also identified the following dynamics for this budget: market conditions (inflation and workforce and supply chain challenges), climate change policies at federal, state, county, and municipal levels, focus on relieving energy burden, and community engagement, with focus on diversity, equity and inclusion.

Angie prompted board discussion with several questions, and board members asked questions about the dynamics and factors and specific provisions of the budget.

After a brief break, Michael Colgrove continued with information about the specifics of the 2023-2024 draft budget and action plan. The budget does not anticipate rate increases for utility customers, with forecasted 2022 carryover to be deployed into the 2023-2024 budget. He noted that the draft budget reflects a shift from a longer term savings approach to an approach that aims to get savings faster even if it is more costly. While still cost effective, this approach may result in increased levelized cost to meet current policy and market dynamics. To do this, the budget also reflects a staffing plan that builds future capacity to design new incentives, develop new program designs and offers, build new systems and work with utilities and stakeholders and communities in new ways.

Board members engaged in a detailed discussion regarding the draft budget, asking questions regarding, among other things, potential state policy changes, staffing, costs, success metrics, equity, and specific new program designs and offers, including work with small businesses and pilots for small hybrid heat pump HVAC systems.

Mike and Angie thanked board members for their attention and discussion.

General Public Comments

There were no general public comments.

President's Report

President Henry Lorenzen recognized Board Member Silvia Tanner for her upcoming honor at the Citizen Utility Board conference on Friday October 14. Silvia will be recognized for her work as a community activist to advance clean energy for all. The board congratulated her, and Silvia thanked the board.

Utility and Public Comment on Draft 2023 Budget and 2023-2024 Action Plan

Laney Ralph, Northwest Natural Gas Company (NWN)

Laney expressed thanks for the increased coordination with the utilities through the budget development process, and she acknowledged that this coordination requires extra work of staff. Laney stressed that notwithstanding state policy, NWN has its own organizational decarbonization goals and looks forward to working with Energy Trust to reach these goals with an eye to expanding service to transport customers and pilot program offerings such as hybrid heat pump system incentive offerings. She specifically expressed support for the draft budget's proposed innovation team and outreach to customers who we haven't served.

Monica Cowlshaw, Cascade Natural Gas (Cascade)

Monica echoed Laney Ralph's comments and appreciation for the increased collaboration through the budget development process. Like NWN, Cascade has organizational decarbonization goals and looks forward to similar expanded work with Energy Trust to achieve those goals.

Jake Wise, Portland General Electric (PGE)

Jake also expressed appreciation for greater collaboration throughout the budget development process. He also thanked board members for visiting the PGE operations center. These types of engagements bring additional awareness to the value of the work of Energy Trust and PGE. In addition, Jake mentioned PGE's continuing interest and support of working with Energy Trust in expanded efforts like targeted load management and other non-wires solutions. PGE also supports the 2023-2024 draft budget for additional Energy Trust staff and for efforts to reach communities not yet served by Energy Trust's programs.

Lisa McGarity, Avista

Lisa described how Energy Trust is an integral part of Avista's decarbonization goals. Reducing consumption through energy efficiency programs delivery through Energy Trust. Lisa expressed Avista's general support of the draft budget, noting that Avista wants to make sure that Energy Trust's board and leadership continue to focus on Energy Trust's core mission for energy efficiency acquisition, particularly in the event of an economic recession. She also expressed Avista's support for staffing at levels that support good work-life balance.

Kari Greer, Pacific Power (PAC)

Kari also expressed appreciation for the new collaboration on budget development, mentioned specifically the development of utility specific action plans. Kari also expressed appreciation for stable utility customer costs as reflected in the draft budget. PAC does have some concerns about the increase in staff budget, asking questions about the timing of bringing on additional staff. Michael Colgrove responded that the revised draft budget is expected to include a phased approach to hiring based on comments like this from utilities and the OPUC.

Business Meeting Continued

Consent Agenda

The consent agenda may be approved by a single motion, second and vote of the board. Any item on the consent agenda will be moved to the regular agenda upon the request from any member of the board.

MOTION: Approve consent agenda with correction on Resolution 985

Consent agenda includes:

- July 20, 2022, Board Meeting Minutes
- September 7, 2022 Board Meeting Minutes-correct "Silvia Hayes"

Motion by: Melissa Cribbins

Seconded by: Eric Hayes

Vote:

In favor: 9

Abstained: 0

Opposed: 0

Committee Reports

Compensation & Human Resources Committee

Energy Trust Director of Human Resources Amanda Sales summarized board packet notes from the committee's August meeting at which representatives of the Principal and Cable Hill Partners presented performance information on the Energy Trust 401k plan.

Finance & Audit Committee

Chief Financial Officer Chris Dunning, staff liaison to the Finance & Audit Committee, presented highlights of the financial reports included in the board packet, with focus Energy Trust's compliance with the staffing metric for 2022. As a result of discussion with OPUC staff and staffing conditions, the OPUC has waived compliance with the staffing metric for 2022 and will permit Energy Trust to expend its 2022 staffing budget fully for hiring and retention

Chris also described the committee's discussion of staff's recommendation to extend a program delivery contract with CLEARResult for the Business Lighting program through December 2024. Amanda Potter, Industrial and Agriculture Sector Lead presented information to the board on the recommendation, noting that the Finance & Audit Committee recommended the extension. The board did not object. Staff is therefore authorized to negotiate an extension to the contract.

Chris then described the committee's discussion of staff's recommendation to extend the Existing Buildings program management contract with TRC Consulting. Senior Program Manager Wendy Gibson presented information to the board on the recommendation, noting that the Finance & Audit Committee recommended the extension. The board did not object. Staff is therefore authorized to negotiate an extension to the contract.

Nomination & Governance Committee

Debbie Menashe, Director of Legal Services and staff liaison to the Nominating & Governance Committee summarized the discussions of the committee as reflected board packet notes. The committee recommended certain amendments to the organizational Bylaws and Operating Guidelines of each of the Nominating & Governance Committee, Finance & Audit Committee, and Compensation & Human Resources Committees to reflect committee discussions on committee decision making processes. President Henry Lorenzen requested that the discussion on this recommendation be postponed to the next board meeting so that Nominating & Governance Committee chair Roland Risser could be present. The matter will be postponed until the December meeting.

Ad hoc Diversity Equity and Inclusion Committee

Melissa Cribbins, chair of the Ad hoc Diversity, Equity, and Inclusion Committee described the recent work of the committee, noting that the committee is meeting monthly for an hour. Melissa also previewed that the committee's charter sunsets at the end of 2022; the board will have to decide whether to continue it in 2023 and the committee will return at the next meeting with a recommendation.

Committee Reports Continued**Conservation Advisory Council (Peter Therkelsen)**

Peter reported out on the CAC meeting in September. Minutes from the September CAC meeting will be in the next packet.

Renewable Energy Advisory Council (Susan Brodahl)

Bayo Ware presented on the RAC. OESA report say there is more than enough renewable energy to meet goals.

2023 Annual Board Calendar

Second Wednesday of the month is set aside for board meetings or committee or workshops. Henry made this pretty unclear. Not sure what this discussion ended up with. Cheryle Easton will send out invitations for committee meetings and board meetings.

Meeting Process Review

The board wrapped up the meeting by discussing the meeting process, providing feedback on hybrid format, the budget discussion and board packet materials.

Adjourn

The meeting adjourned at 2:30 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday, December 16, 2022 at 10:00 a.m. meeting will be in a hybrid format, with the option of board members and Energy Trust staff to meet in person at Energy Trust of Oregon, Inc., 421 SW Oak Street, Suite 300, Portland, Oregon or virtually on Zoom. The meeting will be open to the public on Zoom.

Signed: Eric Hayes

____/____/____
Date

PINK PAPER

Special Board Meeting Minutes—205th Meeting

November 17, 2022

Board members present: Alexia Kelly, Anne Haworth Root, Elee Jen, Eric Hayes, Erik Andersson, Henry Lorenzen, Peter Therkelsen, Roland Risser, Silvia Tanner, Letha Tawney (Oregon Public Utility Commission, ex officio), Susan Brodahl, Thelma Fleming

Board members absent: Ernesto Fonseca, Melissa Cribbins, Janine Benner (Oregon Department of Energy special advisor, ex officio),

Staff attending: Amber Cole, Cheryle Easton, Chris Dunning, Debbie Menashe, Elaine Dado, Michael Colgrove

Others attending: Anna Kim (Oregon Public Utility Commission)

Energy Trust Board President Henry Lorenzen opened the Special Board meeting at 1:02 p.m.

Nominating & Governance Committee

Committee Chair Roland Risser provided a summary of the interview process and the Committee's recommendation to approve Ellen Zuckerman.

Roland Risser made a motion to approve Ellen Zuckerman and Anne Root seconded the motion. There was no further discussion and the Board members in attendance unanimously voted to approve Resolution #990 electing Ellen Zuckerman to the Board of Directors. Board members also expressed thanks to Alexia Kelly for her board service.

RESOLUTION R990 ELECTING TO ELLEN ZUCKERMAN TO THE ENERGY TRUST BOARD OF DIRECTORS

WHEREAS:

- 1. Director Alexia Kelley notified the board of her intent to resign her position as a member of Energy Trust's board of directors effective at such time as her replacement is selected; her term was a three-year term which would have expired in February 2025;**
- 2. The board of directors' Nominating & Governance Committee has completed a search process to fill the vacancy left by Director Kelley's resignation;**
- 3. Through its search process, the board Nominating & Governance Committee reviewed candidates for the board seat vacated by Director Kelly and recommends and nominates Ellen Zuckerman, to fill the remaining term though 2025; and**
- 4. The Energy Trust board of directors reviewed the recommendation and nomination by the Nomination & Governance Committee and concurs with the committee recommendation to elect Ellen Zuckerman to fill the remaining term vacated by Director Kelly's resignation.**

THEREFORE, BE IT RESOLVED, that the Energy Trust of Oregon, Inc. board of directors' elects Ellen Zuckerman to a term of office that ends not later than the board of directors 2025 annual meeting.

Moved by: Roland Risser

Seconded by: Anne Root

Vote: In favor: 11

Abstained: 0

Opposed: 0

President Henry Lorenzen then advised the board of upcoming vacancies on the board. Erik Andersson and Elee Jen will not seek a renewed term, and Ernesto Fonseca will resign his position not later than the February annual meeting. All have advised Henry of their time constraints and expressed appreciation for the board's work. The Nominating & Governance committee will begin its search process, exploring ways to efficiently recruit for all three vacancies.

Adjourned meeting

President Henry Lorenzen adjourned the meeting at 1:20 p.m.

The next regular meeting of the Energy Trust Board of Directors will be held Wednesday December 16, 2022 at 10:00 a.m.

Tab 2

Board Decision R992

Adopt 2023 Budget, 2024 Projection and 2023-2024 Action Plan

December 16, 2022

Summary

To Adopt 2023 Budget, 2024 Projection and 2023-2024 Action Plan.

Background

- The Energy Trust grant agreement with the Oregon Public Utility Commission requires Energy Trust to update its two-year action plan annually and describe the activities the organization will undertake to accomplish over the coming two years. In addition, HB 3141 legislation requires Energy Trust to work with each funding utility to develop utility specific budgets and action plans.
- This update occurs each year in connection with the preparation and finalization of the following year's budget.
- The 2023-2024 Action Plan outlines activities Energy Trust will undertake in 2023 and 2024 to achieve its strategic and annual goals and includes utility specific action plans.
- This 2023 Annual Budget and 2023-2024 Action Plan reflect revenues, expenditures and activities for all funding sources jointly developed with each funding utility as applicable

Discussion

- The Draft 2023 Annual Budget and 2024 Projections (the draft budget) and the Draft 2023-2024 Action Plan (the action plan) were presented to and discussed by the board and stakeholders at the public budget workshop held October 12, 2022.
- The draft budget and action plan were each posted on the Energy Trust website on October 5, 2022. Recordings of Executive Director Michael Colgrove's budget workshop presentation and breakout sessions were posted on Energy Trust's website on October 17, 2022.
- The Finance & Audit Committee reviewed the draft budget on September 26, 2022.
- Energy Trust and each partner utility sought input from the Conservation and Renewable Energy Advisory Councils on in-progress utility-specific action plans as part of new requirements to jointly develop utility-specific activities, budgets and agreements. All three advisory councils met on October 21, 2022 to review and discuss our draft 2023 organizational goals and how council input from earlier in the process was incorporated into our 2023-2024 budget and action plan.
- Oregon Public Utility Commission staff was briefed on the draft budget and action plan on September 16, 2022.
- OPUC commissioners hosted a public workshop on November 3, 2022 where the draft budget and action plan were presented and discussed.
- Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista were engaged by Energy Trust in budget concept development starting in June. Utility representatives reviewed and discussed draft budget and action plan information through subsequent individual coordination meetings and through their representatives' attendance at Conservation and Renewable Energy Advisory Council presentations in September and October.
- Public comments were due October 19, 2022 and were received from the Oregon Public Utility Commission, all five partner utilities, and a group of 15 environmental, climate and social justice organizations jointly submitting content.
- The board heard public comment and discussed the final proposed budget and action plan at its meeting on December 16, 2022.

Recommendation

Staff recommends adoption of the Energy Trust 2023 Final Proposed Budget, 2024 Projection and 2023-2024 Action Plan.

RESOLUTION 992 ADOPT 2023 BUDGET, 2024 PROJECTION AND 2023-2024 ACTION PLAN

BE IT RESOLVED that Energy Trust of Oregon, Inc. Board of Directors approves the Energy Trust Final Proposed 2023 Budget, 2024 Projection and 2023-2024 Action Plan as presented to the board at its meeting on December 16, 2022.

Moved by:

Seconded by:

Vote: In favor: 0

Abstained: 0

Opposed: 0

Tab 3

Compensation and Human Resources Committee Meeting Notes

October 25, 2022, 10:30 a.m.- 11:30 a.m.

Committee Members Attending by teleconference: Erik Andersson, Henry Lorenzen

Staff attending: Amanda Sales (Staff Liaison), Cheryle Easton, Mayra Aparicio, Michael Colgrove

Others in attendance: Ryan Christiansen (Cable Hill Partners), Nicolas Running (Principal Financial)

Erik Andersson called the meeting to order at 10:37am

Retirement Plan Update

Ryan Christiansen from Cable Hill Partners gave an overview of the 2022 Q3 economic and market picture. Ryan noted that U.S. equity, international equity, fixed income and bonds investments are all in negative territory. The Energy Trust plan investments are diversified, and Cable Hill monitors results against its scorecard. As a result of this monitoring, Ryan reminded the committee that one of the Energy Trust 401k plan funds, American Funds Washington Mutual, was removed and replaced with Schwab S&P 500 index in October. Ryan also noted that one additional fund, American Funds Europacific Growth, is on watch for its first quarter, but no funds up for removal at this time.

Ryan then provided a summary of the plan allocation by investment type. As of 09/30/2022 plan assets totaled \$18,315,970.01, with 19.1% in cash alternatives, 13.5% in fixed income instruments, 16.0% in international/global equity, and 51.4% in U.S. equities. Ryan presented a potential new option in a Collective Investment Trusts (CITs), there was a brief discussion and followed by questions from the committee about CITs. Cable Hill will present more information at a future meeting.

Nicolas Running of The Principal reported on the Energy Trust retirement plan health, referencing a number of metrics including those regarding participation, contribution, diversification, and average deferral rate. On all dimensions, Energy Trust's plan is very healthy, with an overall health score of over 40.4%, the same as last quarter. The more typical plan health score is 17.3%. The committee discussed encouraging new Energy Trust employees to attend educational sessions on retirement readiness. Staff appreciated the discussion and will connect new hires with The Principal as part of the onboarding process.

Nicolas Running then reported to the committee on The Principal's plan recordkeeping services fees, noting that Energy Trust's record-keeping fees are relatively low compared to market. In addition, Energy Trust covers these fees for plan participants which is a very good benefit compared to similar plans.

Cable Hill, Principal, and Michael Colgrove exited the meeting at 11:15am.

Energy Trust Director of Human Resources, Amanda Sales, reported to the committee on market information on compensation. As recommended by the committee and the Oregon Public Utility Commission, staff monitors compensation levels against market information and reports results to the committee.

Adjourn meeting

Erik Andersson adjourned the meeting at approximately 11:35 a.m.

The date of next meeting of the Compensation Committee is to be determined

Tab 4

Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending September 2022



Net Assets have increased by \$43M since the beginning of the year. An increase in Net Assets is typical for this time of year as revenues are generally high in the first three quarters while incentive spending is comparatively low until the final quarter of the year. The increase is more pronounced to-date due to both higher revenues and lower expenditures than planned. See subsequent pages for further analysis.

Funding Source	Actual			
	Beginning of Year Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets at end of this period
PGE	20,494,453	17,974,512	61,685	38,530,649
PAC	7,177,344	14,661,761	30,356	21,869,461
NWN - Industrial	1,606,503	749,681	4,146	2,360,330
NW Natural	1,054,572	5,682,497	8,151	6,745,220
Cascade Natural Gas	2,789,024	972,003	6,852	3,767,879
Avista Gas	297,798	2,266,989	2,995	2,567,782
OPUC Efficiency	33,419,693	42,307,443	114,185	75,841,321
PGE	13,669,114	(814,924)	27,748	12,881,937
PAC	5,838,301	1,458,224	13,741	7,310,267
OPUC Renewables	19,507,415	643,300	41,489	20,192,204
Washington	544,288	47,974	1,189	593,451
LMI	(1,274)	332	(2)	(944)
Community Solar	108,524	100,412	332	209,268
PGE Storage	21,942	(1,255)	45	20,731
PGE Inverter	-	(13,609)	(14)	(13,623)
NWN Geo TLM Phase 3	95,482	284,065	497	380,045
NREL Program	-	(22,876)	(24)	(22,900)
SALMON Program	-	430	0	431
FEMA Program	-	(4,108)	(4)	(4,113)
ODOE Cooling	-	(25,352)	(27)	(25,378)
Development	404,946	(20,277)	826	385,496
Total Other Net Assets	1,173,907	345,738	2,818	1,522,463
Craft3 Loans	2,300,000			2,300,000
Operational Contingency	4,982,803		21,515	5,004,318
Emergency Contingency	3,000,000			3,000,000
Total Contingency	10,282,803	-	21,515	10,304,318
Investment Income		180,006	(180,006)	
Total Net Assets	64,383,818	43,476,488	-	107,860,306

Energy Trust of Oregon
Revenue Statement
Period Ending September 2022



Overall, revenue is above budget by 2% for the year and 20% for the current month.

PAC discovered some energy service suppliers had failed to remit PPC funds collected in prior years, resulting in a large unanticipated catch-up payment in April (\$1.2M for efficiency, \$300k for renewables).

The NWN variance is due to how payments on the NWN Geo TLM funding were applied upon receipt in 2021. In lieu of having detailed payment statements from NWN, the NWN Geo TLM funding payments were erroneously applied to the general NWN funding source, with the applied correction in 2022 causing the YTD actual to appear below budget. NWN Industrial payments received to-date are aligned with payment timing detailed in the funding agreement.

For PGE Renewables and Cascade, cooler temperatures resulted in higher revenues early in the year but the effect has since moderated. Additionally, PGE Renewables had a 4% rate increase in January and another 3.6% rate increase in June.

PGE Storage has been impacted by supply chain constraints, which have slowed incentive payments. Additional variance for this and other smaller projects are due to invoice timing.

Funding Source	Current Period				Year to Date			
	Actual	Approved Budget	Variance	Pct	Actual	Approved Budget	Variance	Pct
PGE Efficiency	\$ 8,865,914	\$ 6,752,540	\$ 2,113,374	31.30%	\$ 65,182,332	\$ 64,236,560	\$ 945,772	1.47%
PGE Renewables	\$ 1,008,211	\$ 662,260	\$ 345,951	52.24%	\$ 8,315,053	\$ 6,783,670	\$ 1,531,383	22.57%
Total PGE	\$ 9,874,125	\$ 7,414,800	\$ 2,459,325	33.17%	\$ 73,497,384	\$ 71,020,230	\$ 2,477,154	3.49%
PAC Efficiency	\$ 5,271,678	\$ 4,645,270	\$ 626,408	13.48%	\$ 44,703,909	\$ 43,385,925	\$ 1,317,984	3.04%
PAC Renewables	\$ 578,412	\$ 472,260	\$ 106,152	22.48%	\$ 5,332,940	\$ 4,717,160	\$ 615,780	13.05%
Total PAC	\$ 5,850,090	\$ 5,117,530	\$ 732,560	14.31%	\$ 50,036,849	\$ 48,103,085	\$ 1,933,764	4.02%
NWN - Industrial	\$ -	\$ -	\$ -		\$ 3,500,000	\$ 4,021,057	\$ (521,057)	-12.96%
NW Natural	\$ 787,807	\$ 1,086,532	\$ (298,724)	-27.49%	\$ 22,256,627	\$ 22,868,747	\$ (612,120)	-2.68%
Cascade Natural Gas	\$ 117,620	\$ 150,360	\$ (32,740)	-21.77%	\$ 2,989,797	\$ 2,555,869	\$ 433,928	16.98%
Avista Gas	\$ 411,941	\$ 411,941	\$ 0	0.00%	\$ 3,707,469	\$ 3,707,469	\$ (0)	0.00%
NWN Washington	\$ -	\$ -	\$ -		\$ 2,100,582	\$ 2,100,583	\$ (1)	0.00%
LMI	\$ -	\$ -	\$ -		\$ 1,963	\$ -	\$ 1,963	
Community Solar	\$ 37,998	\$ 41,020	\$ (3,022)	-7.37%	\$ 335,395	\$ 346,675	\$ (11,281)	-3.25%
PGE Storage	\$ -	\$ 41,830	\$ (41,830)	-100.00%	\$ 95,775	\$ 376,466	\$ (280,691)	-74.56%
PGE Inverter	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
NWN Geo TLM Phase 3	\$ -	\$ -	\$ -		\$ 429,464	\$ 214,732	\$ 214,732	100.00%
NREL Program	\$ -	\$ -	\$ -		\$ 28,000	\$ -	\$ 28,000	
SALMON Program	\$ 14,021	\$ -	\$ 14,021		\$ 21,490	\$ -	\$ 21,490	
FEMA Program	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
Development	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
Investment Income	\$ 57,183	\$ 17,333	\$ 39,850	229.90%	\$ 261,814	\$ 156,000	\$ 105,814	67.83%
Total Company	\$ 17,150,785	\$ 14,281,345	\$ 2,869,440	20.09%	\$ 159,262,609	\$ 155,470,913	\$ 3,791,696	2.44%

Energy Trust of Oregon
Expense Statement
Period Ending September 2022



Year-to-date, expenses are under budget by \$25M, or 18%. Of the total underspending, 72% is incentives across the organization and 9% is program delivery. See the next page for additional incentive expense detail and analysis.

	Period to Date				
	Actual	Budget	Budget Variance	Pct	Variance
Incentives	49,623,669	68,013,117	(18,389,448)	-27%	72%
Program Delivery Contractors	42,546,895	44,815,474	(2,268,580)	-5%	9%
Employee Salaries & Fringe Benefits	12,961,109	13,717,278	(756,168)	-6%	3%
Agency Contractor Services	1,169,466	2,032,798	(863,331)	-42%	3%
Planning and Evaluation Services	2,349,413	3,068,322	(718,909)	-23%	3%
Advertising and Marketing Services	2,515,763	2,859,750	(343,987)	-12%	1%
Other Professional Services	2,734,415	4,481,336	(1,746,921)	-39%	7%
Travel, Meetings, Trainings & Conferences	121,703	261,840	(140,137)	-54%	1%
Dues, Licenses and Fees	187,867	210,601	(22,734)	-11%	0%
Software and Hardware	437,242	638,362	(201,121)	-32%	1%
Depreciation & Amortization	251,568	189,504	62,063	33%	0%
Office Rent and Equipment	827,688	825,109	2,578	0%	0%
Materials Postage and Telephone	46,946	98,813	(51,866)	-52%	0%
Miscellaneous Expenses	12,378	8,625	3,753	44%	0%
Expenditures	115,786,121	141,220,931	(25,434,810)	-18%	

Energy Trust of Oregon
 Incentives by Program
 Period Ending September 2022



Year-to-date incentive spending is 27% below budget. Some variance is due to timing - the beginning of 2021 saw unusually high incentive spending in relation to the full year and the 2022 incentive payment timing assumptions were based on these trends, which did not repeat. Additionally, market forces like supply chain issues and cost increases, as well as lingering impacts from 2021 budget mitigation plans, have collectively impacted the incentive pipeline, pushing incentive payment projections later into 2022.

	Year to Date		Variance	Pct Variance	Year to Date Previous Year	
	Actual	Approved Budget			Actual	Approved Budget
Existing Buildings with MF	10,960,870	17,311,808	(6,350,938)	-36.69%	22,728,726	23,798,831
New Buildings	3,744,610	6,278,627	(2,534,017)	-40.36%	5,726,114	4,518,777
Industry and Agriculture	7,518,325	12,070,877	(4,552,552)	-37.72%	12,862,149	17,831,061
Residential	18,036,236	20,071,677	(2,035,442)	-10.14%	22,099,931	17,526,828
OPUC Efficiency	40,260,041	55,732,989	(15,472,948)	-27.76%	63,416,920	63,675,498
Solar	7,222,838	7,229,054	(6,216)	-0.09%	7,366,053	6,583,206
Other Renewables	1,061,081	3,720,542	(2,659,461)	-71.48%	2,363,815	4,168,448
OPUC Renewables	8,283,919	10,949,596	(2,665,677)	-24.34%	9,729,868	10,751,654
Washington	974,544	955,701	18,844	1.97%	1,259,077	1,245,851
NWN Geo TLM Phase 3	57,165	149,832	(92,667)	-61.85%	5,727	-
PGE Storage	48,000	225,000	(177,000)	-78.67%	8,000	187,500
Total Company	49,623,669	68,013,117	(18,389,448)	-27.04%	74,419,592	75,860,502

Energy Trust of Oregon
Contingent Liabilities
Period Ending September 2022



Energy Trust commits program reserves and expected revenue to fund future efficiency and renewable projects and other agreements. Each of these commitments is contingent on the project being completed according to the milestones established in the agreement. Once a project is complete, the commitment becomes a liability and is paid from the then-available program reserves. Current reserves plus future revenues ensure funds are available when commitments come due.

Contingent Liabilities as of September 30, 2022 are as follows:

Commitment Type	Total
Efficiency Incentive Commitments	49,700,000
Renewables Incentive Commitments	59,700,000
Estimated In-Force Contracts for Delivery and Operations	47,794,582
Total Contingent Liabilities for Future Commitments	157,194,582



The two OPUC financial performance measures deal with administrative and program support (as defined by OPUC) and staffing costs (employee salaries and fringe benefits).

The administrative and program support costs under OPUC oversight are at 6.7% of revenue, within the 8% of revenue cap, and at a 16% increase over the prior year. Administrative costs in the first half of 2021 were lower than average due to reduced marketing activity, vacant positions, and vacation balance utilization, causing the comparison to be so dramatic. Additionally, a general awareness campaign took place in the first half of this year, front loading expenses that will not continue into the remainder of the year.

Staffing costs under OPUC oversight are 8.4% higher than 2021, within the 9% increase cap.

Administrative and Program Support	<8% of Revenue	6.7% OK
Administrative and Program Support	<10% increase over PY	16.1% Over
Employee Salaries and Fringe	<9% increase over PY	8.4% OK

	2022			2021		
	PUC Grant Funded Total	Program Costs	Administrative and Program Support	PUC Grant Funded Total	Program Costs	Administrative and Program Support
Incentives	48,543,960	48,543,960	-	73,146,788	73,146,788	-
Program Delivery Subcontracts	41,895,167	41,895,167	-	39,286,883	39,286,883	-
Employee Salaries & Fringe Benefits	12,324,643	5,805,857	6,518,786	11,370,721	5,418,268	5,952,453
Agency Contractor Services	1,101,727	642,457	459,271	1,085,021	541,897	543,124
Planning and Evaluation Services	2,328,342	2,297,972	30,370	1,838,799	1,833,625	5,174
Advertising and Marketing Services	2,487,688	1,320,056	1,167,632	1,517,791	1,117,261	400,530
Other Professional Services	2,664,512	2,185,298	479,214	2,272,464	1,865,992	406,472
Travel, Meetings, Trainings & Conferences	117,674	-	117,674	39,236	-	39,236
Dues, Licenses and Fees	146,800	-	146,800	172,319	-	172,319
Software and Hardware	425,809	-	425,809	429,781	-	429,781
Depreciation & Amortization	239,016	-	239,016	231,177	-	231,177
Office Rent and Equipment	785,552	-	785,552	741,823	-	741,823
Materials Postage and Telephone	44,752	-	44,752	42,634	-	42,634
Miscellaneous Expenses	12,150	-	12,150	12,910	-	12,910
TOTAL FUNCTIONAL EXPENSE	113,117,794	102,690,767	10,427,027	132,188,346	123,210,713	8,977,633
TOTAL REVENUE	155,988,126	-	-	145,963,496	-	-
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.68%			6.15%
Program Support and Administrative cost as Percent Change versus Last Year			16.14%			

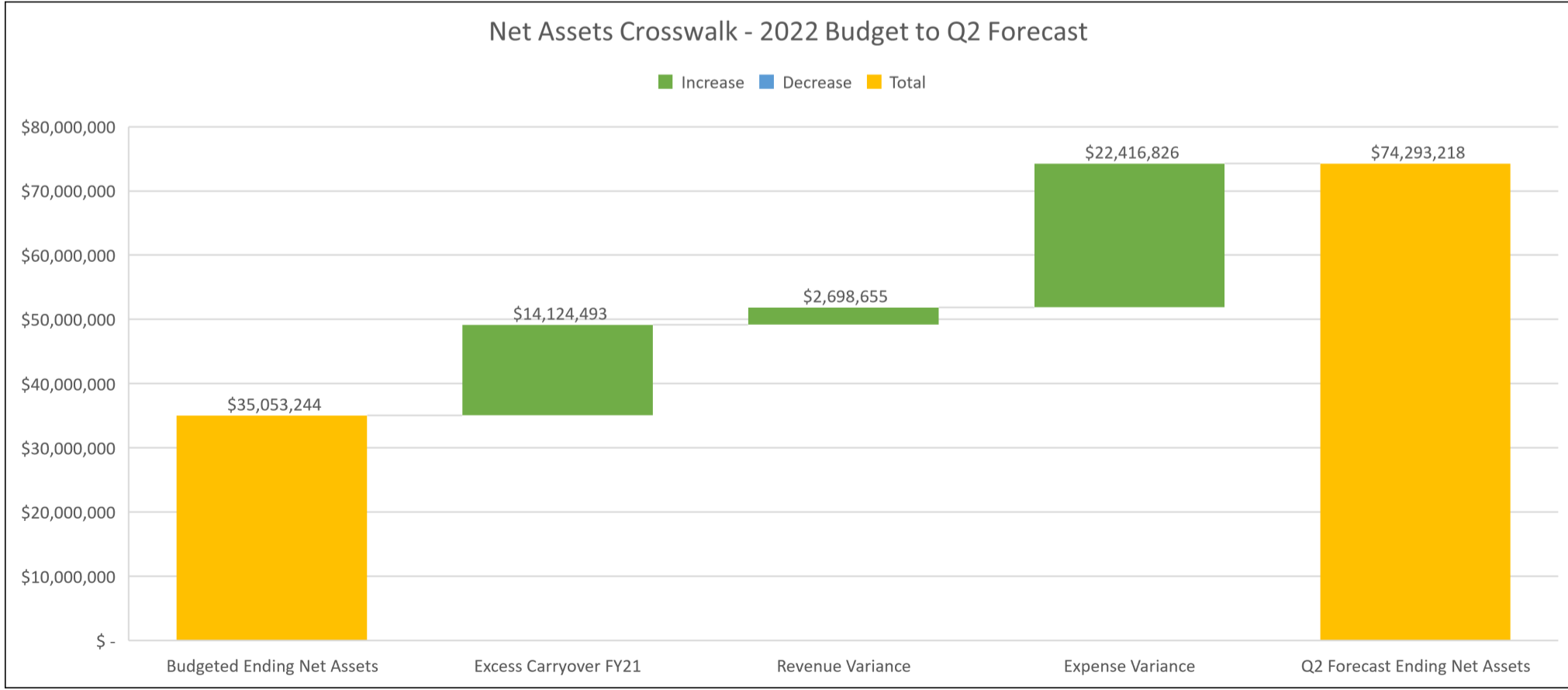
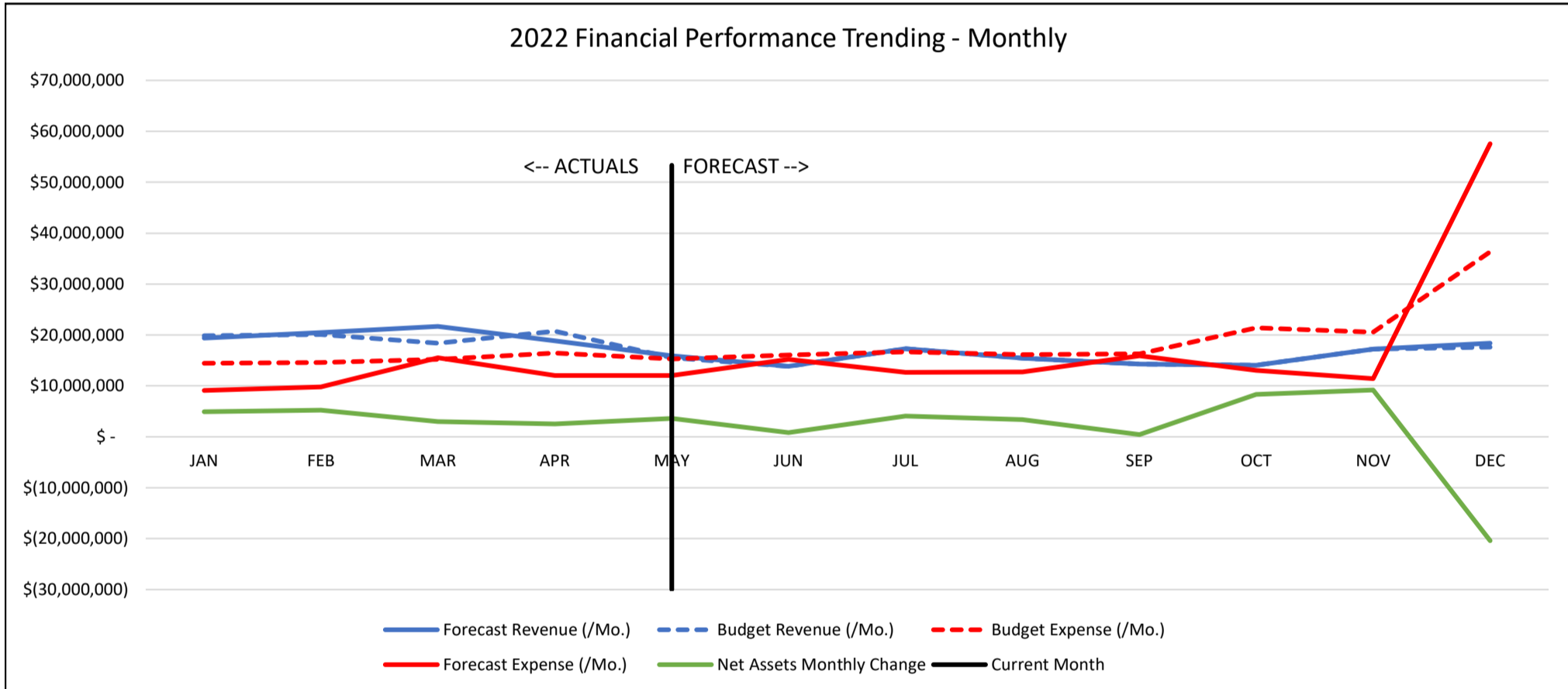
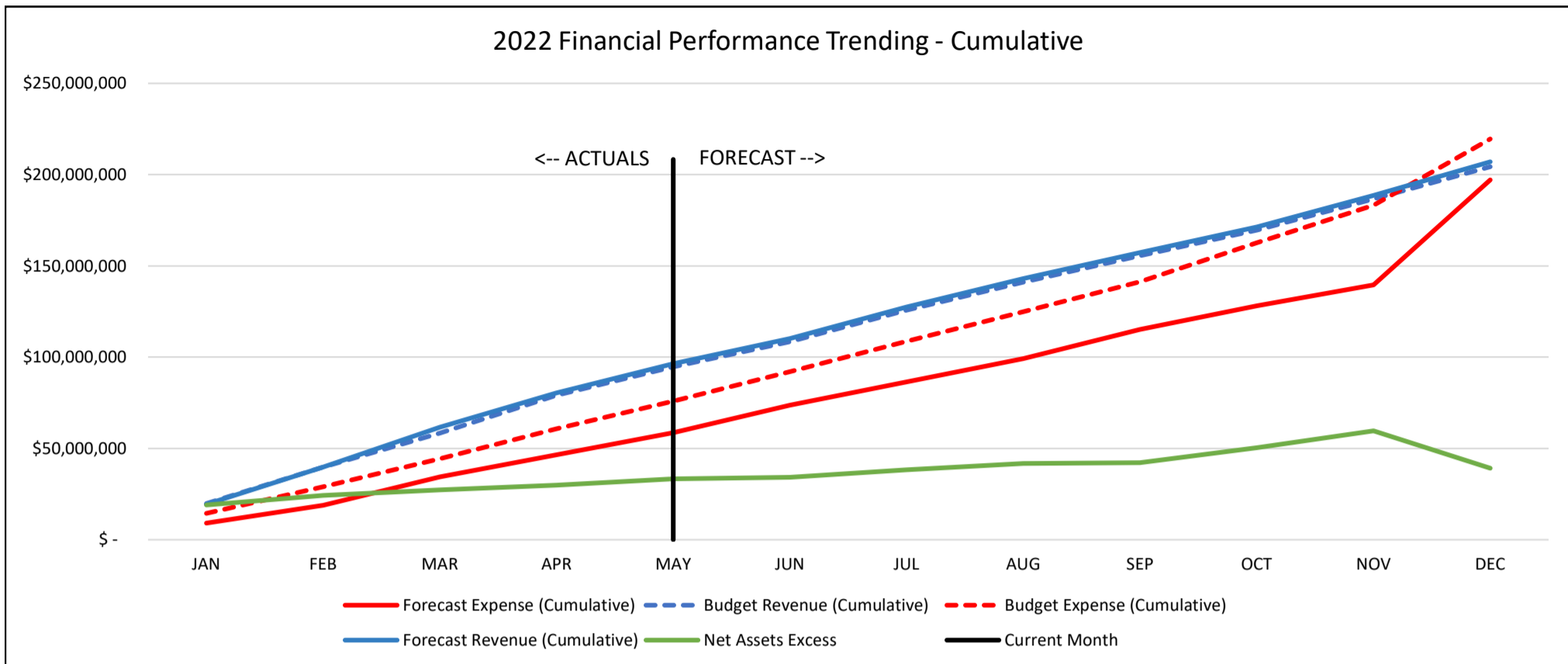
Energy Trust of Oregon
Cash Balances
Period Ending September 2022



Account	Current Year September	Prior Year September
Umpqua Bank Checking + Repurchase Account	\$ 78,808,319	\$ 39,974,786
First Interstate Bank Repurchase Account	\$ 32,370,864	\$ 32,284,301
First Interstate Bank Checking Account	\$ 10,000	\$ 10,000
Petty Cash	\$ 300	\$ 300
Total Cash and Cash Equivalents	\$ 111,189,483	\$ 72,269,387

Investments

Total Cash and Investments	\$ 111,189,483	\$ 72,269,387
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Energy Trust Of Oregon
 Balance Sheet
 Period Ending September 2022



	Year to Date September2022	Year to Date August2022	Year to Date December2021	Year to Date September2021	One Month Change	YTD Change
Cash	\$ 111,189,483	\$ 115,827,491	\$ 75,475,434	\$ 72,273,387	\$ (4,638,008)	\$ 35,714,049
Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ 204,631	\$ 221,598	\$ 3,957,122	\$ 139,784	\$ (16,966)	\$ (3,752,491)
Prepaid	\$ 673,000	\$ 705,886	\$ 461,368	\$ 826,210	\$ (32,886)	\$ 211,632
Advances to Vendors	\$ 2,344,070	\$ 832,964	\$ 2,171,668	\$ 2,517,493	\$ 1,511,105	\$ 172,401
Current Portion Note Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Assets	\$ 114,411,184	\$ 117,587,939	\$ 82,065,593	\$ 75,756,875	\$ (3,176,755)	\$ 32,345,591
Fixed Assets	\$ 6,243,122	\$ 6,237,969	\$ 6,059,949	\$ 5,975,426	\$ 5,153	\$ 183,172
Depreciation	\$ (5,662,270)	\$ (5,632,239)	\$ (5,408,398)	\$ (5,324,915)	\$ (30,031)	\$ (253,872)
Net Fixed Assets	\$ 580,851	\$ 605,730	\$ 651,551	\$ 650,511	\$ (24,879)	\$ (70,700)
Other Assets	\$ 2,993,237	\$ 2,992,349	\$ 3,022,134	\$ 2,850,158	\$ 888	\$ (28,897)
Assets	\$ 117,985,272	\$ 121,186,018	\$ 85,739,278	\$ 79,257,544	\$ (3,200,746)	\$ 32,245,994
Accounts Payable and Accruals	\$ 6,402,856	\$ 10,638,074	\$ 17,825,751	\$ 7,738,376	\$ (4,235,217)	\$ (11,422,895)
Deposits Held for Others	\$ 25,000	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ -
Salaries, Taxes, & Benefits Payable	\$ 1,341,236	\$ 1,226,734	\$ 977,562	\$ 1,308,699	\$ 114,503	\$ 363,675
Deferred/Unearned Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Liabilities	\$ 7,769,093	\$ 11,889,807	\$ 18,828,313	\$ 9,047,074	\$ (4,120,715)	\$ (11,059,220)
Long Term Liabilities	\$ 2,355,875	\$ 2,363,516	\$ 2,527,148	\$ 2,451,601	\$ (7,641)	\$ (171,273)
Liabilities	\$ 10,124,967	\$ 14,253,323	\$ 21,355,461	\$ 11,498,675	\$ (4,128,356)	\$ (11,230,494)
Net Assets	\$ 107,860,302	\$ 106,932,691	\$ 64,383,814	\$ 67,758,866	\$ 927,610	\$ 43,476,488

Energy Trust of Oregon
Income Statement
Period Ending September 2022



	Period to Date			Year to Date			Full Year
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance	Budget
Revenue from Utilities	17,041,583	14,181,163	2,860,420	158,088,708	154,377,040	3,711,668	202,906,807
Contract Revenue	52,019	82,850	(30,831)	910,123	937,873	(27,749)	1,216,686
Grant Revenue	-	-	-	1,963	-	1,963	-
Investment Income	57,183	17,333	39,850	261,814	156,000	105,814	208,000
Revenue	17,150,785	14,281,345	2,869,440	159,262,609	155,470,913	3,791,696	204,331,493
Incentives	8,508,399	8,123,891	384,509	49,623,669	68,013,117	(18,389,448)	121,453,704
Program Delivery Contractors	4,813,111	5,059,189	(246,077)	42,546,895	44,815,474	(2,268,580)	60,323,540
Employee Salaries & Fringe Benefits	1,484,466	1,530,207	(45,741)	12,961,109	13,717,278	(756,168)	18,307,899
Agency Contractor Services	185,573	220,222	(34,649)	1,169,466	2,032,798	(863,331)	2,693,463
Planning and Evaluation Services	298,555	340,925	(42,369)	2,349,413	3,068,322	(718,909)	4,091,096
Advertising and Marketing Services	352,812	296,194	56,618	2,515,763	2,859,750	(343,987)	3,742,000
Other Professional Services	378,564	492,938	(114,374)	2,734,415	4,481,336	(1,746,921)	5,962,651
Travel, Meetings, Trainings & Conferences	10,658	28,110	(17,452)	121,703	261,840	(140,137)	346,170
Dues, Licenses and Fees	20,610	22,432	(1,822)	187,867	210,601	(22,734)	277,897
Software and Hardware	37,004	70,663	(33,659)	437,242	638,362	(201,121)	850,350
Depreciation & Amortization	30,031	20,366	9,665	251,568	189,504	62,063	246,408
Office Rent and Equipment	97,807	91,679	6,128	827,688	825,109	2,578	1,100,146
Materials Postage and Telephone	4,584	10,646	(6,062)	46,946	98,813	(51,866)	130,750
Miscellaneous Expenses	1,000	958	42	12,378	8,625	3,753	11,500
Expenditures	16,223,175	16,308,419	(85,244)	115,786,121	141,220,931	(25,434,810)	219,537,575
Operating Net Income	927,610	(2,027,073)		43,476,488	14,249,982		(15,206,081)

Energy Trust of Oregon
 Total Expenditures by Program and Funding Source - Actual
 Period Ending September 2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	30,223,929	15,482,231	7,614,174	1,628,357	4,599,779	579,834	319,554
Multi-Family	36,153	18,467	9,267	1,992	5,326	709	391
New Buildings	10,034,214	4,980,005	3,824,127	44,226	889,641	237,901	58,313
NEEA Commercial	2,250,381	1,079,420	814,300	-	259,721	66,161	30,780
Commercial Sector	42,544,677	21,560,124	12,261,868	1,674,576	5,754,467	884,605	409,038
Industry and Agriculture	18,562,328	9,686,603	7,416,725	1,077,508	235,435	111,605	34,453
NEEA - Industrial	36,761	20,954	15,807	-	-	-	-
Industry and Agriculture Sector	18,599,089	9,707,557	7,432,532	1,077,508	235,435	111,605	34,453
Residential	34,752,832	14,029,841	8,898,393	-	10,015,509	879,004	930,085
NEEA Residential	4,194,361	1,940,709	1,464,044	-	574,992	146,472	68,143
Residential Sector	38,947,193	15,970,550	10,362,437	-	10,590,501	1,025,476	998,229
OPUC Efficiency	100,090,960	47,238,231	30,056,837	2,752,084	16,580,403	2,021,686	1,441,719
Solar	10,466,058	7,404,167	3,061,892	-	-	-	-
Other Renewables	2,560,776	1,740,702	820,074	-	-	-	-
OPUC Renewables	13,026,834	9,144,869	3,881,965	-	-	-	-
OPUC Programs	113,117,794	56,383,099	33,938,802	2,752,084	16,580,403	2,021,686	1,441,719
Washington	2,053,154	-	-	-	-	-	-
Community Solar	235,585	-	-	-	-	-	-
PGE Storage	97,042	-	-	-	-	-	-
LMI	1,630	-	-	-	-	-	-
NWN Geo TLM Phase 3	145,681	-	-	-	-	-	-
NREL Program	50,870	-	-	-	-	-	-
SALMON Program	21,058	-	-	-	-	-	-
FEMA Program	4,106	-	-	-	-	-	-
PGE Inverter Development	13,606	-	-	-	-	-	-
Development	25,323	-	-	-	-	-	-
Total Company	115,786,121	56,383,099	33,938,802	2,752,084	16,580,403	2,021,686	1,441,719

Energy Trust of Oregon
 Total Expenditures by Program and Funding Source - Budget
 Period Ending September 2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	39,496,252	18,525,982	10,435,219	2,396,211	5,255,088	1,760,919	1,122,831
Multi-Family	55,091	25,793	14,529	3,359	7,367	2,469	1,574
New Buildings	12,882,554	7,596,000	3,973,382	69,343	1,021,871	163,537	58,421
NEEA Commercial	3,016,914	1,176,241	887,339	-	694,198	176,826	82,310
Commercial Sector	55,450,810	27,324,016	15,310,470	2,468,913	6,978,524	2,103,751	1,265,137
Industry and Agriculture	24,477,422	12,464,655	9,049,512	1,927,575	542,250	304,976	188,455
NEEA - Industrial	27,823	15,859	11,964	-	-	-	-
Industry and Agriculture Sector	24,505,245	12,480,513	9,061,476	1,927,575	542,250	304,976	188,455
Residential	37,868,631	13,371,863	11,563,855	-	10,379,480	985,816	1,567,616
NEEA Residential	3,796,385	1,997,659	1,507,006	-	212,424	54,109	25,187
Residential Sector	41,665,016	15,369,522	13,070,861	-	10,591,904	1,039,925	1,592,803
OPUC Efficiency	121,621,071	55,174,051	37,442,807	4,396,488	18,112,679	3,448,651	3,046,395
Solar	11,191,531	7,606,946	3,584,585	-	-	-	-
Other Renewables	5,455,816	3,510,924	1,944,892	-	-	-	-
OPUC Renewables	16,647,346	11,117,870	5,529,476	-	-	-	-
OPUC Programs	138,268,417	66,291,921	42,972,284	4,396,488	18,112,679	3,448,651	3,046,395
Washington	1,985,064	-	-	-	-	-	-
Community Solar	292,110	-	-	-	-	-	-
PGE Storage	352,402	-	-	-	-	-	-
NWN Geo TLM Phase 3	322,937	-	-	-	-	-	-
Total Company	141,220,931	66,291,921	42,972,284	4,396,488	18,112,679	3,448,651	3,046,395



	Actual			Last Year			Budget			Last Year's Budget		
	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative
Incentives	48,543,960	48,543,960	-	73,146,788	73,146,788	-	66,682,585	66,682,585	-	74,427,151	74,427,151	-
Program Delivery Contractors	41,895,167	41,895,167	-	39,286,883	39,286,883	-	44,173,057	44,173,057	-	40,806,520	40,806,520	-
Employee Salaries & Fringe Benefits	12,324,643	5,805,857	6,518,786	11,370,721	5,418,268	5,952,453	13,068,779	6,240,137	6,828,642	11,956,589	5,783,538	6,173,052
Agency Contractor Services	1,101,727	642,457	459,271	1,085,021	541,897	543,124	2,000,577	1,167,702	832,875	1,536,139	885,163	650,976
Planning and Evaluation Services	2,328,342	2,297,972	30,370	1,838,799	1,833,625	5,174	3,043,297	3,015,411	27,886	2,433,242	2,421,794	11,449
Advertising and Marketing Services	2,487,688	1,320,056	1,167,632	1,517,791	1,117,261	400,530	2,825,748	1,760,250	1,065,498	2,038,748	1,384,802	653,946
Other Professional Services	2,664,512	2,185,298	479,214	2,272,464	1,865,992	406,472	4,358,778	3,686,973	671,805	4,006,161	3,396,827	609,334
Travel, Meetings, Trainings & Conferences	117,674		117,674	39,236		39,236	248,965		248,965	161,040		161,040
Dues, Licenses and Fees	146,800		146,800	172,319		172,319	172,396		172,396	202,984		202,984
Software and Hardware	425,809		425,809	429,781		429,781	620,163		620,163	574,085		574,085
Depreciation & Amortization	239,016		239,016	231,177		231,177	181,269		181,269	214,863		214,863
Office Rent and Equipment	785,552		785,552	741,823		741,823	789,116		789,116	868,938		868,938
Materials Postage and Telephone	44,752		44,752	42,634		42,634	95,303		95,303	96,425		96,425
Miscellaneous Expenses	12,150		12,150	12,910		12,910	8,385		8,385	4,615		4,615
Expenditures	113,117,794	102,690,767	10,427,027	132,188,346	123,210,713	8,977,633	138,268,417	126,726,114	11,542,303	139,327,503	129,105,796	10,221,707
Revenue from Utilities	155,988,126			145,963,496			152,276,458			140,704,942		
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.68%			6.15%			7.58%			7.26%
Program Support and Administrative cost as Percent Change versus Last Year			16.14%						12.92%			



	Total Programs								Other fund development	Communication & Outreach	Management & General	Total Administration	Total Company Expenditure
	Efficiency Programs	Renewable Programs	Washington Program	Community Solar	PGE Storage	TLM	LMI Grant						
Incentives	40,260,041	8,283,919	974,544	-	48,000	57,165	-	49,623,669	-	-	-	-	49,623,669
Program Delivery Contractors	41,341,933	553,235	608,134	-	11,174	32,419	-	42,546,895	-	-	-	-	42,546,895
Employee Salaries & Fringe Benefits	5,471,095	1,485,943	210,377	166,806	15,777	32,882	2,265	7,385,146	25,323	-	3,465,276	3,465,276	10,875,746
Agency Contractor Services	570,811	232,829	4,381	18,955	11,594	2,151	-	840,721	-	-	206,045	206,045	1,046,767
Planning and Evaluation Services	2,209,438	88,534	20,362	-	-	-	-	2,318,334	-	-	1,072	1,072	2,319,406
Advertising and Marketing Services	1,163,256	156,800	-	-	-	833	-	1,320,889	-	100,923	-	100,923	1,421,812
Other Professional Services	1,283,521	906,404	30,003	9,262	23	62	(750)	2,228,525	-	-	441,796	441,796	2,670,321
Travel, Meetings, Trainings & Conferences	44,735	20,282	920	1,786	25	69	-	67,818	-	-	26,836	26,836	94,654
Dues, Licenses and Fees	89,626	12,703	40,011	12	2	5	-	142,358	-	-	21,773	21,773	164,131
Software and Hardware	108,969	235,846	3,176	3,514	574	1,559	-	353,639	-	-	51,660	51,660	405,299
Depreciation & Amortization	112,159	28,794	3,694	4,088	668	1,814	-	151,216	-	-	62,726	62,726	213,942
Office Rent and Equipment	376,778	100,856	12,582	13,921	2,271	6,177	-	512,586	-	-	196,692	196,692	709,278
Materials Postage and Telephone	18,770	4,770	612	677	111	300	-	25,239	-	-	14,261	14,261	39,500
Miscellaneous Expenses	2,400	-	-	-	-	-	-	2,400	-	-	9,978	9,978	12,378
Expenditures	93,053,533	12,110,913	1,908,796	219,021	90,219	135,438	1,515	107,519,436	25,323	100,923	4,498,115	4,599,038	112,143,796

For contracts with costs through: 10/1/2022

Complete List of Contracts Grouped by Size

Contracts in effect on September 30, 2022 including those contracts executed for 2022 and beyond and excluding contracts completed prior to this date

Grouping by Contract Size	Dollars	Number of Contracts	Distribution of Dollars	Distribution of Count
Over \$500K	\$167,364,118	33	89%	12%
From \$400K to \$500K	\$5,062,125	11	3%	4%
Under \$400K	\$15,332,232	230	8%	84%
Total	\$187,758,475	274		

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	42,866,366	Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Energy Efficiency	1/1/2020	8/1/2025
Over \$500K	33,662,505	Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Energy Efficiency	1/1/2015	8/1/2025
Over \$500K	16,795,582	TRC Environmental Corporation	2022 BE PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	11,343,292	G&I VII Five Oak Owner LLC	Office Lease - 421 SW Oak	Administration	11/21/2011	12/31/2025
Over \$500K	8,985,107	CLEAResult Consulting Inc	2022 Residential PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	6,167,249	CLEAResult Consulting Inc	2022 NBE PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	3,813,275	CLEAResult Consulting Inc	2022 Lighting PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	3,405,000	Sunway 3, LLC	Prologis PV installation	Renewable Energy	9/30/2008	9/30/2028
Over \$500K	3,100,000	Grady Britton, Inc	Media Buying Agreement	Communications	1/1/2021	12/31/2022
Over \$500K	3,000,000	Clean Water Services	Project Funding Agreement	Renewable Energy	11/25/2014	11/25/2039
Over \$500K	3,000,000	City of Salem	Biogas Project - Willow Lake	Renewable Energy	9/4/2018	11/30/2023
Over \$500K	2,996,257	TRC Engineers Inc.	2022 EPS New Const PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,897,853	Energy 350 Inc	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,260,254	Cascade Energy, Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,081,000	Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Energy Efficiency	1/1/2020	12/31/2024
Over \$500K	2,000,000	Farmers Conservation Alliance	Irrigation Modernization	Renewable Energy	4/1/2019	3/31/2023
Over \$500K	1,950,000	Intel Corporation	EE Project Funding Agreement	Energy Efficiency	12/2/2021	12/31/2025
Over \$500K	1,802,650	Cascade Energy, Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,800,000	Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Renewable Energy	11/15/2019	9/30/2041
Over \$500K	1,550,000	Oregon Institute of Technology	Geothermal Resource Funding	Renewable Energy	9/11/2012	9/11/2032
Over \$500K	1,506,601	RHT Energy Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,400,625	CLEAResult Consulting Inc	2022 Retail PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,000,000	Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Renewable Energy	10/25/2012	10/25/2027
Over \$500K	1,000,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033

For contracts with costs through: 10/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over \$500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over \$500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039
Over \$500K	850,000	Klamath Falls Solar 2 LLC	PV Project Funding Agreement	Renewable Energy	7/11/2016	7/10/2041
Over \$500K	827,000	Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Renewable Energy	6/24/2009	6/24/2029
Over \$500K	745,000	Energy Assurance Company	Solar Verifier Services	Renewable Energy	10/15/2020	10/14/2022
Over \$500K	725,000	Energy Assurance Company	Verifier Services Agreement	Renewable Energy	10/15/2022	10/14/2024
Over \$500K	552,275	CLEAResult Consulting Inc	2022 Residential PMC-PILOTS	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	516,227	TRC Environmental Corporation	2022 BE DSM PMC	Energy Efficiency	1/1/2022	12/31/2022
From \$400K to \$500K	500,000	Craft3	Loan Agreement	Energy Efficiency	1/1/2018	12/31/2027
From \$400K to \$500K	500,000	Craft3	Loan Funding for EE Projects	Energy Efficiency	1/1/2021	9/30/2025
From \$400K to \$500K	490,000	Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Renewable Energy	5/29/2015	5/28/2030
From \$400K to \$500K	480,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	2/1/2024
From \$400K to \$500K	479,685	Evergreen Economics	2022 RES Oregon Oversample	Energy Efficiency	3/24/2021	6/30/2022
From \$400K to \$500K	450,000	Deschutes Valley Water District	Opal Springs Hydro Project	Renewable Energy	1/1/2018	4/1/2040
From \$400K to \$500K	450,000	City of Medford	750kW Combined Heat & Power	Renewable Energy	10/20/2011	10/20/2031
From \$400K to \$500K	450,000	City of Pendleton	Pendleton Microturbines	Renewable Energy	4/20/2012	4/20/2032
From \$400K to \$500K	442,440	SBW Consulting, Inc.	2020 EB Impact Evaluation	Energy Efficiency	8/12/2021	9/30/2022
From \$400K to \$500K	420,000	Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Energy Efficiency	7/1/2021	6/30/2024
From \$400K to \$500K	400,000	Three Sisters Irrigation District	TSID Funding Agreement	Renewable Energy	1/1/2018	12/31/2038
Under \$400K	393,825	Prophix. Inc	Budget Tools Cloud Services	Administration	9/27/2019	12/31/2022
Under \$400K	385,060	TRC Environmental Corporation	2022 BE NWN WA PMC	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	375,000	SBW Consulting, Inc.	2021 EB Impact Evaluation	Energy Efficiency	8/1/2022	6/30/2023
Under \$400K	371,390	Illume Advising, LLC	CAP Survey	Energy Efficiency	2/23/2022	12/31/2022
Under \$400K	356,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2022
Under \$400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034
Under \$400K	350,000	City of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under \$400K	337,740	Prophix. Inc	Cloud Services Agreement	Administration	9/1/2022	6/30/2025
Under \$400K	332,000	Energy 350 Inc	PE PMC Transition Agreement	Energy Efficiency	9/9/2022	12/31/2022
Under \$400K	329,777	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	1/31/2018	7/31/2024
Under \$400K	328,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2022
Under \$400K	321,456	CLEAResult Consulting Inc	2022 Residential PMC-SOLAR	Renewable Energy	1/1/2022	12/31/2022

For contracts with costs through: 10/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	314,419	Clean Power Research, LLC	License & Services Agreement	Renewable Energy	7/1/2021	6/30/2023
Under \$400K	308,259	CLEAResult Consulting Inc	Residential PMC Transition	Energy Efficiency	10/7/2022	12/31/2022
Under \$400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
Under \$400K	275,000	Ekotrop, Inc.	ModelingSoftware for NC	Energy Efficiency	1/21/2020	12/31/2022
Under \$400K	270,900	ThinkShout, Inc.	Web Design & Dev Agreement	Communications	1/1/2022	12/31/2022
Under \$400K	258,800	Solar Oregon	Outreach & Education Agreement	Renewable Energy	7/1/2022	6/30/2024
Under \$400K	257,924	CLEAResult Consulting Inc	2022 Residential PMC-WA	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	230,000	TRC Environmental Corporation	PDC - Landlord Cooling	Energy Efficiency	4/1/2022	9/30/2024
Under \$400K	218,240	Paladin Risk Management, Ltd	Cert Tracking & License Svc	Administration	9/1/2015	10/1/2022
Under \$400K	215,000	SBW Consulting, Inc.	Measure Development Support	Energy Efficiency	5/1/2021	12/31/2022
Under \$400K	210,025	Cascade Energy, Inc.	Subscription ServicesAgreement	Energy Efficiency	1/21/2022	8/31/2023
Under \$400K	207,797	CLEAResult Consulting Inc	2022 Residential PMC-CustSvc	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	197,800	ADM Associates, Inc.	2022_23 Fast Feedback Survey	Energy Efficiency	3/1/2022	6/30/2024
Under \$400K	191,392	Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Renewable Energy	8/1/2021	8/1/2023
Under \$400K	180,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2022
Under \$400K	175,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2022
Under \$400K	165,200	Lake County Resources Initiative	Support for RE, EB, Solar PE	Joint Programs	1/1/2022	12/31/2023
Under \$400K	165,000	ADM Associates, Inc.	BL Process Evaluation	Energy Efficiency	7/22/2022	5/31/2023
Under \$400K	160,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2023
Under \$400K	154,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2022
Under \$400K	153,000	ADM Associates, Inc.	NB Process Evaluation	Energy Efficiency	3/15/2022	7/31/2023
Under \$400K	150,000	Verde	DHP Installation Program	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	144,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2022
Under \$400K	143,000	City of Astoria	Bear Creek Funding Agreement	Renewable Energy	3/24/2014	3/24/2034
Under \$400K	140,142	Battele Memorial Institute	PNNIL Services Agreement	Energy Efficiency	5/9/2019	9/30/2022
Under \$400K	122,247	Encore Business Solutions (USA)	GP Annual Enhancement	Administration	9/14/2011	8/31/2023
Under \$400K	116,000	Community Energy Project, Inc.	MF Outreach Services	Energy Efficiency	3/1/2022	3/31/2023
Under \$400K	115,000	CLEAResult Consulting Inc	HE Assessment Tool	Energy Efficiency	12/16/2021	12/31/2022
Under \$400K	112,688	Allstream Business US Inc	Internet Services	Administration	9/22/2017	1/1/2023
Under \$400K	105,000	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2023
Under \$400K	104,400	Oregon Solar Energy Fund	Solar Education Training	Renewable Energy	6/1/2022	11/30/2023
Under \$400K	100,000	Metafile Information Systems	Software Solutions Contract	Administration	6/10/2022	3/1/2024
Under \$400K	100,000	CDW Direct, LLC	Blanket PO	Administration	1/1/2022	12/31/2022
Under \$400K	100,000	Dell Marketing LP.	Blanket PO	Administration	1/1/2022	12/31/2022

For contracts with costs through: 10/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	99,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2022
Under \$400K	98,000	Apex Analytics LLC	NH Impact Evaluation	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	96,582	TRC Engineers Inc.	2022 EPS New Const Solar	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	96,000	Site Capture LLC	SiteCapture Subscription	Renewable Energy	2/1/2018	1/31/2023
Under \$400K	92,837	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2023
Under \$400K	89,162	TRC Engineers Inc.	2022 EPS New Const PDC-WA	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	86,460	The Cadmus Group LLC	Solar Program Improvements	Joint Programs	7/19/2021	10/31/2022
Under \$400K	85,700	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2023
Under \$400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under \$400K	85,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2022
Under \$400K	83,650	FMYI, INC	Subscription Agreement	Energy Efficiency	4/25/2016	2/1/2023
Under \$400K	81,845	Structured Communications Systems, Inc.	ShoreTel Phone System Install	Joint Programs	1/1/2017	12/31/2022
Under \$400K	80,800	Earth Advantage, Inc.	RealEstate Engagement	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	80,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under \$400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under \$400K	74,040	CLEAResult Consulting Inc	Residential PDC Transition	Energy Efficiency	10/7/2022	12/31/2022
Under \$400K	72,830	Professional Business Development Group	ConsultingMWESB/SDV Contractor	Communications	1/1/2022	12/31/2022
Under \$400K	69,500	1961 Consulting, LLC	Professional Services	Administration	5/1/2022	5/31/2023
Under \$400K	62,950	IZO Public Relations	Rinde Mas Better Business Camp	Communications	5/1/2022	12/31/2022
Under \$400K	58,260	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	4/30/2023
Under \$400K	55,342	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2022
Under \$400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2022
Under \$400K	54,000	The Cadmus Group LLC	3 LG NB Impact Evaluation	Energy Efficiency	1/1/2022	10/31/2022
Under \$400K	52,000	Latino Built Association for Contractors	TA Outreach & Consulting	Communications	1/1/2022	12/31/2022
Under \$400K	51,000	MWA Architects Inc.	NZF Grant Agreement	Energy Efficiency	2/9/2022	12/31/2022
Under \$400K	51,000	Holst Architecture Inc	Net Zero Fellowship	Energy Efficiency	9/22/2022	12/31/2023
Under \$400K	51,000	Home Work Development LLC	NZF Grant Agreement	Energy Efficiency	2/10/2022	3/31/2023
Under \$400K	50,000	Anchor Blue LLC	Resource Assessment Model	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	50,000	University of Oregon	REDA Grant Agreement	Renewable Energy	2/1/2022	2/3/2024
Under \$400K	48,600	Alliance Compensation LLC	Compensation Research Analysis	Administration	6/30/2021	12/31/2022
Under \$400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2022
Under \$400K	46,400	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/30/2023

For contracts with costs through: 10/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	45,000	Theodore Blaine Light III	Planning Consulting	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	45,000	NAMC Oregon	EB Dev Pathway & Consulting	Communications	7/1/2021	12/31/2022
Under \$400K	44,100	Moss Adams LLP	2021 Audit	Administration	12/1/2021	12/31/2022
Under \$400K	44,000	Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Energy Efficiency	4/1/2022	3/30/2023
Under \$400K	41,682	E Source Companies LLC	Membership Agreement	Energy Efficiency	12/17/2021	12/31/2022
Under \$400K	40,250	Evergreen Economics	PGE Comm SmartThermostat eval	Energy Efficiency	3/1/2022	11/30/2022
Under \$400K	40,000	EVALUCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	40,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	40,000	Becky Engel Consulting LLC	Brand Marketing Services	Communications	9/1/2022	1/31/2023
Under \$400K	40,000	African American Alliance for Homeownership	CommunityProgramImplementation	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	40,000	Portland HR Solutions, Inc.	HR Consulting Services	Administration	4/1/2022	3/31/2024
Under \$400K	40,000	The Cadmus Group Inc.	PE Large Complex Impact Eval	Energy Efficiency	11/1/2019	12/31/2022
Under \$400K	40,000	Wahl and Associates LLC	Executive Search Services	Administration	8/5/2022	1/31/2023
Under \$400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2022	6/30/2023
Under \$400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2022
Under \$400K	38,750	Northwest Energy Efficiency Council	Tool Lending Library	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	38,019	Consortium for Energy Efficiency	CEE 2022 Dues	Administration	3/17/2022	12/31/2022
Under \$400K	36,700	Magneto Advertising, LLC	Run Better Campaign	Communications	6/1/2022	12/31/2022
Under \$400K	35,441	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	1/30/2023
Under \$400K	35,345	Theresa M. Hagerty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	10/15/2022
Under \$400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2022
Under \$400K	33,937	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	1/6/2023
Under \$400K	30,000	Verde	Solar Ambassadors for OR Comm	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	30,000	African American Alliance for Homeownership	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	28,000	Grady Britton, Inc	RES Content Campaign	Energy Efficiency	4/22/2022	4/23/2023
Under \$400K	27,773	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2023
Under \$400K	27,575	Encolor LLC	ConsultingUnderrepresented Com	Energy Efficiency	11/30/2021	12/31/2022
Under \$400K	27,500	Sarah Noll Wilson, Inc	EFW Manager Training Services	Administration	3/15/2022	10/30/2022
Under \$400K	26,000	Xenium Resources	HR Consulting Agreement	Administration	4/1/2022	4/30/2023
Under \$400K	25,278	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2022
Under \$400K	25,000	Encolor LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024

For contracts with costs through: 10/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Arnold Cushing LLC	PE REDA Grant Agreement	Renewable Energy	10/11/2021	7/30/2023
Under \$400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Sustainable Northwest	Community Outreach Services	Communications	4/1/2022	12/31/2022
Under \$400K	25,000	SBW Consulting, Inc.	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	25,000	RR Donnelley	Printing Blanket PO's NWN	Communications	1/1/2022	12/31/2022
Under \$400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	25,000	University of Oregon	UofO SRML Sponsorship	Renewable Energy	2/3/2022	3/8/2023
Under \$400K	24,755	Farmers Conservation Alliance	Grant Agreement	Renewable Energy	4/1/2022	3/31/2023
Under \$400K	24,500	Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Renewable Energy	12/17/2021	12/31/2022
Under \$400K	24,125	Robert Migliori	42kW wind energy system	Renewable Energy	4/11/2007	1/31/2024
Under \$400K	24,000	GuildQuality Inc.	TA Feedback Dashboard License	Renewable Energy	12/1/2021	12/31/2022
Under \$400K	24,000	CuraLinc Healthcare	EAP Agreement	Administration	1/1/2022	9/30/2024
Under \$400K	24,000	Bonneville Environmental Foundation	Comm Outreach Services	Renewable Energy	4/1/2022	1/31/2023
Under \$400K	23,848	Helen Eby	Professional Services	Communications	8/10/2020	12/31/2022
Under \$400K	23,668	AlamaLuna LLC	Translation Services	Communications	4/25/2022	12/31/2023
Under \$400K	23,496	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2023
Under \$400K	22,940	Resonate, Inc	HR Trainings	Administration	8/15/2021	12/31/2022
Under \$400K	22,250	Jason Quigley Photography LLC	Run Better CampaignPhotography	Communications	10/1/2021	12/31/2022
Under \$400K	22,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2022
Under \$400K	20,000	Encolor LLC	Consulting Services	Energy Efficiency	8/3/2022	3/31/2023
Under \$400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	20,000	Lisa Greenfield LLC	Employment Law Consulting	Administration	1/1/2019	12/31/2022
Under \$400K	20,000	The Benson Hotel	2022 Rate Agreement	Administration	1/1/2022	12/31/2022
Under \$400K	19,080	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2022
Under \$400K	18,250	Susan Vogt Communications	Writers Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	18,000	Clarity Content LLC	B2B Marketing Engagment	Communications	8/1/2021	12/31/2022
Under \$400K	17,730	Lake County Resources Initiative	OIT EA REDA Grant Agreement	Joint Programs	4/26/2021	4/15/2023
Under \$400K	17,643	CTX Businss Solutions Inc	Small Printer Maintenance	Administration	4/1/2012	3/30/2023
Under \$400K	17,100	Lara Media Services, LLC	Industrial Focus Groups	Energy Efficiency	7/26/2022	12/31/2022
Under \$400K	17,000	Pod4print	Printing Blanket PO PGE	Communications	1/1/2022	12/31/2022
Under \$400K	17,000	Solar Oregon	Go Zero Tour Sponsorship	Renewable Energy	8/10/2022	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	17,000	Unite Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	17,000	Adelante Mujeres	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	15,729	OBL Media LLC	Professional Services	Communications	6/25/2020	6/26/2023
Under \$400K	15,700	Clarity Content LLC	Professional Services Agreement	Communications	5/1/2021	2/29/2024
Under \$400K	15,000	Consortium for Energy Efficiency	2022 Equity Behavior Sponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	15,000	Community Energy Project, Inc.	Solar Ambassadors Outreach	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	15,000	Empress Rules LLC	Advisory Counseling Services	Communications	8/1/2022	3/31/2023
Under \$400K	15,000	Solar Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	14,620	APANO Communities United	Solar Deployment Barriers	Renewable Energy	9/15/2022	5/31/2023
Under \$400K	14,175	Moss Adams LLP	401K Audit	Administration	12/1/2021	12/31/2022
Under \$400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2022
Under \$400K	13,015	Jim Craven Photography	Photography Services	Communications	4/17/2017	4/30/2023
Under \$400K	13,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2022
Under \$400K	12,210	CDW Direct, LLC	Barracuda Backup Services	Administration	3/1/2022	2/15/2023
Under \$400K	11,700	Cara Griffin	Writers Communication Services	Communications	5/1/2021	2/29/2024
Under \$400K	11,660	dThree Productions Inc.	Audio Visual Services	Administration	9/20/2022	12/31/2022
Under \$400K	11,500	American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	11,400	Sarah Noll Wilson, Inc	Coaching PA Agreement	Administration	8/1/2022	7/30/2023
Under \$400K	11,160	Naim Hasan	Photographer	Administration	7/19/2019	8/1/2024
Under \$400K	11,115	Susan T Rosene	Writers Pool Services Agreement	Communications	3/1/2022	2/29/2024
Under \$400K	11,000	Bruner Strategies, LLC	ED Review Services	Administration	7/1/2021	6/30/2022
Under \$400K	10,800	ICF Resources, LLC	PE EB Umbrella Agreement	Energy Efficiency	4/29/2022	12/31/2022
Under \$400K	10,500	Kleinschmidt Associates	Other RE Professional Services	Renewable Energy	4/1/2022	3/31/2024
Under \$400K	10,125	Community Energy Project, Inc.	Consultant Services	Energy Efficiency	9/30/2021	10/1/2022
Under \$400K	10,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under \$400K	10,000	Stevens Integrated Solutions Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	10,000	RR Donnelley	Printing Blanket PO's PAC	Communications	1/1/2022	12/31/2022
Under \$400K	10,000	Northwest Earth Institute	EcoChallenge Service Agreement	Energy Efficiency	3/7/2022	12/31/2022
Under \$400K	10,000	Oregon Solar Energy Fund	Solar Career Expo 2022	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	9,800	Momentive Inc. aka Survey Monkey	License Services Agreement	Administration	3/11/2022	2/1/2024
Under \$400K	9,221	Tri-Met	Universal Pass Agreement 22-23	Administration	9/1/2022	8/30/2023
Under \$400K	8,880	Kathleen T Whitty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	8,313	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	7/1/2023
Under \$400K	8,125	Terrance Harris	DAC Consultant Services	Administration	1/1/2022	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	8,000	MWA Architects Inc.	NZEL Grant Agreement	Energy Efficiency	10/10/2022	6/17/2023
Under \$400K	7,500	Verde	Community Consulting Agreement	Joint Programs	5/1/2021	12/31/2022
Under \$400K	7,000	Susan Badger-Jones	DEI Consultant Services	Joint Programs	2/1/2021	12/31/2022
Under \$400K	6,818	Grady Britton, Inc	Manufacturer Sponsorship	Communications	9/15/2022	10/30/2022
Under \$400K	6,780	Emburse Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2023
Under \$400K	6,588	Thomson Strategic Consulting	Stakeholder Facilitation	Administration	8/11/2022	11/30/2022
Under \$400K	6,450	The Option Agency	Photoshoot Talent Services	Communications	12/15/2021	12/15/2024
Under \$400K	6,000	Oregon Manufacturing Extention Partnership	2022 Sponsorship	Communications	8/1/2022	12/31/2022
Under \$400K	6,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	5,511	PhotoShelter Inc	Cloud Services Photo Bank	Communications	3/23/2022	2/1/2023
Under \$400K	5,500	Environmental Leadership Program	RAY Fellowship Agreement	Joint Programs	7/16/2021	7/15/2023
Under \$400K	5,475	Hapaworks LLC	Writers Pool PA Agreement	Communications	8/1/2022	2/29/2024
Under \$400K	5,250	Moss Adams LLP	990 Tax Audit	Administration	12/1/2021	12/31/2022
Under \$400K	5,225	Marlene McCallum	Coaching Services PA Cap*	Energy Efficiency	10/6/2021	12/31/2022
Under \$400K	5,070	Jason Quigley Photography LLC	Photography Services	Communications	1/1/2022	12/31/2023
Under \$400K	5,000	Indika Sugathadasa	DAC Stipenend Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	LaNicia Duke	DAC Stipend Agreement	Administration	6/30/2022	7/1/2024
Under \$400K	5,000	Empress Rules LLC	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022
Under \$400K	5,000	Dolores Martinez	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Cheryl Roberts	DAC Stipened Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	American Council for and Energy Efficient Economy	North AmericanSEM Collaboration	Energy Efficiency	9/1/2022	10/30/2022
Under \$400K	5,000	American Institute of Architects, Southwestern Oregon Chapter	2022 Sponsorship	Communications	2/1/2022	12/31/2022
Under \$400K	5,000	Latino Built Association for Contractors	2022 Sponsorship	Communications	1/10/2022	12/31/2022
Under \$400K	5,000	Leona Enright	Tribal Stipend Agreement	Communications	8/1/2022	7/30/2024
Under \$400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2023
Under \$400K	5,000	NAMC Oregon	2022-23 Membership Dues	Communications	6/1/2022	6/1/2023
Under \$400K	5,000	Nathan Webster & Associates, LLC	Lets Connect Sponsorship	Communications	9/15/2022	12/31/2022
Under \$400K	5,000	New Buildings Institute	2022 New Gen Sponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	5,000	Oswaldo Beral Lopez	DAC Stipenend Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	Rebecca Descombes	DAC Stipenend Agreement	Administration	3/1/2021	12/31/2022
Under \$400K	5,000	Rebecca Descombes	DAC PA Agreement	Joint Programs	9/30/2021	12/31/2022
Under \$400K	5,000	Robert Lowe	Personal Services SME Expert	Energy Efficiency	2/11/2022	7/29/2022
Under \$400K	5,000	Shane Christopher Davis	DAC Stipenend Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	The Next Door Inc.	Outreach BIPOC ResCustomers	Communications	1/1/2022	10/30/2022
Under \$400K	5,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	6/15/2023

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	5,000	Starla Green	Tribal Stipend Agreement	Administration	8/1/2022	7/30/2024
Under \$400K	5,000	Susan Badger-Jones	DAC Stipened Agreement	Administration	4/15/2020	12/31/2022
Under \$400K	4,975	Moss Adams LLP	Consulting	Administration	12/1/2021	12/31/2022
Under \$400K	4,500	HVAC Inc	Service Agreement	Administration	7/1/2022	7/1/2023
Under \$400K	4,320	Strage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2023
Under \$400K	4,000	Structured Communications Systems, Inc.	Services Agreement/email test	Administration	10/15/2022	12/31/2022
Under \$400K	4,000	Shane Christopher Davis	DAC Professional Services	Administration	10/1/2021	12/31/2022
Under \$400K	3,500	Pamela Oakes LLC dba The Profitable NonProfit	Advising Grant Giving *PA Cap	Administration	8/16/2021	8/15/2022
Under \$400K	3,000	Portland Leadership Foundation	2022 Emerging LeadershipIntern	Administration	3/21/2022	12/31/2022
Under \$400K	3,000	Sarah Noll Wilson, Inc	Coaching Services	Administration	6/15/2022	1/15/2023
Under \$400K	3,000	Wynde Consulting	PA Style Service *25,000 limit	Administration	8/22/2022	8/31/2023
Under \$400K	2,280	D&B	D&B	Administration	3/31/2021	3/31/2023
Under \$400K	2,000	Dolores Martinez	DAC PA Agreement	Joint Programs	9/1/2021	12/31/2022
Under \$400K	1,245	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2023
Under \$400K	500	Indika Sugathadasa	DAC Consultant Services	Joint Programs	3/1/2021	12/31/2022
TOTAL	187,758,474.88					

For contracts with costs through: 10/1/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			14,654,403	9,890,193	4,764,210		
Communications							
Communications Total:			5,164,918	3,670,487	1,494,430		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	24,424,328	18,442,038	1/1/2020	8/1/2025
Northwest Energy Efficiency Alliance	Regional EE Initiative Agrmt	Portland	33,662,505	33,569,081	93,424	1/1/2015	8/1/2025
TRC Environmental Corporation	2022 BE PMC	Windsor	16,795,582	10,716,932	6,078,650	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 Residential PMC	Austin	8,985,107	6,260,318	2,724,789	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 NBE PMC	Austin	6,167,249	4,257,783	1,909,466	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 Lighting PDC	Austin	3,813,275	2,888,232	925,043	1/1/2022	12/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC	Irvine	2,996,257	2,047,055	949,202	1/1/2022	12/31/2022
Energy 350 Inc	PE PDC 2022	Portland	2,897,853	1,995,731	902,122	1/1/2022	12/31/2022
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	2,260,254	1,618,015	642,239	1/1/2022	12/31/2022
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	1,158,629	922,371	1/1/2020	12/31/2024
Intel Corporation	EE Project Funding Agreement	Hillsboro	1,950,000	0	1,950,000	12/2/2021	12/31/2025
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	1,802,650	1,261,069	541,581	1/1/2022	12/31/2022
RHT Energy Inc.	PE PDC 2022	Medford	1,506,601	1,053,190	453,411	1/1/2022	12/31/2022
CLEAResult Consulting Inc	2022 Retail PDC	Austin	1,400,625	955,269	445,356	1/1/2022	12/31/2022
Craft3	Manufactured Home Pilot Loan	Portland	1,000,000	0	1,000,000	9/20/2018	9/20/2033
CLEAResult Consulting Inc	2022 Residential PMC-PILOTS	Austin	552,275	196,605	355,670	1/1/2022	12/31/2022
TRC Environmental Corporation	2022 BE DSM PMC	Windsor	516,227	416,642	99,585	1/1/2022	12/31/2022
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Craft3	Loan Funding for EE Projects	Portland	500,000	500,000	0	1/1/2021	9/30/2025
Evergreen Economics	2022 RES Oregon Oversample	Portland	479,685	111,863	367,823	3/24/2021	6/30/2022
SBW Consulting, Inc.	2020 EB Impact Evaluation	Bellevue	442,440	442,438	2	8/12/2021	9/30/2022
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	420,000	188,615	231,385	7/1/2021	6/30/2024
TRC Environmental Corporation	2022 BE NWN WA PMC	Windsor	385,060	335,978	49,082	1/1/2022	12/31/2022
SBW Consulting, Inc.	2021 EB Impact Evaluation	Bellevue	375,000	21,680	353,320	8/1/2022	6/30/2023
Illume Advising, LLC	CAP Survey	Verona	371,390	339,906	31,484	2/23/2022	12/31/2022
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	356,500	320,549	35,952	1/1/2020	12/31/2022
Energy 350 Inc	PE PMC Transition Agreement		332,000	47,100	284,900	9/9/2022	12/31/2022
CLEAResult Consulting Inc	Residential PMC Transition	Austin	308,259	0	308,259	10/7/2022	12/31/2022
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
Ekotrop, Inc.	ModelingSoftware for NC	Boston	275,000	242,036	32,965	1/21/2020	12/31/2022
CLEAResult Consulting Inc	2022 Residential PMC-WA	Austin	257,924	183,541	74,383	1/1/2022	12/31/2022
TRC Environmental Corporation	PDC - Landlord Cooling	Windsor	230,000	0	230,000	4/1/2022	9/30/2024
SBW Consulting, Inc.	Measure Development Support	Bellevue	215,000	179,098	35,902	5/1/2021	12/31/2022
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	210,025	73,077	136,948	1/21/2022	8/31/2023
CLEAResult Consulting Inc	2022 Residential PMC-CustSvc	Austin	207,797	145,048	62,749	1/1/2022	12/31/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
ADM Associates, Inc.	2022_23 Fast Feedback Survey	Seattle	197,800	55,994	141,806	3/1/2022	6/30/2024
ADM Associates, Inc.	BL Process Evaluation	Seattle	165,000	37,820	127,180	7/22/2022	5/31/2023
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	160,000	26,320	133,680	1/1/2022	12/31/2023
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	154,000	114,200	39,800	1/25/2022	12/31/2022
ADM Associates, Inc.	NB Process Evaluation	Seattle	153,000	79,271	73,729	3/15/2022	7/31/2023
Verde	DHP Installation Program	Portland	150,000	96,782	53,218	1/1/2022	12/31/2022
Battelle Memorial Institute	PNNIL Services Agreement		140,142	140,142	0	5/9/2019	9/30/2022
Community Energy Project, Inc.	MF Outreach Services	Portland	116,000	86,825	29,175	3/1/2022	3/31/2023
CLEARresult Consulting Inc	HE Assessment Tool	Austin	115,000	65,000	50,000	12/16/2021	12/31/2022
LD Consulting LLC	BL Consulting Services		105,000	69,300	35,700	4/27/2022	1/31/2023
Apex Analytics LLC	NH Impact Evaluation	Boulder	98,000	64,273	33,728	2/1/2022	12/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC-WA	Irvine	89,162	62,889	26,273	1/1/2022	12/31/2022
FMYI, INC	Subscription Agreement	Portland	83,650	83,650	0	4/25/2016	2/1/2023
Earth Advantage, Inc.	RealEstate Engagement	Portland	80,800	40,640	40,160	1/1/2021	12/31/2022
CLEARresult Consulting Inc	Residential PDC Transition	Austin	74,040	0	74,040	10/7/2022	12/31/2022
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	18,661	36,339	1/1/2018	12/31/2022
The Cadmus Group LLC	3 LG NB Impact Evaluation	Portland	54,000	54,000	0	1/1/2022	10/31/2022
MWA Architects Inc.	NZF Grant Agreement		51,000	30,000	21,000	2/9/2022	12/31/2022
Holst Architecture Inc	Net Zero Fellowship	Portland	51,000	0	51,000	9/22/2022	12/31/2023
Home Work Development LLC	NZF Grant Agreement		51,000	10,000	41,000	2/10/2022	3/31/2023
Anchor Blue LLC	Resource Assessment Model	Vancouver	50,000	29,000	21,000	1/1/2022	12/31/2022
Theodore Blaine Light III	Planning Consulting		45,000	13,230	31,770	1/1/2022	12/31/2022
Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Boulder	44,000	14,485	29,515	4/1/2022	3/30/2023
E Source Companies LLC	Membership Agreement	Boulder	41,682	41,682	0	12/17/2021	12/31/2022
Evergreen Economics	PGE Comm SmartThermostat eval	Portland	40,250	35,399	4,851	3/1/2022	11/30/2022
EVALUCREE	Energy Assessment Services		40,000	10,800	29,200	2/1/2022	12/31/2022
African American Alliance for Homeownership	CommunityProgramImplementation	Portland	40,000	20,000	20,000	1/1/2021	12/31/2022
The Cadmus Group Inc.	PE Large Complex Impact Eval	Watertown	40,000	20,023	19,978	11/1/2019	12/31/2022
Northwest Energy Efficiency Council	Tool Lending Library	Seattle	38,750	38,750	0	1/1/2022	12/31/2022
Grady Britton, Inc	RES Content Campaign		28,000	28,000	0	4/22/2022	4/23/2023
RStudio PBC	Software License Agreement		27,773	27,773	0	6/5/2022	4/1/2023
Encolor LLC	ConsultingUnderrepresented Com		27,575	24,006	3,569	11/30/2021	12/31/2022
Encolor LLC	Eval Advisory Group Services		25,000	585	24,415	3/9/2022	3/8/2024
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	800	24,200	3/9/2022	3/8/2024
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	765	24,235	3/9/2022	3/8/2024
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	1,238	23,763	3/9/2022	3/8/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	1,470	23,530	3/9/2022	3/8/2024
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	1,112	23,888	3/9/2022	3/8/2024
Seeds for the Sol	CPF RES Partner Services		25,000	9,874	15,126	2/1/2022	12/31/2022
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2022
Encolor LLC	Consulting Services		20,000	0	20,000	8/3/2022	3/31/2023
Lara Media Services, LLC	Industrial Focus Groups		17,100	0	17,100	7/26/2022	12/31/2022
Consortium for Energy Efficiency	2022 EquityBehaviorSponsorship	Boston	15,000	15,000	0	4/1/2022	12/31/2022
American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Washington	11,500	11,500	0	1/1/2022	12/31/2022
ICF Resources, LLC	PE EB Umbrella Agreement	Fairfax	10,800	5,400	5,400	4/29/2022	12/31/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Community Energy Project, Inc.	Consultant Services	Portland	10,125	0	10,125	9/30/2021	10/1/2022
Northwest Earth Institute	EcoChallenge Service Agreement	Portland	10,000	10,000	0	3/7/2022	12/31/2022
MWA Architects Inc.	NZEL Grant Agreement		8,000	0	8,000	10/10/2022	6/17/2023
Marlene McCallum	Coaching Services PA Cap*		5,225	5,225	0	10/6/2021	12/31/2022
American Council for and Energy Efficient Economy	North AmericanSEM Collaboration	Washington	5,000	0	5,000	9/1/2022	10/30/2022
New Buildings Institute	2022 New Gen Sponsorship	White Salmon	5,000	5,000	0	4/1/2022	12/31/2022
Robert Lowe	Personal Services SME Expert		5,000	3,313	1,688	2/11/2022	7/29/2022
Energy Efficiency Total:			140,349,280	98,260,001	42,089,279		
Joint Programs							
Lake County Resources Initiative	Support for RE, EB, Solar PE	Lakeview	165,200	29,235	135,965	1/1/2022	12/31/2023
The Cadmus Group LLC	Solar Program Improvements	Portland	86,460	74,874	11,586	7/19/2021	10/31/2022
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	81,845	74,139	7,707	1/1/2017	12/31/2022
Infogroup Inc	Data License & Service Agmt	Papillion	25,278	24,681	596	2/4/2020	12/31/2022
Lake County Resources Initiative	OIT EA REDA Grant Agreement		17,730	0	17,730	4/26/2021	4/15/2023
Verde	Community Consulting Agreement	Portland	7,500	1,000	6,500	5/1/2021	12/31/2022
Susan Badger-Jones	DEI Consultant Services	Joseph	7,000	3,343	3,657	2/1/2021	12/31/2022
Environmental Leadership Program	RAY Fellowship Agreement		5,500	5,500	0	7/16/2021	7/15/2023
Rebecca Descombes	DAC PA Agreement		5,000	1,125	3,875	9/30/2021	12/31/2022
Dolores Martinez	DAC PA Agreement		2,000	0	2,000	9/1/2021	12/31/2022
Indika Sugathadasa	DAC Consultant Services		500	500	0	3/1/2021	12/31/2022
Joint Programs Total:			404,013	214,397	189,616		
Renewable Energy							
Sunway 3, LLC	Prologis PV installation	Portland	3,405,000	2,964,146	440,854	9/30/2008	9/30/2028
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	2,701,500	298,500	9/4/2018	11/30/2023
Farmers Conservation Alliance	Irrigation Modernization	Hood River	2,000,000	1,779,263	220,737	4/1/2019	3/31/2023
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	1,000,000	800,000	11/15/2019	9/30/2041
Oregon Institute of Technology	Geothermal Resource Funding	Klamath Falls	1,550,000	1,550,000	0	9/11/2012	9/11/2032
Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Mount Vernon	1,000,000	1,000,000	0	10/25/2012	10/25/2027
Three Sisters Irrigation District	TSID Hydro	Sisters	1,000,000	1,000,000	0	4/25/2012	9/30/2032
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	900,000	900,000	0	4/1/2014	4/1/2034
Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Sisters	865,000	0	865,000	3/18/2019	3/17/2039
Klamath Falls Solar 2 LLC	PV Project Funding Agreement	San Mateo	850,000	382,500	467,500	7/11/2016	7/10/2041
Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Corvallis	827,000	827,000	0	6/24/2009	6/24/2029
Energy Assurance Company	Solar Verifier Services	Milwaukie	745,000	696,525	48,475	10/15/2020	10/14/2022
Energy Assurance Company	Verifier Services Agreement	Milwaukie	725,000	0	725,000	10/15/2022	10/14/2024
Old Mill Solar, LLC	Project Funding Agmt	Bly, OR	490,000	490,000	0	5/29/2015	5/28/2030
Deschutes Valley Water District	Opal Springs Hydro Project	Madras	450,000	450,000	0	1/1/2018	4/1/2040
City of Medford	750kW Combined Heat & Power	Medford	450,000	450,000	0	10/20/2011	10/20/2031
City of Pendleton	Pendleton Microturbines	Pendleton	450,000	150,000	300,000	4/20/2012	4/20/2032
Three Sisters Irrigation District	TSID Funding Agreement	Sisters	400,000	400,000	0	1/1/2018	12/31/2038
SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Bethesda	355,412	355,412	0	5/15/2014	12/31/2034
City of Gresham	City of Gresham Cogen 2	Gresham	350,000	334,523	15,477	4/9/2014	7/9/2034

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
CLEARresult Consulting Inc	2022 Residential PMC-SOLAR	Austin	321,456	180,262	141,194	1/1/2022	12/31/2022
Clean Power Research, LLC	License & Services Agreement	Napa	314,419	314,419	0	7/1/2021	6/30/2023
Solar Oregon	Outreach & Education Agreement	Portland	258,800	0	258,800	7/1/2022	6/30/2024
Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Enterprise	191,392	119,815	71,577	8/1/2021	8/1/2023
Craft3	NON-EEAST OBR Svc Agrmt	Portland	180,000	157,500	22,500	1/1/2018	12/31/2022
Faraday Inc	Software Services Subscription	Burlington	144,000	144,000	0	1/15/2019	12/14/2022
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Oregon Solar Energy Fund	Solar Education Training	Portland	104,400	25,894	78,506	6/1/2022	11/30/2023
TRC Engineers Inc.	2022 EPS New Const Solar	Irvine	96,582	68,653	27,929	1/1/2022	12/31/2022
Site Capture LLC	SiteCapture Subscription	Austin	96,000	88,500	7,500	2/1/2018	1/31/2023
City of Hillsboro	Project Funding Agreement	Hillsboro	85,000	85,000	0	6/8/2020	12/31/2040
Wallowa County	Project Funding Agreement	Enterprise	80,000	80,000	0	4/1/2018	3/31/2038
SPS of Oregon Inc	Project Funding Agreement	Wallowa	75,000	74,513	488	10/15/2015	10/31/2036
University of Oregon	REDA Grant Agreement	Eugene	50,000	50,000	0	2/1/2022	2/3/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	46,400	16,910	29,490	4/1/2022	3/30/2023
Clean Energy States Alliance	Memorandum of Understanding	Montpelier	39,500	0	39,500	7/1/2022	6/30/2023
Verde	Solar Ambassadors for OR Comm	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
African American Alliance for Homeownership	Solar Ambassadors Project	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	25,000	25,000	0	10/11/2021	7/30/2023
University of Oregon	UofO SRML Sponsorship	Eugene	25,000	24,999	1	2/3/2022	3/8/2023
Farmers Conservation Alliance	Grant Agreement	Hood River	24,755	9,214	15,541	4/1/2022	3/31/2023
Oregon Solar Energy Industries Association	2022 OR Solar StorageConferene	Portland	24,500	24,500	0	12/17/2021	12/31/2022
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
GuildQuality Inc.	TA Feedback Dashboard License		24,000	10,800	13,200	12/1/2021	12/31/2022
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	2,475	21,525	4/1/2022	1/31/2023
Solar Oregon	Go Zero Tour Sponsorship	Portland	17,000	17,000	0	8/10/2022	12/31/2022
Unite Oregon	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Adelante Mujeres	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Community Energy Project, Inc.	Solar Ambassadors Outreach	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
Solar Oregon	Solar Ambassadors Project	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
APANO Communities United	Solar Deployment Barriers		14,620	0	14,620	9/15/2022	5/31/2023
Kleinschmidt Associates	Other RE Professional Services	Pittsfield	10,500	2,267	8,233	4/1/2022	3/31/2024
Oregon Solar Energy Fund	Solar Career Expo 2022	Portland	10,000	10,000	0	1/1/2022	12/31/2022
Renewable Energy Total:			27,185,861	21,160,180	6,025,682		
Grand Total:			187,758,475	133,195,258	54,563,217		
Contracts without Incentives Total:			161,481,082	113,686,500	47,794,582		
Renewable Energy Incentives Total:			24,097,393	19,508,758	4,588,635		
Energy Efficiency Incentives Total:			2,180,000	0	2,180,000		

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Energy Trust Of Oregon
Statement of Net Assets
Actual As of Period Ending October 2022



Net Assets have increased by \$45M since the beginning of the year. An increase in Net Assets is typical in the first three quarters as revenues are generally high and incentive spending is comparatively low until the trend reverses in the final quarter of the year. The beginning of year increase is more pronounced in 2022 due to both higher revenues and lower expenditures than planned. See subsequent pages for further analysis.

Funding Source	Actual			
	Beginning of Year Net Assets	Current Year Net Income	Distributed Investment Income	Ending Net Assets at end of this period
PGE	20,494,453	19,068,330	13,105	39,575,887
PAC	7,177,344	15,428,549	6,499	22,612,392
NWN - Industrial	1,606,503	366,670	781	1,973,954
NW Natural	1,054,572	4,671,847	1,480	5,727,898
Cascade Natural Gas	2,789,024	956,711	1,426	3,747,161
Avista Gas	297,798	2,519,230	680	2,817,708
OPUC Efficiency	33,419,693	43,011,337	23,970	76,455,000
PGE	13,669,114	(947,035)	5,759	12,727,838
PAC	5,838,301	1,706,835	2,920	7,548,056
OPUC Renewables	19,507,415	759,800	8,679	20,275,894
Washington	544,288	809,115	414	1,353,816
LMI	(1,274)	66	(1)	(1,209)
Community Solar	108,524	78,762	65	187,350
PGE Smart Battery	21,942	(769)	9	21,182
PGE Inverter	-	(13,750)	(3)	(13,753)
NWN Geo TLM Phase 3	95,482	277,388	102	372,972
NREL Program	-	(25,716)	(6)	(25,722)
SALMON Program	-	(2,634)	(1)	(2,634)
FEMA Program	-	(7,762)	(2)	(7,764)
Flex Feeder	-	-	-	-
ODOE Cooling	-	(91,804)	(20)	(91,824)
Development	404,946	(25,417)	171	379,700
Total Other Net Assets	1,173,907	997,477	730	2,172,114
Craft3 Loans	2,300,000			2,300,000
Operational Contingency	4,982,803		4,487	4,987,290
Emergency Contingency	3,000,000			3,000,000
Total Contingency	10,282,803	-	4,487	10,287,290
Investment Income		37,866	(37,866)	
Total Net Assets	64,383,818	44,806,481	-	109,190,299



Overall, revenue is above budget by 3% for the year and 13% for the current month.

PAC discovered some energy service suppliers had failed to remit PPC funds collected in prior years, resulting in a large unanticipated catch-up payment in April (\$1.2M for efficiency, \$300k for renewables).

The NWN variance is due to how payments on the NWN Geo TLM funding were applied upon receipt in 2021. In lieu of having detailed payment statements from NWN, the NWN Geo TLM funding payments were erroneously applied to the general NWN funding source, with the applied correction in 2022 causing the YTD actual to appear below budget. NWN Industrial payments received to-date are aligned with payment timing detailed in the funding agreement.

The NWN WA variance is due to projected payment timing. The payment received in October was projected to be received in November.

For PGE Renewables and Cascade, cooler temperatures resulted in higher revenues early in the year but the effect has since moderated. Additionally, PGE Renewables had a 4% rate increase in January and another 3.6% rate increase in June.

PGE Smart Battery has been impacted by supply chain constraints, which have slowed incentive payments. Additional variance for this and other smaller projects are due to invoice timing.

Funding Source	Current Period		Current Period		Variance	Pct	Year to Date		Year to Date		Variance	Pct
	Actual	Approved Budget	Actual	Approved Budget			Actual	Approved Budget				
PGE Efficiency	\$ 6,404,725	\$ 6,779,300	\$ -	\$ -	\$ (374,575)	-5.53%	\$ 71,587,056	\$ 71,015,860	\$ 571,196	\$ -	\$ 571,196	0.80%
PGE Renewables	\$ 799,825	\$ 680,775	\$ -	\$ -	\$ 119,050	17.49%	\$ 9,114,878	\$ 7,464,445	\$ 1,650,433	\$ -	\$ 1,650,433	22.11%
Total PGE	\$ 7,204,550	\$ 7,460,075	\$ -	\$ -	\$ (255,525)	-3.43%	\$ 80,701,934	\$ 78,480,305	\$ 2,221,629	\$ -	\$ 2,221,629	2.83%
PAC Efficiency	\$ 4,789,618	\$ 4,142,990	\$ -	\$ -	\$ 646,628	15.61%	\$ 49,493,527	\$ 47,528,915	\$ 1,964,612	\$ -	\$ 1,964,612	4.13%
PAC Renewables	\$ 528,791	\$ 485,860	\$ -	\$ -	\$ 42,931	8.84%	\$ 5,861,730	\$ 5,203,020	\$ 658,710	\$ -	\$ 658,710	12.66%
Total PAC	\$ 5,318,409	\$ 4,628,850	\$ -	\$ -	\$ 689,559	14.90%	\$ 55,355,258	\$ 52,731,935	\$ 2,623,323	\$ -	\$ 2,623,323	4.97%
NWN - Industrial	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ 3,500,000	\$ 4,021,057	\$ (521,057)	\$ -	\$ (521,057)	-12.96%
NW Natural	\$ 1,651,799	\$ 1,169,356	\$ -	\$ -	\$ 482,443	41.26%	\$ 23,908,426	\$ 24,038,103	\$ (129,677)	\$ -	\$ (129,677)	-0.54%
Cascade Natural Gas	\$ 126,840	\$ 275,297	\$ -	\$ -	\$ (148,457)	-53.93%	\$ 3,116,637	\$ 2,831,166	\$ 285,471	\$ -	\$ 285,471	10.08%
Avista Gas	\$ 411,941	\$ 411,941	\$ -	\$ -	\$ 0	0.00%	\$ 4,119,410	\$ 4,119,410	\$ (0)	\$ -	\$ (0)	0.00%
NWN Washington	\$ 1,050,292	\$ -	\$ -	\$ -	\$ 1,050,292	-	\$ 3,150,874	\$ 2,100,583	\$ 1,050,291	\$ -	\$ 1,050,291	50.00%
LMI	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ 1,963	\$ -	\$ 1,963	\$ -	\$ 1,963	-
Community Solar	\$ -	\$ 51,000	\$ -	\$ -	\$ (51,000)	-100.00%	\$ 335,395	\$ 397,675	\$ (62,281)	\$ -	\$ (62,281)	-15.66%
PGE Smart Battery	\$ 6,322	\$ 41,830	\$ -	\$ -	\$ (35,508)	-84.89%	\$ 102,096	\$ 418,295	\$ (316,199)	\$ -	\$ (316,199)	-75.59%
PGE Inverter	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	-
NWN Geo TLM Phase 3	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ 429,464	\$ 214,732	\$ 214,732	\$ -	\$ 214,732	100.00%
NREL Program	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ 28,000	\$ -	\$ 28,000	\$ -	\$ 28,000	-
SALMON Program	\$ 18,107	\$ -	\$ -	\$ -	\$ 18,107	-	\$ 39,597	\$ -	\$ 39,597	\$ -	\$ 39,597	-
FEMA Program	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	-
Development	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	-
Investment Income	\$ 52,606	\$ 17,333	\$ -	\$ -	\$ 35,273	203.50%	\$ 314,421	\$ 173,333	\$ 141,087	\$ -	\$ 141,087	81.40%
Total Company	\$ 15,840,866	\$ 14,055,681	\$ -	\$ -	\$ 1,785,185	12.70%	\$ 175,103,475	\$ 169,526,594	\$ 5,576,881	\$ -	\$ 5,576,881	3.29%

Energy Trust of Oregon
Expense Statement
Period Ending October 2022



Year-to-date, expenses are under budget by \$32M, or 20%. Of the total underspending, 76% is incentives across the organization and 8% is program delivery. See the next page for additional incentive expense detail and analysis.

	Period to Date				
	Actual	Budget	Budget Variance	Pct	Variance
Incentives	56,586,759	81,140,886	(24,554,126)	-30%	76%
Program Delivery Contractors	47,402,186	49,963,820	(2,561,634)	-5%	8%
Employee Salaries & Fringe Benefits	14,355,320	15,247,485	(892,165)	-6%	3%
Agency Contractor Services	1,264,957	2,253,019	(988,062)	-44%	3%
Planning and Evaluation Services	2,762,697	3,409,247	(646,550)	-19%	2%
Advertising and Marketing Services	2,752,550	3,160,500	(407,950)	-13%	1%
Other Professional Services	3,015,665	4,974,274	(1,958,610)	-39%	6%
Travel, Meetings, Trainings & Conferences	166,710	289,950	(123,239)	-43%	0%
Dues, Licenses and Fees	207,565	233,033	(25,468)	-11%	0%
Software and Hardware	515,059	709,025	(193,966)	-27%	1%
Depreciation & Amortization	280,991	208,472	72,519	35%	0%
Office Rent and Equipment	918,072	916,788	1,284	0%	0%
Materials Postage and Telephone	56,085	109,458	(53,374)	-49%	0%
Miscellaneous Expenses	12,378	9,583	2,794	29%	0%
Expenditures	130,296,994	162,625,542	(32,328,548)	-20%	

Energy Trust of Oregon
 Incentives by Program
 Period Ending October 2022



Year-to-date incentive spending is 30% below budget. Some variance is due to timing - the beginning of 2021 saw unusually high incentive spending in relation to the full year and the 2022 incentive payment timing assumptions were based on these trends, which did not repeat. Additionally, market forces like supply chain issues and cost increases, as well as lingering impacts from 2021 budget mitigation plans, have collectively impacted the incentive pipeline, pushing incentive payment projections later into 2022 and early 2023.

	Year to Date		Variance	Pct Variance	Year to Date Previous Year	
	Actual	Approved Budget			Actual	Approved Budget
Existing Buildings with MF	12,830,305	22,008,214	(9,177,909)	-41.70%	23,961,669	27,021,169
New Buildings	4,285,604	7,220,567	(2,934,963)	-40.65%	6,007,230	5,182,511
Industry and Agriculture	8,639,217	15,682,851	(7,043,634)	-44.91%	13,596,601	20,455,260
Residential	20,478,853	22,575,107	(2,096,254)	-9.29%	23,960,845	19,716,879
OPUC Efficiency	46,233,979	67,486,739	(21,252,759)	-31.49%	67,526,345	72,375,819
Solar	7,932,829	8,114,570	(181,741)	-2.24%	8,163,410	7,384,387
Other Renewables	1,142,263	4,054,324	(2,912,061)	-71.83%	2,398,009	5,385,196
OPUC Renewables	9,075,092	12,168,894	(3,093,802)	-25.42%	10,561,419	12,769,583
Washington	1,158,283	1,080,625	77,658	7.19%	1,389,816	1,366,735
NWN Geo TLM Phase 3	58,250	154,628	(96,378)	-62.33%	12,034	-
PGE Smart Battery	51,000	250,000	(199,000)	-79.60%	8,000	225,000
Total Company	56,586,759	81,140,886	(24,554,126)	-30.26%	79,497,613	86,737,138



Energy Trust commits program reserves and expected revenue to fund future efficiency and renewable projects and other agreements. Each of these commitments is contingent on the project being completed according to the milestones established in the agreement. Once a project is complete, the commitment becomes a liability and is paid from the then-available program reserves. Current reserves plus future revenues ensure funds are available when commitments come due.

Contingent Liabilities as of October 31, 2022 are as follows:

Commitment Type	Total
Efficiency Incentive Commitments	53,800,000
Renewables Incentive Commitments	59,700,000
Estimated In-Force Contracts for Delivery and Operations	43,409,232
Total Contingent Liabilities for Future Commitments	156,909,232



The two OPUC financial performance measures deal with administrative and program support (as defined by OPUC) and staffing costs (employee salaries and fringe benefits).

The administrative and program support costs under OPUC oversight are at 6.8% of revenue, within the 8% of revenue cap, and at a 16.6% increase over the prior year. Administrative costs in the first half of 2021 were lower than average due to reduced marketing activity, vacant positions, and vacation balance utilization, causing the comparison to be so dramatic. Additionally, a general awareness campaign took place in the first half of this year, front loading expenses that will not continue into the remainder of the year.

Staffing costs under OPUC oversight are 8.4% higher than 2021, within the 9% increase cap.

Administrative and Program Support	<8% of Revenue	6.8% OK
Administrative and Program Support	<10% increase over PY	16.6% OK - Performance Measure waived for 2022
Employee Salaries and Fringe	<9% increase over PY	8.4% OK - Performance Measure waived for 2022

	2022			2021		
	PUC Grant Funded Total	Program Costs	Administrative and Program Support	PUC Grant Funded Total	Program Costs	Administrative and Program Support
Incentives	55,309,072	55,309,072	-	78,087,764	78,087,764	-
Program Delivery Subcontracts	46,638,398	46,638,398	-	43,358,147	43,358,147	-
Employee Salaries & Fringe Benefits	13,648,183	6,416,655	7,231,528	12,592,661	6,001,489	6,591,172
Agency Contractor Services	1,176,046	662,969	513,077	1,216,760	587,157	629,603
Planning and Evaluation Services	2,740,254	2,707,965	32,289	1,957,927	1,952,067	5,860
Advertising and Marketing Services	2,719,841	1,501,389	1,218,451	1,688,709	1,241,981	446,728
Other Professional Services	2,939,485	2,361,623	577,862	2,514,052	2,080,339	433,713
Travel, Meetings, Trainings & Conferences	159,556	-	159,556	48,484	-	48,484
Dues, Licenses and Fees	165,986	-	165,986	184,533	-	184,533
Software and Hardware	500,378	-	500,378	470,163	-	470,163
Depreciation & Amortization	266,915	-	266,915	257,218	-	257,218
Office Rent and Equipment	871,075	-	871,075	827,316	-	827,316
Materials Postage and Telephone	53,574	-	53,574	46,873	-	46,873
Miscellaneous Expenses	12,143	-	12,143	12,907	-	12,907
TOTAL FUNCTIONAL EXPENSE	127,200,905	115,598,071	11,602,834	143,263,513	133,308,943	9,954,571
TOTAL REVENUE	170,701,665	-	-	159,823,634	-	-
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.80%			6.23%
Program Support and Administrative cost as Percent Change versus Last Year			16.56%			

Energy Trust of Oregon
Cash Balances
Period Ending October 2022



Account	Current Year October	Prior Year October
Umpqua Bank Checking + Repurchase Account	\$ 83,312,850	\$ 42,306,106
First Interstate Bank Repurchase Account	\$ 32,376,363	\$ 32,290,704
First Interstate Bank Checking Account	\$ 10,000	\$ 10,000
Petty Cash	\$ 300	\$ 300
Total Cash and Cash Equivalents	\$ 115,699,513	\$ 74,607,110

Investments

Total Cash and Investments	\$ 115,699,513	\$ 74,607,110
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Energy Trust Of Oregon
 Balance Sheet
 Period Ending October 2022



	Year to Date October2022	Year to Date September2022	Year to Date December2021	Year to Date September2021	One Month Change	YTD Change
Cash	\$ 115,699,513	\$ 111,189,483	\$ 75,475,434	\$ 72,273,387	\$ 4,510,030	\$ 40,224,079
Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ 128,004	\$ 204,631	\$ 3,957,122	\$ 139,784	\$ (76,627)	\$ (3,829,118)
Prepaid	\$ 711,113	\$ 673,000	\$ 461,368	\$ 826,210	\$ 38,113	\$ 249,745
Advances to Vendors	\$ 1,562,713	\$ 2,344,070	\$ 2,171,668	\$ 2,517,493	\$ (781,357)	\$ (608,955)
Current Portion Note Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Assets	\$ 118,101,343	\$ 114,411,184	\$ 82,065,593	\$ 75,756,875	\$ 3,690,159	\$ 36,035,750
Fixed Assets	\$ 6,396,780	\$ 6,243,122	\$ 6,059,949	\$ 5,975,426	\$ 153,658	\$ 336,830
Depreciation	\$ (5,691,694)	\$ (5,662,270)	\$ (5,408,398)	\$ (5,324,915)	\$ (29,423)	\$ (283,296)
Net Fixed Assets	\$ 705,086	\$ 580,851	\$ 651,551	\$ 650,511	\$ 124,235	\$ 53,535
Other Assets	\$ 2,994,088	\$ 2,993,237	\$ 3,022,134	\$ 2,850,158	\$ 851	\$ (28,046)
Assets	\$ 121,800,517	\$ 117,985,272	\$ 85,739,278	\$ 79,257,544	\$ 3,815,244	\$ 36,061,238
Accounts Payable and Accruals	\$ 6,847,049	\$ 6,402,856	\$ 17,825,751	\$ 7,738,376	\$ 444,193	\$ (10,978,702)
Deposits Held for Others	\$ 25,000	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ -
Salaries, Taxes, & Benefits Payable	\$ 1,416,112	\$ 1,341,236	\$ 977,562	\$ 1,308,699	\$ 74,876	\$ 438,550
Deferred/Unearned Revenue	\$ 2,000,000	\$ -	\$ -	\$ -	\$ 2,000,000	\$ 2,000,000
Current Liabilities	\$ 10,288,161	\$ 7,769,093	\$ 18,828,313	\$ 9,047,074	\$ 2,519,068	\$ (8,540,152)
Long Term Liabilities	\$ 2,322,057	\$ 2,355,875	\$ 2,527,148	\$ 2,451,601	\$ (33,818)	\$ (205,091)
Liabilities	\$ 12,610,218	\$ 10,124,967	\$ 21,355,461	\$ 11,498,675	\$ 2,485,251	\$ (8,745,243)
Net Assets	\$ 109,190,295	\$ 107,860,302	\$ 64,383,814	\$ 67,758,866	\$ 1,329,994	\$ 44,806,481

Energy Trust of Oregon
Income Statement
Period Ending October 2022



	Period to Date			Year to Date			Full Year
	Actual	Budget	Budget Variance	Actual	Budget	Budget Variance	Budget
Revenue from Utilities	15,763,831	13,945,519	1,818,312	173,852,539	168,322,559	5,529,980	202,906,807
Contract Revenue	24,429	92,830	(68,401)	934,552	1,030,702	(96,150)	1,216,686
Grant Revenue	-	-	-	1,963	-	1,963	-
Investment Income	52,606	17,333	35,273	314,421	173,333	141,087	208,000
Revenue	15,840,866	14,055,681	1,785,185	175,103,475	169,526,594	5,576,881	204,331,493
Incentives	6,963,090	13,127,768	(6,164,678)	56,586,759	81,140,886	(24,554,126)	121,453,704
Program Delivery Contractors	4,855,292	5,148,346	(293,054)	47,402,186	49,963,820	(2,561,634)	60,323,540
Employee Salaries & Fringe Benefits	1,394,210	1,530,207	(135,997)	14,355,320	15,247,485	(892,165)	18,307,899
Agency Contractor Services	95,491	220,222	(124,731)	1,264,957	2,253,019	(988,062)	2,693,463
Planning and Evaluation Services	413,284	340,925	72,359	2,762,697	3,409,247	(646,550)	4,091,096
Advertising and Marketing Services	236,787	300,750	(63,963)	2,752,550	3,160,500	(407,950)	3,742,000
Other Professional Services	281,250	492,938	(211,688)	3,015,665	4,974,274	(1,958,610)	5,962,651
Travel, Meetings, Trainings & Conferences	45,008	28,110	16,898	166,710	289,950	(123,239)	346,170
Dues, Licenses and Fees	19,698	22,432	(2,734)	207,565	233,033	(25,468)	277,897
Software and Hardware	77,817	70,662	7,155	515,059	709,025	(193,966)	850,350
Depreciation & Amortization	29,423	18,968	10,455	280,991	208,472	72,519	246,408
Office Rent and Equipment	90,384	91,679	(1,295)	918,072	916,788	1,284	1,100,146
Materials Postage and Telephone	9,138	10,646	(1,508)	56,085	109,458	(53,374)	130,750
Miscellaneous Expenses	(0)	958	(958)	12,378	9,583	2,794	11,500
Expenditures	14,510,873	21,404,611	(6,893,738)	130,296,994	162,625,542	(32,328,548)	219,537,575
Operating Net Income	1,329,994	(7,348,930)		44,806,481	6,901,053		(15,206,081)

Energy Trust of Oregon
 Total Expenditures by Program and Funding Source - Actual
 Period Ending October 2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	34,520,248	17,248,188	8,953,280	1,887,108	5,472,645	618,156	340,870
Multi-Family	75,477	37,622	19,711	4,184	11,832	1,371	756
New Buildings	11,330,594	5,798,220	4,107,565	46,479	1,051,182	246,995	80,154
NEEA Commercial	2,310,335	1,147,868	865,936	-	215,934	55,007	25,591
Commercial Sector	48,236,654	24,231,898	13,946,492	1,937,771	6,751,593	921,528	447,371
Industry and Agriculture	21,118,770	10,771,682	8,725,417	1,202,031	256,423	124,144	39,073
NEEA - Industrial	46,407	26,452	19,955	-	-	-	-
Industry and Agriculture Sector	21,165,177	10,798,134	8,745,372	1,202,031	256,423	124,144	39,073
Residential	39,189,334	15,641,378	9,951,585	-	11,592,805	960,995	1,042,571
NEEA Residential	4,321,012	1,955,738	1,475,382	-	648,019	165,075	76,798
Residential Sector	43,510,346	17,597,117	11,426,967	-	12,240,824	1,126,070	1,119,368
OPUC Efficiency	112,912,177	52,627,149	34,118,831	3,139,803	19,248,840	2,171,742	1,605,812
Solar	11,495,654	8,205,584	3,290,071	-	-	-	-
Other Renewables	2,793,073	1,904,049	889,024	-	-	-	-
OPUC Renewables	14,288,728	10,109,632	4,179,095	-	-	-	-
OPUC Programs	127,200,905	62,736,781	38,297,926	3,139,803	19,248,840	2,171,742	1,605,812
Washington	2,345,191	-	-	-	-	-	-
Community Solar	258,637	-	-	-	-	-	-
PGE Smart Battery	102,943	-	-	-	-	-	-
LMI	1,892	-	-	-	-	-	-
NWN Geo TLM Phase 3	152,923	-	-	-	-	-	-
NREL Program	53,670	-	-	-	-	-	-
SALMON Program	42,226	-	-	-	-	-	-
FEMA Program	7,748	-	-	-	-	-	-
PGE Inverter Development	13,725	-	-	-	-	-	-
Development	25,323	-	-	-	-	-	-
Total Company	130,296,994	62,736,781	38,297,926	3,139,803	19,248,840	2,171,742	1,605,812

Energy Trust of Oregon
 Total Expenditures by Program and Funding Source - Budget
 Period Ending October 2022



	All Funding Sources	PGE	PAC	NWN - Industrial	NW Natural	Cascade Natural Gas	Avista Gas
Existing Buildings	46,738,907	22,300,084	12,771,684	2,659,397	5,816,397	1,948,519	1,242,826
Multi-Family	61,211	29,160	16,701	3,499	7,653	2,564	1,635
New Buildings	14,534,228	8,565,895	4,499,175	77,727	1,143,131	182,946	65,355
NEEA Commercial	3,344,017	1,303,772	983,547	-	769,465	195,998	91,235
Commercial Sector	64,678,363	32,198,911	18,271,107	2,740,624	7,736,645	2,330,027	1,401,050
Industry and Agriculture	29,650,464	15,494,503	10,860,673	2,138,306	605,995	339,798	211,189
NEEA - Industrial	30,855	17,587	13,268	-	-	-	-
Industry and Agriculture Sector	29,681,319	15,512,090	10,873,941	2,138,306	605,995	339,798	211,189
Residential	42,329,378	14,901,351	12,889,882	-	11,664,428	1,108,822	1,764,896
NEEA Residential	4,208,002	2,214,252	1,670,400	-	235,456	59,975	27,918
Residential Sector	46,537,380	17,115,603	14,560,282	-	11,899,884	1,168,797	1,792,814
OPUC Efficiency	140,897,062	64,826,604	43,705,329	4,878,930	20,242,524	3,838,622	3,405,053
Solar	12,495,395	8,494,348	4,001,047	-	-	-	-
Other Renewables	5,962,031	3,822,364	2,139,667	-	-	-	-
OPUC Renewables	18,457,426	12,316,712	6,140,713	-	-	-	-
OPUC Programs	159,354,488	77,143,316	49,846,042	4,878,930	20,242,524	3,838,622	3,405,053
Washington	2,220,110	-	-	-	-	-	-
Community Solar	323,501	-	-	-	-	-	-
PGE Smart Battery	390,565	-	-	-	-	-	-
NWN Geo TLM Phase 3	336,877	-	-	-	-	-	-
Total Company	162,625,542	77,143,316	49,846,042	4,878,930	20,242,524	3,838,622	3,405,053



	Actual			Last Year			Budget			Last Year's Budget		
	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative	Total OPUC Programs	Program Costs	Program Support and Administrative
Incentives	55,309,072	55,309,072	-	78,087,764	78,087,764	-	79,655,633	79,655,633	-	85,145,402	85,145,402	-
Program Delivery Contractors	46,638,398	46,638,398	-	43,358,147	43,358,147	-	49,257,883	49,257,883	-	45,548,466	45,548,466	-
Employee Salaries & Fringe Benefits	13,648,183	6,416,655	7,231,528	12,592,661	6,001,489	6,591,172	14,531,844	6,940,245	7,591,599	13,349,108	6,463,681	6,885,427
Agency Contractor Services	1,176,046	662,969	513,077	1,216,760	587,157	629,603	2,217,781	1,297,447	920,334	1,740,033	1,002,012	738,021
Planning and Evaluation Services	2,740,254	2,707,965	32,289	1,957,927	1,952,067	5,860	3,381,466	3,350,457	31,010	2,778,204	2,764,943	13,262
Advertising and Marketing Services	2,719,841	1,501,389	1,218,451	1,688,709	1,241,981	446,728	3,124,021	1,955,833	1,168,187	2,454,510	1,629,068	825,442
Other Professional Services	2,939,485	2,361,623	577,862	2,514,052	2,080,339	433,713	4,838,774	4,096,637	742,137	4,586,457	3,904,845	681,612
Travel, Meetings, Trainings & Conferences	159,556		159,556	48,484		48,484	275,992		275,992	191,303		191,303
Dues, Licenses and Fees	165,986		165,986	184,533		184,533	190,653		190,653	229,841		229,841
Software and Hardware	500,378		500,378	470,163		470,163	688,955		688,955	648,203		648,203
Depreciation & Amortization	266,915		266,915	257,218		257,218	199,481		199,481	222,205		222,205
Office Rent and Equipment	871,075		871,075	827,316		827,316	877,080		877,080	977,088		977,088
Materials Postage and Telephone	53,574		53,574	46,873		46,873	105,603		105,603	112,458		112,458
Miscellaneous Expenses	12,143		12,143	12,907		12,907	9,323		9,323	4,851		4,851
Expenditures	127,200,905	115,598,071	11,602,834	143,263,513	133,308,943	9,954,571	159,354,488	146,554,134	12,800,354	157,988,129	146,458,416	11,529,713
Revenue from Utilities	170,701,665			159,823,634			166,221,976			155,568,242		
Program Support and Administrative Cost as Percent of Revenue from OPUC Utilities			6.80%			6.23%			7.70%			7.41%
Program Support and Administrative cost as Percent Change versus Last Year			16.56%						11.02%			

Energy Trust of Oregon
Statement of Functional Expense
Period Ending October 2022



	Efficiency Programs	Renewable Programs	Washington Program	Contracts & Grants	Total Programs	Fund Development	Communication & Outreach	Management & General	Total Administration	Total Company Expenditure
Incentives	46,233,979	9,075,092	1,158,283	119,405	56,586,759	-	-	-	-	56,586,759
Program Delivery Contractors	46,020,860	617,538	662,808	100,981	47,402,186	-	-	-	-	47,402,186
Employee Salaries & Fringe Benefits	6,055,870	1,635,590	232,953	305,078	8,229,491	25,323	2,242,487	3,857,847	6,100,334	14,355,320
Agency Contractor Services	578,773	258,348	4,734	76,007	917,862	-	103,915	243,180	347,096	1,264,957
Planning and Evaluation Services	2,615,219	92,746	21,665	-	2,729,630	-	31,927	1,140	33,067	2,762,697
Advertising and Marketing Services	1,310,530	190,860	2,500	833	1,504,722	-	1,246,827	1,000	1,247,827	2,752,550
Other Professional Services	1,380,661	986,230	32,677	29,698	2,429,266	-	60,572	525,826	586,399	3,015,665
Travel, Meetings, Trainings & Conferences	64,784	22,908	3,536	1,886	93,114	-	35,546	38,050	73,596	166,710
Dues, Licenses and Fees	99,429	13,091	40,266	24	152,810	-	30,793	23,962	54,756	207,565
Software and Hardware	140,234	254,488	4,108	8,026	406,856	-	40,728	67,476	108,203	515,059
Depreciation & Amortization	125,557	32,094	4,118	7,323	169,092	-	41,955	69,944	111,899	280,991
Office Rent and Equipment	417,957	111,880	13,956	24,813	568,606	-	131,324	218,142	349,466	918,072
Materials Postage and Telephone	22,650	5,317	682	1,212	29,861	-	9,159	17,064	26,224	56,085
Miscellaneous Expenses	2,400	-	-	-	2,400	-	-	9,978	9,978	12,378
Expenditures	105,068,901	13,296,182	2,182,285	675,285	121,222,655	25,323	3,975,234	5,073,610	9,048,844	130,296,994

For contracts with costs through: 11/1/2022

Complete List of Contracts Grouped by Size

Contracts in effect on October 31, 2022 including those contracts executed for 2022 and beyond and excluding contracts completed prior to this date

Grouping by Contract Size	Dollars	Number of Contracts	Distribution of Dollars	Distribution of Count
Over \$500K	\$167,549,118	33	89%	12%
From \$400K to \$500K	\$5,116,185	11	3%	4%
Under \$400K	\$15,363,402	233	8%	84%
Total	\$188,028,705	277		

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	42,866,366	Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Energy Efficiency	1/1/2020	8/1/2025
Over \$500K	33,662,505	Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Energy Efficiency	1/1/2015	8/1/2025
Over \$500K	16,795,582	TRC Environmental Corporation	2022 BE PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	11,343,292	G&I VII Five Oak Owner LLC	Office Lease - 421 SW Oak	Administration	11/21/2011	12/31/2025
Over \$500K	8,985,107	CLEAResult Consulting Inc	2022 Residential PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	6,167,249	CLEAResult Consulting Inc	2022 NBE PMC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	3,813,275	CLEAResult Consulting Inc	2022 Lighting PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	3,405,000	Sunway 3, LLC	Prologis PV installation	Renewable Energy	9/30/2008	9/30/2028
Over \$500K	3,100,000	Grady Britton, Inc	Media Buying Agreement	Communications	1/1/2021	12/31/2022
Over \$500K	3,000,000	Clean Water Services	Project Funding Agreement	Renewable Energy	11/25/2014	11/25/2039
Over \$500K	3,000,000	City of Salem	Biogas Project - Willow Lake	Renewable Energy	9/4/2018	11/30/2023
Over \$500K	2,996,257	TRC Engineers Inc.	2022 EPS New Const PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,897,853	Energy 350 Inc	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,445,254	Cascade Energy, Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	2,081,000	Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Energy Efficiency	1/1/2020	12/31/2024
Over \$500K	2,000,000	Farmers Conservation Alliance	Irrigation Modernization	Renewable Energy	4/1/2019	3/31/2023
Over \$500K	1,950,000	Intel Corporation	EE Project Funding Agreement	Energy Efficiency	12/2/2021	12/31/2025
Over \$500K	1,802,650	Cascade Energy, Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,800,000	Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Renewable Energy	11/15/2019	9/30/2041
Over \$500K	1,550,000	Oregon Institute of Technology	Geothermal Resource Funding	Renewable Energy	9/11/2012	9/11/2032
Over \$500K	1,506,601	RHT Energy Inc.	PE PDC 2022	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,400,625	CLEAResult Consulting Inc	2022 Retail PDC	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	1,000,000	Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Renewable Energy	10/25/2012	10/25/2027
Over \$500K	1,000,000	Craft3	Manufactured Home Pilot Loan	Energy Efficiency	9/20/2018	9/20/2033

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Over \$500K	1,000,000	Three Sisters Irrigation District	TSID Hydro	Renewable Energy	4/25/2012	9/30/2032
Over \$500K	900,000	Farmers Irrigation District	FID - Plant 2 Hydro	Renewable Energy	4/1/2014	4/1/2034
Over \$500K	865,000	Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Renewable Energy	3/18/2019	3/17/2039
Over \$500K	850,000	Klamath Falls Solar 2 LLC	PV Project Funding Agreement	Renewable Energy	7/11/2016	7/10/2041
Over \$500K	827,000	Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Renewable Energy	6/24/2009	6/24/2029
Over \$500K	745,000	Energy Assurance Company	Solar Verifier Services	Renewable Energy	10/15/2020	10/14/2022
Over \$500K	725,000	Energy Assurance Company	Verifier Services Agreement	Renewable Energy	10/15/2022	10/14/2024
Over \$500K	552,275	CLEAResult Consulting Inc	2022 Residential PMC-PILOTS	Energy Efficiency	1/1/2022	12/31/2022
Over \$500K	516,227	TRC Environmental Corporation	2022 BE DSM PMC	Energy Efficiency	1/1/2022	12/31/2022
From \$400K to \$500K	500,000	Craft3	Loan Agreement	Energy Efficiency	1/1/2018	12/31/2027
From \$400K to \$500K	500,000	Craft3	Loan Funding for EE Projects	Energy Efficiency	1/1/2021	9/30/2025
From \$400K to \$500K	496,500	Pivotal Energy Solutions LLC	Software Product Support	Energy Efficiency	1/1/2020	12/31/2023
From \$400K to \$500K	490,000	Old Mill Solar, LLC	Project Funding Agmt Bly, OR	Renewable Energy	5/29/2015	5/28/2030
From \$400K to \$500K	480,000	Colehour & Cohen	Public Relations Services	Communications	2/1/2022	2/1/2024
From \$400K to \$500K	479,685	Evergreen Economics	2022 RES Oregon Oversample	Energy Efficiency	3/24/2021	6/30/2023
From \$400K to \$500K	450,000	Deschutes Valley Water District	Opal Springs Hydro Project	Renewable Energy	1/1/2018	4/1/2040
From \$400K to \$500K	450,000	City of Medford	750kW Combined Heat & Power	Renewable Energy	10/20/2011	10/20/2031
From \$400K to \$500K	450,000	City of Pendleton	Pendleton Microturbines	Renewable Energy	4/20/2012	4/20/2032
From \$400K to \$500K	420,000	Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Energy Efficiency	7/1/2021	6/30/2024
From \$400K to \$500K	400,000	Three Sisters Irrigation District	TSID Funding Agreement	Renewable Energy	1/1/2018	12/31/2038
Under \$400K	393,825	Prophix. Inc	Budget Tools Cloud Services	Administration	9/27/2019	12/31/2022
Under \$400K	385,060	TRC Environmental Corporation	2022 BE NWN WA PMC	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	375,000	SBW Consulting, Inc.	2021 EB Impact Evaluation	Energy Efficiency	8/1/2022	6/30/2023
Under \$400K	371,390	Illume Advising, LLC	CAP Survey	Energy Efficiency	2/23/2022	12/31/2022
Under \$400K	355,412	SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Renewable Energy	5/15/2014	12/31/2034
Under \$400K	350,000	City of Gresham	City of Gresham Cogen 2	Renewable Energy	4/9/2014	7/9/2034
Under \$400K	337,740	Prophix. Inc	Cloud Services Agreement	Administration	9/1/2022	6/30/2025
Under \$400K	332,000	Energy 350 Inc	PE PMC Transition Agreement	Energy Efficiency	9/9/2022	12/31/2022
Under \$400K	329,777	Carahsoft Technology Corporation	DocuSign Master Agreement	Communications	1/31/2018	7/31/2024
Under \$400K	328,900	OMBU Inc	New Interactive Forms	Administration	4/2/2018	12/31/2022
Under \$400K	321,456	CLEAResult Consulting Inc	2022 Residential PMC-SOLAR	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	314,419	Clean Power Research, LLC	License & Services Agreement	Renewable Energy	7/1/2021	6/30/2023

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	308,259	CLEARresult Consulting Inc	Residential PMC Transition	Energy Efficiency	10/7/2022	12/31/2022
Under \$400K	300,000	Craft3	Loan Agreement	Energy Efficiency	6/1/2014	6/20/2025
Under \$400K	275,000	Ekotrop, Inc.	ModelingSoftware for NC	Energy Efficiency	1/21/2020	12/31/2022
Under \$400K	270,900	ThinkShout, Inc.	Web Design & Dev Agreement	Communications	1/1/2022	12/31/2022
Under \$400K	258,800	Solar Oregon	Outreach & Education Agreement	Renewable Energy	7/1/2022	6/30/2024
Under \$400K	257,924	CLEARresult Consulting Inc	2022 Residential PMC-WA	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	230,000	TRC Environmental Corporation	PDC - Landlord Cooling	Energy Efficiency	4/1/2022	9/30/2024
Under \$400K	225,000	Craft3	NON-EEAST OBR Svc Agrmt	Renewable Energy	1/1/2018	12/31/2023
Under \$400K	218,240	Paladin Risk Management, Ltd	Cert Tracking & License Svc	Administration	9/1/2015	10/1/2022
Under \$400K	215,000	SBW Consulting, Inc.	Measure Development Support	Energy Efficiency	5/1/2021	12/31/2022
Under \$400K	210,025	Cascade Energy, Inc.	Subscription ServicesAgreement	Energy Efficiency	1/21/2022	8/31/2023
Under \$400K	207,797	CLEARresult Consulting Inc	2022 Residential PMC-CustSvc	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	197,800	ADM Associates, Inc.	2022_23 Fast Feedback Survey	Energy Efficiency	3/1/2022	6/30/2024
Under \$400K	191,392	Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Renewable Energy	8/1/2021	8/1/2023
Under \$400K	175,393	CTX Businss Solutions Inc	Copier Purchase & Maintenance	Administration	1/27/2015	12/31/2022
Under \$400K	165,200	Lake County Resources Initiative	Support for RE, EB, Solar PE	Joint Programs	1/1/2022	12/31/2023
Under \$400K	165,000	ADM Associates, Inc.	BL Process Evaluation	Energy Efficiency	7/22/2022	5/31/2023
Under \$400K	160,000	The Cadmus Group LLC	C&I LG Impact Evaluations	Energy Efficiency	1/1/2022	12/31/2023
Under \$400K	154,000	Community Energy Project, Inc.	HPWH & CPFE Measures	Energy Efficiency	1/25/2022	12/31/2022
Under \$400K	153,000	ADM Associates, Inc.	NB Process Evaluation	Energy Efficiency	3/15/2022	7/31/2023
Under \$400K	150,000	Verde	DHP Installation Program	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	144,000	Faraday Inc	Software Services Subscription	Renewable Energy	1/15/2019	12/14/2022
Under \$400K	143,000	City of Astoria	Bear Creek Funding Agreement	Renewable Energy	3/24/2014	3/24/2034
Under \$400K	140,142	Battelle Memorial Institute	PNNIL Services Agreement	Energy Efficiency	5/9/2019	9/30/2022
Under \$400K	122,247	Encore Business Solutions (USA)	GP Annual Enhancement	Administration	9/14/2011	8/31/2023
Under \$400K	118,600	Clean Power Research, LLC	WattPlan Software	Renewable Energy	11/17/2017	6/30/2023
Under \$400K	116,000	Community Energy Project, Inc.	MF Outreach Services	Energy Efficiency	3/1/2022	3/31/2023
Under \$400K	115,000	CLEARresult Consulting Inc	HE Assessment Tool	Energy Efficiency	12/16/2021	12/31/2022
Under \$400K	112,688	Allstream Business US Inc	Internet Services	Administration	9/22/2017	1/1/2023
Under \$400K	105,000	LD Consulting LLC	BL Consulting Services	Energy Efficiency	4/27/2022	1/31/2023
Under \$400K	104,400	Oregon Solar Energy Fund	Solar Education Training	Renewable Energy	6/1/2022	11/30/2023
Under \$400K	100,000	Metafile Information Systems	Software Solutions Contract	Administration	6/10/2022	3/1/2024
Under \$400K	100,000	CDW Direct, LLC	Blanket PO	Administration	1/1/2022	12/31/2022
Under \$400K	100,000	Dell Marketing LP.	Blanket PO	Administration	1/1/2022	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	99,620	Archive Systems Inc	Record Management Services	Administration	1/1/2011	12/31/2022
Under \$400K	98,000	Apex Analytics LLC	NH Impact Evaluation	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	96,582	TRC Engineers Inc.	2022 EPS New Const Solar	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	96,000	Site Capture LLC	SiteCapture Subscription	Renewable Energy	2/1/2018	1/31/2023
Under \$400K	92,837	Airespring Inc	T1 Connectivity Services	Administration	12/22/2016	1/15/2023
Under \$400K	89,162	TRC Engineers Inc.	2022 EPS New Const PDC-WA	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	86,460	The Cadmus Group LLC	Solar Program Improvements	Joint Programs	7/19/2021	10/31/2022
Under \$400K	85,700	CLEAResult Consulting Inc	Call CenterServices Comm Solar	Administration	8/1/2019	3/4/2023
Under \$400K	85,000	City of Hillsboro	Project Funding Agreement	Renewable Energy	6/8/2020	12/31/2040
Under \$400K	85,000	Printable Promotions	Promotional Materials	Communications	4/13/2017	12/31/2022
Under \$400K	83,650	FMYI, INC	Subscription Agreement	Energy Efficiency	4/25/2016	2/1/2023
Under \$400K	81,845	Structured Communications Systems, Inc.	ShoreTel Phone System Install	Joint Programs	1/1/2017	12/31/2022
Under \$400K	80,800	Earth Advantage, Inc.	RealEstate Engagement	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	80,000	3Point Brand Management	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	80,000	Wallowa County	Project Funding Agreement	Renewable Energy	4/1/2018	3/31/2038
Under \$400K	75,000	SPS of Oregon Inc	Project Funding Agreement	Renewable Energy	10/15/2015	10/31/2036
Under \$400K	74,040	CLEAResult Consulting Inc	Residential PDC Transition	Energy Efficiency	10/7/2022	12/31/2022
Under \$400K	73,680	TRC Engineers Inc.	RES 2022 PMC Transition	Energy Efficiency	10/7/2022	12/31/2022
Under \$400K	72,830	Professional Business Development Group	ConsultingMWESB/SDV Contractor	Communications	1/1/2022	12/31/2022
Under \$400K	69,500	1961 Consulting, LLC	Professional Services	Administration	5/1/2022	5/31/2023
Under \$400K	66,671	Siteimprove Inc	Web Governance and Monitoring	Administration	1/27/2017	10/31/2023
Under \$400K	62,950	IZO Public Relations	Rinde Mas Better Business Camp	Communications	5/1/2022	12/31/2022
Under \$400K	58,260	Encore Business Solutions (USA)	Technical Support for GP	Administration	5/1/2021	4/30/2023
Under \$400K	57,600	Alliance Compensation LLC	Compensation Research Analysis	Administration	6/30/2021	12/31/2022
Under \$400K	55,000	Craft3	SWR Loan Origination/Loss Fund	Energy Efficiency	1/1/2018	12/31/2022
Under \$400K	55,000	INCA Energy Efficiency, LLC	MOD 3 Evaluation	Energy Efficiency	10/1/2022	3/31/2025
Under \$400K	54,000	The Cadmus Group LLC	3 LG NB Impact Evaluation	Energy Efficiency	1/1/2022	10/31/2022
Under \$400K	52,000	Latino Built Association for Contractors	TA Outreach & Consulting	Communications	1/1/2022	12/31/2022
Under \$400K	51,000	MWA Architects Inc.	NZF Grant Agreement	Energy Efficiency	2/9/2022	12/31/2022
Under \$400K	51,000	Holst Architecture Inc	Net Zero Fellowship	Energy Efficiency	9/22/2022	12/31/2023
Under \$400K	51,000	Home Work Development LLC	NZF Grant Agreement	Energy Efficiency	2/10/2022	3/31/2023
Under \$400K	50,000	Anchor Blue LLC	Resource Assessment Model	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	50,000	University of Oregon	REDA Grant Agreement	Renewable Energy	2/1/2022	2/3/2024

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	49,184	E Source Companies LLC	2023 Membership Agreement	Energy Efficiency	1/1/2023	12/31/2023
Under \$400K	47,500	Pacific Office Furnishings	Blanket PO-Cube Adjustments	Administration	1/1/2019	12/31/2022
Under \$400K	46,400	Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Renewable Energy	4/1/2022	3/30/2023
Under \$400K	45,000	Theodore Blaine Light III	Planning Consulting	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	45,000	NAMC Oregon	EB Dev Pathway & Consulting	Communications	7/1/2021	12/31/2022
Under \$400K	44,100	Moss Adams LLP	2021 Audit	Administration	12/1/2021	12/31/2022
Under \$400K	44,000	Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Energy Efficiency	4/1/2022	3/30/2023
Under \$400K	40,250	Evergreen Economics	PGE Comm SmartThermostat eval	Energy Efficiency	3/1/2022	11/30/2022
Under \$400K	40,000	EVALUCREE	Energy Assessment Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	40,000	DocuMart of Portland	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	40,000	Becky Engel Consulting LLC	Brand Marketing Services	Communications	9/1/2022	1/31/2023
Under \$400K	40,000	African American Alliance for Homeownership	CommunityProgramImplementat ion	Energy Efficiency	1/1/2021	12/31/2022
Under \$400K	40,000	Portland HR Solutions, Inc.	HR Consulting Services	Administration	4/1/2022	3/31/2024
Under \$400K	40,000	Wahl and Associates LLC	Executive Search Services	Administration	8/5/2022	1/31/2023
Under \$400K	40,000	The Cadmus Group Inc.	PE Large Complex Impact Eval	Energy Efficiency	11/1/2019	12/31/2022
Under \$400K	39,500	Clean Energy States Alliance	Memorandum of Understanding	Renewable Energy	7/1/2022	6/30/2023
Under \$400K	39,500	Happy Cup Coffee LLC	Blanket PO-Coffee	Administration	1/1/2019	12/31/2022
Under \$400K	38,750	Northwest Energy Efficiency Council	Tool Lending Library	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	38,019	Consortium for Energy Efficiency	CEE 2022 Dues	Administration	3/17/2022	12/31/2022
Under \$400K	36,700	Magneto Advertising, LLC	Run Better Campaign	Communications	6/1/2022	12/31/2022
Under \$400K	35,441	Pantheon Systems, Inc	Website Hosting Services	Communications	5/1/2019	1/30/2023
Under \$400K	35,345	Theresa M. Hagerty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	35,000	Rose City Moving & Storage	Blanket PO Cube Moving	Administration	1/1/2019	10/15/2023
Under \$400K	35,000	Lisa Greenfield LLC	Employment Law Consulting	Administration	1/1/2019	12/31/2022
Under \$400K	35,000	Anthony Carothers	ISO Systems SecurityConsulting	Administration	11/5/2020	12/31/2022
Under \$400K	33,937	LinkedIn Corporation	Webinar Learning	Administration	1/7/2020	1/6/2023
Under \$400K	30,000	Verde	Solar Ambassadors for OR Comm	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	30,000	African American Alliance for Homeownership	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	28,000	Grady Britton, Inc	RES Content Campaign	Energy Efficiency	4/22/2022	4/23/2023
Under \$400K	27,773	RStudio PBC	Software License Agreement	Energy Efficiency	6/5/2022	4/1/2023
Under \$400K	27,575	Encolor LLC	ConsultingUnderrepresented Com	Energy Efficiency	11/30/2021	12/31/2022
Under \$400K	27,500	Sarah Noll Wilson, Inc	EFW Manager Training Services	Administration	3/15/2022	1/31/2023
Under \$400K	26,000	Xenium Resources	HR Consulting Agreement	Administration	4/1/2022	4/30/2023
Under \$400K	25,278	Infogroup Inc	Data License & Service Agmt	Joint Programs	2/4/2020	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	25,168	AlamaLuna LLC	Translation Services	Communications	4/25/2022	12/31/2023
Under \$400K	25,000	Apex Analytics LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Arnold Cushing LLC	PE REDA Grant Agreement	Renewable Energy	10/11/2021	7/30/2023
Under \$400K	25,000	Cadeo Group LLC	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Encolor LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Efficiency for Everyone, LLC	Eval Advisory Group Services	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	DNV Energy Services USA Inc	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Sustainable Northwest	Community Outreach Services	Communications	4/1/2022	12/31/2022
Under \$400K	25,000	Seeds for the Sol	CPF RES Partner Services	Energy Efficiency	2/1/2022	12/31/2022
Under \$400K	25,000	RR Donnelley	Printing Blanket PO's NWN	Communications	1/1/2022	12/31/2022
Under \$400K	25,000	SBW Consulting, Inc.	Evaluation Advisory Group	Energy Efficiency	3/9/2022	3/8/2024
Under \$400K	25,000	Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	25,000	University of Oregon	UofO SRML Sponsorship	Renewable Energy	2/3/2022	3/8/2023
Under \$400K	24,755	Farmers Conservation Alliance	Grant Agreement	Renewable Energy	4/1/2022	3/31/2023
Under \$400K	24,125	Robert Migliori	42kW wind energy system	Renewable Energy	4/11/2007	1/31/2024
Under \$400K	24,000	GuildQuality Inc.	TA Feedback Dashboard License	Renewable Energy	12/1/2021	12/31/2022
Under \$400K	24,000	CuraLinc Healthcare	EAP Agreement	Administration	1/1/2022	9/30/2024
Under \$400K	24,000	Bonneville Environmental Foundation	Comm Outreach Services	Renewable Energy	4/1/2022	1/31/2023
Under \$400K	23,848	Helen Eby	Professional Services	Communications	8/10/2020	12/31/2022
Under \$400K	23,496	Wallowa Resources Stewardship Center LLC	Enterprise, OR Lease Agreement	Communications	11/1/2013	9/1/2023
Under \$400K	22,940	Resonate, Inc	HR Trainings	Administration	8/15/2021	12/31/2022
Under \$400K	22,250	Jason Quigley Photography LLC	Run Better CampaignPhotography	Communications	10/1/2021	12/31/2022
Under \$400K	22,000	Elephants Catering	Blanket PO-Food Catering	Administration	1/1/2019	12/31/2022
Under \$400K	21,550	Susan Vogt Communications	Writers Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	20,000	The Benson Hotel	2022 Rate Agreement	Administration	1/1/2022	12/31/2022
Under \$400K	20,000	Encolor LLC	Consulting Services	Energy Efficiency	8/3/2022	3/31/2023
Under \$400K	20,000	Fisher & Phillips, LLP	Letter Agreement	Administration	9/1/2022	12/31/2023
Under \$400K	20,000	Brown Printing Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	19,080	Floor Solutions LLC	Carpet Cleaning Services	Administration	1/1/2019	12/31/2022
Under \$400K	18,150	Sarah Noll Wilson, Inc	Coaching PA Agreement	Administration	8/1/2022	7/30/2023
Under \$400K	18,000	Clarity Content LLC	B2B Marketing Engagment	Communications	8/1/2021	12/31/2022
Under \$400K	17,730	Lake County Resources Initiative	OIT EA REDA Grant Agreement	Joint Programs	4/26/2021	4/15/2023
Under \$400K	17,643	CTX Businss Solutions Inc	Small Printer Maintenance	Administration	4/1/2012	3/30/2023
Under \$400K	17,100	Lara Media Services, LLC	Industrial Focus Groups	Energy Efficiency	7/26/2022	12/31/2022

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Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	17,000	Pod4print	Printing Blanket PO PGE	Communications	1/1/2022	12/31/2022
Under \$400K	17,000	Solar Oregon	Go Zero Tour Sponsorship	Renewable Energy	8/10/2022	12/31/2022
Under \$400K	17,000	Unite Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	17,000	Adelante Mujeres	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	15,729	OBL Media LLC	Professional Services	Communications	6/25/2020	6/26/2023
Under \$400K	15,700	Clarity Content LLC	Professional Services Agreement	Communications	5/1/2021	2/29/2024
Under \$400K	15,000	Consortium for Energy Efficiency	2022 Equity Behavior Sponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	15,000	Community Energy Project, Inc.	Solar Ambassadors Outreach	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	15,000	Empress Rules LLC	Advisory Counseling Services	Communications	8/1/2022	3/31/2023
Under \$400K	15,000	Solar Oregon	Solar Ambassadors Project	Renewable Energy	2/15/2022	5/31/2023
Under \$400K	14,620	APANO Communities United	Solar Deployment Barriers	Renewable Energy	9/15/2022	5/31/2023
Under \$400K	14,175	Moss Adams LLP	401K Audit	Administration	12/1/2021	12/31/2022
Under \$400K	14,125	Terrance Harris	DAC Consultant Services	Administration	1/1/2022	12/31/2022
Under \$400K	14,000	Community Energy Project, Inc.	RES & Solar Stories PCEF	Communications	9/30/2021	12/31/2022
Under \$400K	13,500	ABM Parking Services	Board Parking reimbursement	Administration	4/1/2019	12/31/2022
Under \$400K	13,015	Jim Craven Photography	Photography Services	Communications	4/17/2017	4/30/2023
Under \$400K	13,000	HMI Oregon Dealership, Inc.	Blanket PO-Storage	Administration	1/1/2019	12/31/2022
Under \$400K	12,210	CDW Direct, LLC	Barracuda Backup Services	Administration	3/1/2022	2/15/2023
Under \$400K	12,000	Susan Badger-Jones	DEI Consultant Services	Joint Programs	2/1/2021	12/31/2022
Under \$400K	11,810	dThree Productions Inc.	Audio Visual Services	Administration	9/20/2022	12/31/2022
Under \$400K	11,700	Cara Griffin	Writers Communication Services	Communications	5/1/2021	2/29/2024
Under \$400K	11,500	American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Energy Efficiency	1/1/2022	12/31/2022
Under \$400K	11,160	Naim Hasan	Photographer	Administration	7/19/2019	8/1/2024
Under \$400K	11,115	Susan T Rosene	Writers Pool Services Agreement	Communications	3/1/2022	2/29/2024
Under \$400K	11,000	Bruner Strategies, LLC	ED Review Services	Administration	7/1/2021	12/31/2022
Under \$400K	10,800	ICF Resources, LLC	PE EB Umbrella Agreement	Energy Efficiency	4/29/2022	12/31/2022
Under \$400K	10,500	Kleinschmidt Associates	Other RE Professional Services	Renewable Energy	4/1/2022	3/31/2024
Under \$400K	10,125	Community Energy Project, Inc.	Consultant Services	Energy Efficiency	9/30/2021	10/1/2022
Under \$400K	10,000	Environmental Leadership Program	2022-24 RAY Fellowship	Administration	10/16/2022	10/15/2024
Under \$400K	10,000	The Benson Hotel	2023 Rate Agreement	Administration	1/1/2023	12/31/2023
Under \$400K	10,000	Stevens Integrated Solutions Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	10,000	Northwest Earth Institute	EcoChallenge Service Agreement	Energy Efficiency	3/7/2022	12/31/2022
Under \$400K	10,000	Oregon Solar Energy Fund	Solar Career Expo 2022	Renewable Energy	1/1/2022	12/31/2022
Under \$400K	10,000	RR Donnelley	Printing Blanket PO's PAC	Communications	1/1/2022	12/31/2022

For contracts with costs through: 11/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	9,800	Momentive Inc. aka Survey Monkey	License Services Agreement	Administration	3/11/2022	2/1/2024
Under \$400K	9,221	Tri-Met	Universal Pass Agreement 22-23	Administration	9/1/2022	8/30/2023
Under \$400K	8,880	Kathleen T Whitty	Writers & Communications Pool	Communications	3/1/2020	2/29/2024
Under \$400K	8,792	Jason Quigley Photography LLC	Photography Services	Communications	1/1/2022	12/31/2023
Under \$400K	8,313	Flores & Associates LLC	FMLA Administration	Administration	10/1/2018	7/1/2023
Under \$400K	8,000	Studio E Architecture PC	NZELI Grant Agreement	Energy Efficiency	10/10/2022	6/17/2023
Under \$400K	8,000	Lever Architecture	NZELI Grant Agreement	Energy Efficiency	10/10/2022	6/17/2023
Under \$400K	8,000	MWA Architects Inc.	NZEL Grant Agreement	Energy Efficiency	10/10/2022	6/17/2023
Under \$400K	7,680	Scott Edwards Architecture LLP	NZELI Grant Agreement	Energy Efficiency	10/10/2022	6/17/2023
Under \$400K	7,500	Verde	Community Consulting Agreement	Joint Programs	5/1/2021	12/31/2022
Under \$400K	7,000	PrintSync	Blanket PO Printing	Communications	10/27/2022	12/31/2023
Under \$400K	6,780	Emburse Inc.	Services Agreement Travel App	Administration	8/27/2020	2/28/2023
Under \$400K	6,588	Thomson Strategic Consulting	Stakeholder Facilitation	Administration	8/11/2022	11/30/2022
Under \$400K	6,500	Mayfield Renewables LLC	Solar Education for TA	Renewable Energy	10/10/2022	12/31/2022
Under \$400K	6,450	The Option Agency	Photoshoot Talent Services	Communications	12/15/2021	12/15/2024
Under \$400K	6,000	Morel Inc	Blanket PO	Communications	1/1/2021	12/31/2022
Under \$400K	6,000	Oregon Manufacturing Extension Partnership	2022 Sponsorship	Communications	8/1/2022	12/31/2022
Under \$400K	5,511	PhotoShelter Inc	Cloud Services Photo Bank	Communications	3/23/2022	2/1/2023
Under \$400K	5,500	Environmental Leadership Program	RAY Fellowship Agreement	Joint Programs	7/16/2021	7/15/2023
Under \$400K	5,475	Hapaworks LLC	Writers Pool PA Agreement	Communications	8/1/2022	2/29/2024
Under \$400K	5,250	Moss Adams LLP	990 Tax Audit	Administration	12/1/2021	12/31/2022
Under \$400K	5,000	NAMC Oregon	2022-23 Membership Dues	Communications	6/1/2022	6/1/2023
Under \$400K	5,000	Nathan Webster & Associates, LLC	Lets Connect Sponsorship	Communications	9/15/2022	12/31/2022
Under \$400K	5,000	New Buildings Institute	2022 New Gen Sponsorship	Energy Efficiency	4/1/2022	12/31/2022
Under \$400K	5,000	Miller Nash LLP	Trademark	Administration	9/1/2014	9/1/2023
Under \$400K	5,000	Leona Enright	Tribal Stipend Agreement	Communications	8/1/2022	7/30/2024
Under \$400K	5,000	Latino Built Association for Contractors	2022 Sponsorship	Communications	1/10/2022	12/31/2022
Under \$400K	5,000	LaNicia Duke	DAC Stipend Agreement	Administration	6/30/2022	7/1/2024
Under \$400K	5,000	Oswaldo Beral Lopez	DAC Stipenend Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	Rebecca Descombes	DAC Stipenend Agreement	Administration	3/1/2021	12/31/2022
Under \$400K	5,000	Rebecca Descombes	DAC PA Agreement	Joint Programs	9/30/2021	12/31/2023
Under \$400K	5,000	Susan Badger-Jones	DAC Stipened Agreement	Administration	4/15/2020	12/31/2022
Under \$400K	5,000	Terrance Harris	DAC Stipend Agreement	Administration	6/15/2021	6/15/2023
Under \$400K	5,000	Shane Christopher Davis	DAC Stipenend Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Starla Green	Tribal Stipend Agreement	Administration	8/1/2022	7/30/2024

For contracts with costs through: 11/1/2022

Grouping by Contract Size	Contract Amount	Contractor	Description	Program	Start	End
Under \$400K	5,000	Indika Sugathadasa	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Empress Rules LLC	DAC Stipened Agreement	Administration	4/20/2020	12/31/2022
Under \$400K	5,000	Dolores Martinez	DAC Stipened Agreement	Administration	2/18/2020	12/31/2022
Under \$400K	5,000	Cheryl Roberts	DAC Stipened Agreement	Administration	9/17/2019	12/31/2022
Under \$400K	5,000	American Institute of Architects, Southwestern Oregon Chapter	2022 Sponsorship	Communications	2/1/2022	12/31/2022
Under \$400K	4,975	Moss Adams LLP	Consulting	Administration	12/1/2021	12/31/2022
Under \$400K	4,500	HVAC Inc	Service Agreement	Administration	7/1/2022	7/1/2023
Under \$400K	4,320	Strage Concepts LLC	Eastern OR Storage Unit	Administration	5/30/2019	3/30/2023
Under \$400K	4,000	Structured Communications Systems, Inc.	Services Agreement/email test	Administration	10/15/2022	12/31/2022
Under \$400K	4,000	Shane Christopher Davis	DAC Professional Services	Administration	10/1/2021	12/31/2022
Under \$400K	3,000	Wynde Consulting	PA Style Service *25,000 limit	Administration	8/22/2022	8/31/2023
Under \$400K	3,000	Sarah Noll Wilson, Inc	Coaching Services	Administration	6/15/2022	1/15/2023
Under \$400K	3,000	Portland Leadership Foundation	2022 Emerging Leadership Intern	Administration	3/21/2022	12/31/2022
Under \$400K	2,280	D&B	D&B	Administration	3/31/2021	3/31/2023
Under \$400K	2,000	Dolores Martinez	DAC PA Agreement	Joint Programs	9/1/2021	12/31/2022
Under \$400K	1,245	Lighthouse Services, Inc.	Compliance Hotline	Administration	5/1/2017	4/1/2023
Under \$400K	500	Indika Sugathadasa	DAC Consultant Services	Joint Programs	3/1/2021	12/31/2022
TOTAL	188,028,704.91					

For contracts with costs through: 11/1/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Administration							
Administration Total:			14,729,132	10,196,204	4,532,928		
Communications							
Communications Total:			5,182,622	3,872,277	1,310,345		
Energy Efficiency							
Northwest Energy Efficiency Alliance	NEEA Funding Agreement	Portland	42,866,366	23,898,254	18,968,112	1/1/2020	8/1/2025
Northwest Energy Efficiency Alliance	Regional EE Initiative Agmt	Portland	33,662,505	33,569,081	93,424	1/1/2015	8/1/2025
TRC Environmental Corporation	2022 BE PMC	Windsor	16,795,582	12,091,869	4,703,713	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 Residential PMC	Austin	8,985,107	6,940,049	2,045,058	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 NBE PMC	Austin	6,167,249	4,781,827	1,385,422	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 Lighting PDC	Austin	3,813,275	3,206,792	606,483	1/1/2022	12/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC	Irvine	2,996,257	2,287,057	709,200	1/1/2022	12/31/2022
Energy 350 Inc	PE PDC 2022	Portland	2,897,853	2,287,017	610,836	1/1/2022	12/31/2022
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	2,445,254	1,808,817	636,437	1/1/2022	12/31/2022
Northwest Power & Conservation Council	Regional Technical Forum Agrmt	Portland	2,081,000	1,158,629	922,371	1/1/2020	12/31/2024
Intel Corporation	EE Project Funding Agreement	Hillsboro	1,950,000	0	1,950,000	12/2/2021	12/31/2025
Cascade Energy, Inc.	PE PDC 2022	Walla Walla	1,802,650	1,411,105	391,545	1/1/2022	12/31/2022
RHT Energy Inc.	PE PDC 2022	Medford	1,506,601	1,174,215	332,386	1/1/2022	12/31/2022
CLEARresult Consulting Inc	2022 Retail PDC	Austin	1,400,625	1,072,592	328,033	1/1/2022	12/31/2022
Craft3	Manufactured Home Pilot Loan	Portland	1,000,000	0	1,000,000	9/20/2018	9/20/2033
CLEARresult Consulting Inc	2022 Residential PMC-PILOTS	Austin	552,275	218,825	333,450	1/1/2022	12/31/2022
TRC Environmental Corporation	2022 BE DSM PMC	Windsor	516,227	507,904	8,323	1/1/2022	12/31/2022
Craft3	Loan Agreement	Portland	500,000	500,000	0	1/1/2018	12/31/2027
Craft3	Loan Funding for EE Projects	Portland	500,000	500,000	0	1/1/2021	9/30/2025
Pivotal Energy Solutions LLC	Software Product Support	Gilbert	496,500	350,199	146,302	1/1/2020	12/31/2023
Evergreen Economics	2022 RES Oregon Oversample	Portland	479,685	278,923	200,763	3/24/2021	6/30/2023
Alternative Energy Systems Consulting, Inc.	TechnicalEnergy Studies& Audit	Carlsbad	420,000	200,399	219,601	7/1/2021	6/30/2024
TRC Environmental Corporation	2022 BE NWN WA PMC	Windsor	385,060	352,125	32,935	1/1/2022	12/31/2022
SBW Consulting, Inc.	2021 EB Impact Evaluation	Bellevue	375,000	63,743	311,257	8/1/2022	6/30/2023
Illume Advising, LLC	CAP Survey	Verona	371,390	361,959	9,431	2/23/2022	12/31/2022
Energy 350 Inc	PE PMC Transition Agreement		332,000	169,579	162,421	9/9/2022	12/31/2022
CLEARresult Consulting Inc	Residential PMC Transition	Austin	308,259	48,925	259,334	10/7/2022	12/31/2022
Craft3	Loan Agreement	Portland	300,000	300,000	0	6/1/2014	6/20/2025
Ekotrop, Inc.	ModelingSoftware for NC	Boston	275,000	260,786	14,215	1/21/2020	12/31/2022
CLEARresult Consulting Inc	2022 Residential PMC-WA	Austin	257,924	210,539	47,385	1/1/2022	12/31/2022
TRC Environmental Corporation	PDC - Landlord Cooling	Windsor	230,000	55,161	174,839	4/1/2022	9/30/2024
SBW Consulting, Inc.	Measure Development Support	Bellevue	215,000	183,151	31,849	5/1/2021	12/31/2022
Cascade Energy, Inc.	Subscription ServicesAgreement	Walla Walla	210,025	161,305	48,720	1/21/2022	8/31/2023
CLEARresult Consulting Inc	2022 Residential PMC-CustSvc	Austin	207,797	157,834	49,963	1/1/2022	12/31/2022
ADM Associates, Inc.	2022_23 Fast Feedback Survey	Seattle	197,800	60,408	137,392	3/1/2022	6/30/2024
ADM Associates, Inc.	BL Process Evaluation	Seattle	165,000	53,926	111,075	7/22/2022	5/31/2023

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
The Cadmus Group LLC	C&I LG Impact Evaluations	Portland	160,000	32,656	127,344	1/1/2022	12/31/2023
Community Energy Project, Inc.	HPWH & CPFE Measures	Portland	154,000	114,200	39,800	1/25/2022	12/31/2022
ADM Associates, Inc.	NB Process Evaluation	Seattle	153,000	79,788	73,213	3/15/2022	7/31/2023
Verde	DHP Installation Program	Portland	150,000	113,925	36,075	1/1/2022	12/31/2022
Battelle Memorial Institute	PNNIL Services Agreement		140,142	140,142	0	5/9/2019	9/30/2022
Community Energy Project, Inc.	MF Outreach Services	Portland	116,000	88,075	27,925	3/1/2022	3/31/2023
CLEARresult Consulting Inc	HE Assessment Tool	Austin	115,000	65,000	50,000	12/16/2021	12/31/2022
LD Consulting LLC	BL Consulting Services		105,000	83,700	21,300	4/27/2022	1/31/2023
Apex Analytics LLC	NH Impact Evaluation	Boulder	98,000	76,738	21,263	2/1/2022	12/31/2022
TRC Engineers Inc.	2022 EPS New Const PDC-WA	Irvine	89,162	70,759	18,403	1/1/2022	12/31/2022
FMYI, INC	Subscription Agreement	Portland	83,650	83,650	0	4/25/2016	2/1/2023
Earth Advantage, Inc.	RealEstate Engagement	Portland	80,800	64,240	16,560	1/1/2021	12/31/2022
CLEARresult Consulting Inc	Residential PDC Transition	Austin	74,040	899	73,141	10/7/2022	12/31/2022
TRC Engineers Inc.	RES 2022 PMC Transition	Irvine	73,680	3,450	70,230	10/7/2022	12/31/2022
Craft3	SWR Loan Origination/Loss Fund	Portland	55,000	18,661	36,339	1/1/2018	12/31/2022
INCA Energy Efficiency, LLC	MOD 3 Evaluation	Grinnell	55,000	0	55,000	10/1/2022	3/31/2025
The Cadmus Group LLC	3 LG NB Impact Evaluation	Portland	54,000	54,000	0	1/1/2022	10/31/2022
MWA Architects Inc.	NZF Grant Agreement		51,000	30,000	21,000	2/9/2022	12/31/2022
Holst Architecture Inc	Net Zero Fellowship	Portland	51,000	0	51,000	9/22/2022	12/31/2023
Home Work Development LLC	NZF Grant Agreement		51,000	10,000	41,000	2/10/2022	3/31/2023
Anchor Blue LLC	Resource Assessment Model	Vancouver	50,000	30,200	19,800	1/1/2022	12/31/2022
E Source Companies LLC	2023 Membership Agreement	Boulder	49,184	0	49,184	1/1/2023	12/31/2023
Theodore Blaine Light III	Planning Consulting		45,000	14,220	30,780	1/1/2022	12/31/2022
Apex Analytics LLC	GeoTEE Phase 3 Impact Eval	Boulder	44,000	20,833	23,168	4/1/2022	3/30/2023
Evergreen Economics	PGE Comm SmartThermostat eval	Portland	40,250	36,139	4,111	3/1/2022	11/30/2022
EVALUCREE	Energy Assessment Services		40,000	10,800	29,200	2/1/2022	12/31/2022
African American Alliance for Homeownership	CommunityProgramImplementation	Portland	40,000	40,000	0	1/1/2021	12/31/2022
The Cadmus Group Inc.	PE Large Complex Impact Eval	Watertown	40,000	21,736	18,264	11/1/2019	12/31/2022
Northwest Energy Efficiency Council	Tool Lending Library	Seattle	38,750	38,750	0	1/1/2022	12/31/2022
Grady Britton, Inc	RES Content Campaign		28,000	28,000	0	4/22/2022	4/23/2023
RStudio PBC	Software License Agreement		27,773	27,773	0	6/5/2022	4/1/2023
Encolor LLC	ConsultingUnderrepresented Com		27,575	26,398	1,177	11/30/2021	12/31/2022
Apex Analytics LLC	Evaluation Advisory Group	Boulder	25,000	2,494	22,506	3/9/2022	3/8/2024
Cadeo Group LLC	Evaluation Advisory Group	Washington	25,000	2,940	22,060	3/9/2022	3/8/2024
Encolor LLC	Eval Advisory Group Services		25,000	1,073	23,928	3/9/2022	3/8/2024
Efficiency for Everyone, LLC	Eval Advisory Group Services	Portland	25,000	1,800	23,200	3/9/2022	3/8/2024
DNV Energy Services USA Inc	Evaluation Advisory Group	Oakland	25,000	765	24,235	3/9/2022	3/8/2024
Seeds for the Sol	CPF RES Partner Services		25,000	9,874	15,126	2/1/2022	12/31/2022
SBW Consulting, Inc.	Evaluation Advisory Group	Bellevue	25,000	2,399	22,601	3/9/2022	3/8/2024
Puget Sound Cooperative Credit Union	LoanLossReserve Fund Agreement		25,000	0	25,000	1/1/2022	12/31/2022
Encolor LLC	Consulting Services		20,000	2,194	17,806	8/3/2022	3/31/2023
Lara Media Services, LLC	Industrial Focus Groups		17,100	0	17,100	7/26/2022	12/31/2022
Consortium for Energy Efficiency	2022 EquityBehaviorSponsorship	Boston	15,000	15,000	0	4/1/2022	12/31/2022
American Council for and Energy Efficient Economy	2022 Conference Sponsorships	Washington	11,500	11,500	0	1/1/2022	12/31/2022
ICF Resources, LLC	PE EB Umbrella Agreement	Fairfax	10,800	5,400	5,400	4/29/2022	12/31/2022
Community Energy Project, Inc.	Consultant Services	Portland	10,125	0	10,125	9/30/2021	10/1/2022

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Northwest Earth Institute	EcoChallenge Service Agreement	Portland	10,000	10,000	0	3/7/2022	12/31/2022
Studio E Architecture PC	NZELI Grant Agreement		8,000	0	8,000	10/10/2022	6/17/2023
Lever Architecture	NZELI Grant Agreement		8,000	0	8,000	10/10/2022	6/17/2023
MWA Architects Inc.	NZEL Grant Agreement		8,000	0	8,000	10/10/2022	6/17/2023
Scott Edwards Architecture LLP	NZELI Grant Agreement		7,680	0	7,680	10/10/2022	6/17/2023
New Buildings Institute	2022 New Gen Sponsorship	White Salmon	5,000	5,000	0	4/1/2022	12/31/2022
Energy Efficiency Total:			140,376,477	102,178,160	38,198,317		
Joint Programs							
Lake County Resources Initiative	Support for RE, EB, Solar PE	Lakeview	165,200	39,076	126,124	1/1/2022	12/31/2023
The Cadmus Group LLC	Solar Program Improvements	Portland	86,460	77,202	9,259	7/19/2021	10/31/2022
Structured Communications Systems, Inc.	ShoreTel Phone System Install	Clackamas	81,845	74,139	7,707	1/1/2017	12/31/2022
Infogroup Inc	Data License & Service Agmt	Papillion	25,278	24,681	596	2/4/2020	12/31/2022
Lake County Resources Initiative	OIT EA REDA Grant Agreement		17,730	0	17,730	4/26/2021	4/15/2023
Susan Badger-Jones	DEI Consultant Services	Joseph	12,000	3,343	8,657	2/1/2021	12/31/2022
Verde	Community Consulting Agreement	Portland	7,500	1,000	6,500	5/1/2021	12/31/2022
Environmental Leadership Program	RAY Fellowship Agreement		5,500	5,500	0	7/16/2021	7/15/2023
Rebecca Descombes	DAC PA Agreement		5,000	1,125	3,875	9/30/2021	12/31/2023
Dolores Martinez	DAC PA Agreement		2,000	0	2,000	9/1/2021	12/31/2022
Indika Sugathadasa	DAC Consultant Services		500	500	0	3/1/2021	12/31/2022
Joint Programs Total:			409,013	226,566	182,447		
Renewable Energy							
Sunway 3, LLC	Prologis PV installation	Portland	3,405,000	2,964,146	440,854	9/30/2008	9/30/2028
Clean Water Services	Project Funding Agreement	Hillsboro	3,000,000	2,013,106	986,894	11/25/2014	11/25/2039
City of Salem	Biogas Project - Willow Lake	Salem	3,000,000	2,701,500	298,500	9/4/2018	11/30/2023
Farmers Conservation Alliance	Irrigation Modernization	Hood River	2,000,000	1,779,263	220,737	4/1/2019	3/31/2023
Water Environment Services, A Dept. of Clackamas County	Bio Water Cogeneration System	Clackamas	1,800,000	1,064,674	735,326	11/15/2019	9/30/2041
Oregon Institute of Technology	Geothermal Resource Funding	Klamath Falls	1,550,000	1,550,000	0	9/11/2012	9/11/2032
Farm Power Misty Meadows LLC	Misty Meadows Biogas Facility	Mount Vernon	1,000,000	1,000,000	0	10/25/2012	10/25/2027
Three Sisters Irrigation District	TSID Hydro	Sisters	1,000,000	1,000,000	0	4/25/2012	9/30/2032
Farmers Irrigation District	FID - Plant 2 Hydro	Hood River	900,000	900,000	0	4/1/2014	4/1/2034
Three Sisters Irrigation District	Mckenize Reservoir Irrigation	Sisters	865,000	0	865,000	3/18/2019	3/17/2039
Klamath Falls Solar 2 LLC	PV Project Funding Agreement	San Mateo	850,000	382,500	467,500	7/11/2016	7/10/2041
Stahlbush Island Farms, Inc.	Funding Assistance Agreement	Corvallis	827,000	827,000	0	6/24/2009	6/24/2029
Energy Assurance Company	Solar Verifier Services	Milwaukie	745,000	737,125	7,875	10/15/2020	10/14/2022
Energy Assurance Company	Verifier Services Agreement	Milwaukie	725,000	300	724,700	10/15/2022	10/14/2024
Old Mill Solar, LLC	Project Funding Agmt	Bly, OR	490,000	490,000	0	5/29/2015	5/28/2030
Deschutes Valley Water District	Opal Springs Hydro Project	Madras	450,000	450,000	0	1/1/2018	4/1/2040
City of Medford	750kW Combined Heat & Power	Medford	450,000	450,000	0	10/20/2011	10/20/2031
City of Pendleton	Pendleton Microturbines	Pendleton	450,000	150,000	300,000	4/20/2012	4/20/2032
Three Sisters Irrigation District	TSID Funding Agreement	Sisters	400,000	400,000	0	1/1/2018	12/31/2038
SunE Solar XVI Lessor, LLC	BVT Sexton Mtn PV	Bethesda	355,412	355,412	0	5/15/2014	12/31/2034
City of Gresham	City of Gresham Cogen 2	Gresham	350,000	334,523	15,477	4/9/2014	7/9/2034
CLEARresult Consulting Inc	2022 Residential PMC-SOLAR	Austin	321,456	201,514	119,942	1/1/2022	12/31/2022
Clean Power Research, LLC	License & Services Agreement	Napa	314,419	314,419	0	7/1/2021	6/30/2023

CONTRACTOR	Description	City	EST COST	Actual TTD	Remaining	Start	End
Solar Oregon	Outreach & Education Agreement	Portland	258,800	32,280	226,520	7/1/2022	6/30/2024
Craft3	NON-EEAST OBR Svc Agrmt	Portland	225,000	157,500	67,500	1/1/2018	12/31/2023
Wallowa Resources Community Solutions Inc	Rural Outreach Energy Planning	Enterprise	191,392	126,115	65,277	8/1/2021	8/1/2023
Faraday Inc	Software Services Subscription	Burlington	144,000	144,000	0	1/15/2019	12/14/2022
City of Astoria	Bear Creek Funding Agreement	Astoria	143,000	143,000	0	3/24/2014	3/24/2034
Clean Power Research, LLC	WattPlan Software	Napa	118,600	93,800	24,800	11/17/2017	6/30/2023
Oregon Solar Energy Fund	Solar Education Training	Portland	104,400	42,394	62,006	6/1/2022	11/30/2023
TRC Engineers Inc.	2022 EPS New Const Solar	Irvine	96,582	77,343	19,239	1/1/2022	12/31/2022
Site Capture LLC	SiteCapture Subscription	Austin	96,000	90,000	6,000	2/1/2018	1/31/2023
City of Hillsboro	Project Funding Agreement	Hillsboro	85,000	85,000	0	6/8/2020	12/31/2040
Wallowa County	Project Funding Agreement	Enterprise	80,000	80,000	0	4/1/2018	3/31/2038
SPS of Oregon Inc	Project Funding Agreement	Wallowa	75,000	74,513	488	10/15/2015	10/31/2036
University of Oregon	REDA Grant Agreement	Eugene	50,000	50,000	0	2/1/2022	2/3/2024
Wallowa Resources Community Solutions, Inc.	Project Development Assistance	Enterprise	46,400	21,018	25,382	4/1/2022	3/30/2023
Clean Energy States Alliance	Memorandum of Understanding	Montpelier	39,500	39,500	0	7/1/2022	6/30/2023
Verde	Solar Ambassadors for OR Comm	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
African American Alliance for Homeownership	Solar Ambassadors Project	Portland	30,000	4,200	25,800	2/15/2022	5/31/2023
Arnold Cushing LLC	PE REDA Grant Agreement	Portland	25,000	25,000	0	10/11/2021	7/30/2023
University of Oregon	UoFO SRML Sponsorship	Eugene	25,000	24,999	1	2/3/2022	3/8/2023
Farmers Conservation Alliance	Grant Agreement	Hood River	24,755	9,214	15,541	4/1/2022	3/31/2023
Robert Migliori	42kW wind energy system	Newberg	24,125	24,125	0	4/11/2007	1/31/2024
GuildQuality Inc.	TA Feedback Dashboard License		24,000	12,000	12,000	12/1/2021	12/31/2022
Bonneville Environmental Foundation	Comm Outreach Services	Portland	24,000	2,475	21,525	4/1/2022	1/31/2023
Solar Oregon	Go Zero Tour Sponsorship	Portland	17,000	17,000	0	8/10/2022	12/31/2022
Unite Oregon	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Adelante Mujeres	Solar Ambassadors Project		17,000	2,380	14,620	2/15/2022	5/31/2023
Community Energy Project, Inc.	Solar Ambassadors Outreach	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
Solar Oregon	Solar Ambassadors Project	Portland	15,000	2,100	12,900	2/15/2022	5/31/2023
APANO Communities United	Solar Deployment Barriers		14,620	0	14,620	9/15/2022	5/31/2023
Kleinschmidt Associates	Other RE Professional Services	Pittsfield	10,500	10,460	40	4/1/2022	3/31/2024
Oregon Solar Energy Fund	Solar Career Expo 2022	Portland	10,000	10,000	0	1/1/2022	12/31/2022
Mayfield Renewables LLC	Solar Education for TA		6,500	3,250	3,250	10/10/2022	12/31/2022
Renewable Energy Total:			27,331,461	21,477,827	5,853,634		
Grand Total:			188,028,705	137,951,034	50,077,671		
Contracts without Incentives Total:			161,706,312	118,297,080	43,409,232		
Renewable Energy Incentives Total:			24,142,393	19,598,793	4,543,600		
Energy Efficiency Incentives Total:			2,180,000	55,161	2,124,839		

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Finance & Audit Committee Meeting Notes

October 25, 2022, 2:00 p.m.- 4:00 p.m.

Board Attending by Teleconference: Susan Brodahl (Chair), Peter Therkelsen, Silvia Tanner, Thelma Fleming, Henry Lorenzen (ex officio)

Board Absent: Anne Root, Karen Ward (outside expert, ex officio)

Staff Attending by Teleconference: Chris Dunning (Staff Liaison), Cameron Mathews, Cheryle Easton, Lizzie Rubado, Mark Wyman, Melanie Bissonnette, Michelle Spampinato, Michael Colgrove, Robert Wyllie, Steve Lacey, Tracy Scott

Others in attendance:

Chair Susan Brodahl opened the meeting at approximately 2:00 and mentioned Silvia Tanner had to step out of the meeting early and that she had a hard stop at 3:45 and would like to change up the agenda and begin with the New/Emerging Inputs and asked Chris to lead the committee through the agenda.

2023 Budget Update

The committee had questions on stakeholder budget comments regarding the level of staffing changes and strategies being reflected in the budget. Staff provided context of the enhanced budget discussions with stakeholders and explained Energy Trust's need for additional staff due to high levels of staff turnover and increasing workload arising out of new responsibilities and obligations under HB 3141 and OPUC / utility expectations. In addition, staff explained the workload impact of COVID and the historic limits on staffing levels leading up to this budget.

Staff then provided a detailed explanation of staffing decisions and strategies being adjusted in the 2022 business plan and over a two to three-year period to rebuild and support staffing needs and retention.

Committee discussion followed, principally involving the level of board engagement in Energy Trust's staffing strategy and related budgetary impacts. Various perspectives were shared relating to timing of board involvement, the role of the Finance & Audit Committee in these matters, the merits of and risks addressed by Energy Trust's staffing strategy, and the outlook for additional demands on Energy Trust via potential legislation.

New Funding Opportunity Procedure (Mike Colgrove, Lizzie Rubado, Mark Wyman)

Susan opened the discussion asking for clarification of the committee engagement points based on opportunity level for feedback from the committee as we move through this process in the future.

Committee members then had a detailed discussion around the clarification of the protocol or need for a board policy of new funding opportunities. Committee members and staff discussed thoughts on engagement points for the board committee and the full board on these matters.

Staff provided additional background and context of why and how the protocol was established, which was to increase board awareness of staff's intent to consider and pursue new funding opportunities and to identify engagement points for the board. As Energy Trust's new funding opportunities work is maturing, staff seeks to clarify the protocol for greater efficiency and responsiveness to opportunities.

Committee discussion followed, focused on the level of Committee and Board oversight appropriate for new funding opportunities. The role of the Nominating & Governance Committee in this area was also discussed.

Susan requested that staff revise the protocol document to clarify processes and then route to the committee via email. She also requested a summary staff support and for discussion at the next board meeting during the committee report.

Financial Briefing (Chris Dunning, Tracy Scott)

Susan had to step out of the meeting at 3:45 p.m. and asked Chris to provide a written summary and overview of the Q3 energy and incentives forecast that highlight high level themes via email for the committee to review. Chris sent the requested information via email on Friday October 28th.

Chris mentioned the upcoming discussions on the Contract Execution Policy, which is under review by this committee and the Nominating and Governance Committee. Any revisions to this policy could arise out of discussions on new funding protocol discussions. The committee will return to this policy discussion at a later meeting. Mike also noted for the committee that the board's Net Assets Policy may also be implicated by the new funding protocols discussion.

Tracy then provided an overview of the third quarter energy and incentives forecast trends, which are shifting as a result of COVID and supply chain and labor impacts across Energy Trust's service territory. The committee requested copies of the slides covered and asked if the draft flash report would be made available to the committee in the future. These slides were included in the email sent by Chris on October 28th.

Adjourn Meeting

Chris adjourned the meeting at approximately 3:57 p.m.

Next meeting is November 14, 2022, 2:00 p.m.

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Finance & Audit Committee Meeting Notes

November 14, 2022.

Board Attending by Teleconference: Susan Brodahl (Chair), Karen Ward, Peter Therkelsen, Thelma Fleming, Henry Lorenzen (ex officio)

Board Absent: Anne Root, Silvia Tanner

Staff Attending by Teleconference: Chris Dunning (Staff Liaison), Amber Cole, Cameron Mathews, Cheryle Easton, Debbie Menashe, Fred Gordon, Julianne Thacher, Melanie Bissonnette, Michelle Spampinato, Michael Colgrove, Steve Lacey

Others in attendance:

At Susan Brodahl's request Chris Dunning opened the meeting at approximately 2:04 with an overview of the agenda.

Budget Update (Staff reports)

Q3 forecast review (Amanda Potter, Cameron Mathews)

Chris provided an overview of the changes in the Q3 forecast. Amanda Potter standing in for Tracy Scott provided the deeper look at the drivers behind the change between Q2 to Q3. Labor shortages and supply chain issues continued to be the top two drivers and have continued to impact across all the programs. ETO continued to see an increase in projects dropping off. Staff and committee members discussed the strategies being deployed to respond to the market drivers across the funding sources.

Karen asked if there was an explanation for why PAC expenses were decreasing more from R1 to R2 than PGE's were. Amanda shared from a quick review PGE has a much bigger drop of lighting savings than Pacific power and lighting is generally more cost-effective savings.

Steve provided a clarification that there are two funding streams from Northwest Natural. One is the Public Purpose Charge (PPC), and the second is Demand Side Management (DSM). The second stream is Industrial DSM as it includes large commercial and industrial customers that have a separate funding stream. He noted that we account for those funding streams separately. Amanda shared that similar labor shortages and supply chain issues are causing decreases in Avista and Cascade Natural Gas and programs and staff is responding with adding additional outreach in those areas.

Chris shared the Oregon Public Utility Commission's approval to utilize the 2022 staff budget without constraint of the administrative or staffing year-over-year cost metrics.

R2 budget review and utility funding meeting outcomes (Steve Lacey, Amanda Potter)

Steve provided an update on final discussions with all utility funding partners, with the exception of PAC which was scheduled for the following day. He shared a detailed analysis of net asset reserves and forecast to end of 2024, answering the committee's clarifying questions.

Board Budget workshop and Advisory Council combined meeting recap (Amber Cole)
Public comment summary (Amber Cole)

Amber Cole provided a high-level summary of the public comments received and answers provided. She shared the key takeaways from the board budget workshop and that overall the board members valued the change in format and would like additional time for discussion next year. She shared the Oregon Public Utility Commission's Staff Report and their overall support for the 2023 Budget and Action Plans, their acknowledgment of Energy Trust's need for stabilizing staffing and appreciated the efforts to spread the costs over multiple years.

Adjourn Meeting

Susan adjourned the meeting at approximately 4:00 p.m.

Next meeting is December 5, 2022, 2:00 p.m.

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Briefing and Decision Paper

Authorize a Contract for Media Buying and Creative Marketing Services

December 16, 2022

Summary

Staff recommends that the Board approve a professional services contract for Grady Britton, a full-service marketing firm located in Portland, to provide creative marketing services and advertising and media buying services for traditional and digital advertising on behalf of Energy Trust.

The contract term would begin January 1, 2023, and be for two years, with one optional one-year extension that will be brought to the Board for review and approval prior to the 2025 contract year. A scope of work for the contract is approved on an annual basis, subject to annual budgets and savings goals. The total contract amount for both 2023 and 2024 will be \$3,078,000. The yearly breakdown of the budget will be \$1.539 million total each year and will be consistent with the board approved budget for the organization. The structure of media buying services contracts is such that a portion of the total contract amount will be retained by Grady Britton for their service, with most of the authorized contract amount passed through directly to media outlets and other providers on Energy Trust's behalf. Staff proposes a contract budget of \$360,680 for Grady Britton services each year and \$1,178,320 for pass through media expenses. The two-year total for Grady Britton services would be \$721,360, with \$2,356,640 passing through to local media outlets.

Background: Advertising at Energy Trust

- Advertising is a critical aspect of brand and program integrated marketing strategies to raise awareness of Energy Trust among communities, customers and stakeholders and to drive participation in our programs and services. We leverage a full array of traditional and digital advertising as well as targeted outreach activities to reach the following audiences:
 - Residential customers eligible for energy efficiency and solar programs (includes renters and homeowners in manufactured homes, apartments, condos and single-family homes), with a focus on customers Energy Trust has previously underserved (communities of color, Spanish speaking customers, customers with low incomes and rural communities)
 - Business customers eligible for energy efficiency and solar programs (includes multifamily property managers and owners, small, medium and large commercial and industrial businesses, commercial developers, nonprofit organizations, government agencies, farms and wood products) with a focus on customers Energy Trust has previously underserved (communities of color, Spanish speaking customers, customers with low incomes and rural communities)

- Stakeholders (includes peer organizations, community-based organizations, government agencies and elected officials) with a focus on those representing customers Energy Trust has previously underserved (communities of color, Spanish speaking customers, customers with low incomes and rural communities)
- A key focus of our advertising is to deliver messaging, strategies and creative materials that advance diversity, equity and inclusion objectives for program awareness and participation and to engage customers who we have not successfully served, including supporting collaborations with community-based organizations, highlighting community voices and expanding program reach and participation in culturally and economically diverse and rural areas.
- Energy Trust uses a contractor specialized in media buying to provide these services on our behalf. The media buyer's role is to identify and purchase advertising space on channels that are relevant to our target audiences at the optimal time, for the least amount of money. By partnering with a firm that has deep knowledge of markets and media channels in our service territory, we can achieve maximum exposure among our target markets for the least amount of spend. This has become particularly important in the last few years as Energy Trust has increased targeting to populations we have underserved, requiring increased sophistication in media planning and the development of new relationships with channels we have not used in the past. Grady Britton is Energy Trust's current media buying partner and has been providing these services for the last two years.

Background: Media Buying and Creative Marketing Services RFQ

A Request for Qualifications (RFQ) for media buying and creative marketing service was issued by Energy Trust in September 2022. The RFQ was developed by staff to identify expertise in two main areas of work. The first is media buying to place advertising across the state, with particular focus on rural areas, communities of color, low-income customers and Spanish-speaking customers and, upon identification of qualified media buying service providers, enter into contract(s) for those services. The second is creative marketing services in support of Energy Trust's brand marketing activities. The primary objective of the services sought is to raise awareness of Energy Trust as an organization with relevant offers and benefits and motivate customers to act, particularly among rural communities, communities of color, Spanish-speaking customers and low-income customers.

- The RFQ included supplier diversity criteria that required bidders to describe their approach to diversity, equity and inclusion, including:
 - Experience in integrating diversity, equity, and inclusion internally in their firm, both in staffing and in contracting for services.
 - Efforts and experience in teaming with minority- and women-owned firms
 - Approach to ensuring representation in the design and execution of multicultural strategies, including experience in transcreating campaigns or marketing materials for culturally specific audiences.
 - Identification as Certification Office for Business Inclusion and Diversity (COBID)-listed and/or woman- or minority-owned or inclusion of a subcontracting plan that allocates a minimum of 20% of the contract budget to COBID-listed and/or woman-or minority-owned firms.

- The RFQ was announced via the Energy Trust website and an email to a list of potential contractors compiled from the Contracting Opportunities interest form on our website, a survey of COBID-listed marketing firms on the State of Oregon’s database and other parties identified by staff in a survey of the market.
- Proposals were due October 19, 2022, and Energy Trust received six responses.
- A five person RFQ selection committee comprised of staff from the Communications and Customer Service group, the Energy Programs marketing team and a non-staff representative from the Diversity Advisory Council reviewed the proposals. The review team:
 - Reviewed the proposals against the RFQ criteria for approach to work, relevant experience, reasonable cost, commitment to DEI, team experience and location, reporting and overall demonstration of quality
 - Provided preliminary scores based on the written proposals and narrowed the pool to two bidders to interview
 - Posed questions to bidders to address in the interviews
 - Interviewed both bidders
 - Participated in follow-up discussions and updated scoring
 - Made a recommendation for the selection

Discussion: Scoring, Interviews and Selection

Six responses were received from firms qualified to provide media buying and creative services to Energy Trust. Detailed information about the six responses was presented to and discussed with the Finance & Audit Committee on December 5, 2022. Committee members asked staff questions regarding the selection process. Responses were evaluated using the criteria shown in Table 1.

TABLE 1: PROPOSAL EVALUATION CRITERIA

Criteria	Weight	Description
Relevant Experience	20%	Media buying and creative services experience, especially working with nonprofits and public agencies seeking to engage communities of color, Spanish-speakers, low-income and rural audiences.
Diversity, Equity, and Inclusion (DEI)	20%	Identify as a COBID-listed and/or a woman-or-minority-owned firm or included a subcontracting plan to commit a percentage of scope to COBID-listed and/or woman-or-minority-owned firms; demonstrated internal company commitment to DEI
Approach to Work	15%	Account management, planning and execution processes, working collaboratively with multiple agencies and teams within Energy Trust, ability to quickly come up to speed on Energy Trust
Demonstration of Quality	15%	Quantifiable success in advertising, quality of creative marketing work meets Energy Trust standards
Team Experience and Location	10%	Experience working in Oregon with our target audiences and media outlets on media planning and creative services

Reporting	10%	Dashboards, management systems, or reports available for budget tracking and results
Reasonable Cost	10%	Cost structure for acct management, media planning and creative services

Grady Britton’s weighted score across all categories was the highest. Staff asked Grady Britton and the next most highly scored firm in for in-person interviews. Following the interviews, staff selected Grady Britton to recommend to the board for contracting.

Interviews and Winner Selection

The RFQ selection committee invited Grady Britton and another finalist to attend one-hour virtual interviews in the first week of November 2022. The purpose of the interviews was to meet each team, hear their personalized pitch to provide media buying and creative marketing services, ask additional questions about their firm’s experience or information that was missing from the written responses and engage in open discussion with the team about any other elements of the proposed working relationship. Following the interviews, the RFQ committee convened to discuss the finalists and select a winner by consensus.

While both firms delivered professional presentations, the selection committee felt that Grady Britton’s presentation, responses, and experience were most aligned with Energy Trust’s needs.

Both firms were given an estimated one-year budget of “roughly \$1.6 million” and asked to demonstrate how they would use it to accomplish the work needed. They were also told that approximately \$200,000 of the total budget would be allocated to creative services with the rest going to media buying.

Grady Britton proposed a simple commission fee structure for media buying which would have a relatively small portion of the media buying budget for internal costs with the remainder passing through to local media outlets.

Grady Britton provided a comprehensive and balanced pitch that emphasized their strong track record of success over the last two years in delivering these services for Energy Trust. Their approach to the work emphasized a strategy of developing media strategy and creative messaging closely together to maximize reach and engagement with underrepresented communities that Energy Trust has not yet reached.

2023 Scope and Budget

- Energy Trust’s advertising budget continues to be just under one percent of the annual organization budget which is lower than average, based on business and marketing industry research. The budget allocated for advertising each year is determined through the annual planning and budget process, which establishes our organizational goals and our savings and generation targets for the year. The two year budget for this media buying and creative marketing services contract will be \$3,078,000 million.

- Of the total 2023 budget, \$360,680 will be retained by Grady Britton to cover the costs of their services. The remaining \$1,178,320 will be paid by Grady Britton directly to media outlets and other channel providers around the state on Energy Trust's behalf and according to a media buying plan developed with approval by staff. The two-year total for Grady Britton services would be \$721,360, with \$2,356,640 passing through to local media outlets.

Recommendation

- Authorize Executive Director to sign **Media Buying and Creative Marketing Services with Grady Britton** for a two-year term, beginning January 1, 2023, with potential for an additional one-year extension recommended upon performance satisfaction and approval by the Board.

RESOLUTION 993

AUTHORIZING THE EXECUTIVE DIRECTOR TO EXECUTE A CONTRACT WITH GRADY BRITTON, INC. FOR CREATIVE MARKETING AND ADVERTISING PURCHASES SERVICES

WHEREAS:

1. **Creative marketing services and advertising buying at Energy Trust allows programs to reach all customers in the service territory across a diverse set of media, including print, radio, TV, outdoor and online, creating awareness, and promoting services and programs.**
2. **There is a clear connection between creative marketing and advertising to reach and support customer awareness and engagement, leading to savings and generation;**
3. **Creative marketing consulting and deliverables supports Energy Trust's customer engagement to lead to savings and generation;**
4. **Increased advertising reach, using a professional media buyer with constant media contact and significant media data, allows Energy Trust to expand customer participation by increasing the number of times people see our message;**
5. **Using a professional media buyer allows Energy Trust to take advantage of added-value that works in collaboration with PR goals and promotes Energy Trust across mediums;**
6. **Staff recommends entering into a contract for creative marketing and advertising purchases services with Grady Britton, Inc. and presented information supporting this recommendation to the Energy Trust Board of Directors Finance & Audit Committee on December 5, 2023; and**
7. **The Finance & Audit Committee recommends that the board approve staff's recommendation consistent with the resolution below.**

It is therefore RESOLVED, that the board of directors of Energy Trust of Oregon, Inc. authorizes the executive director to:

- **Execute a two-year contract with Grady Britton for creative marketing services and advertising purchasing services with terms and conditions that include, but are not limited to, the following:**
 - **Authorizing payments of up to \$3.078 million, and consistent with Energy Trust’s board-approved budgets, for the purchase and reporting of broadcast radio, TV, print and online media on behalf of Energy Trust over the term of the contract, which includes up to \$721,360 of the total authorized contract amount payable to Grady Britton for Energy Trust advertising purchasing services and payable to Grady Britton under contract terms and conditions;**
 - **Providing for a possible one-year extension of the contract, subject to achievement of express performance metrics and board approval; and**
 - **Requiring Grady Britton coordination with Energy Trust to support Energy Trust’s advertising objectives for increased customer awareness; and**
 - **Any other terms and conditions to ensure Grady Britton services and media purchases are designed and executed to further Energy Trust’s advertising strategy.**

Moved by:

Seconded by:

Vote:

In favor:

Abstained:

Opposed:

Tab 5

Nominating & Governance Committee Meeting Notes

November 2, 2022 2:00 p.m.

Board attending by teleconference: Roland Risser (Chair), Alexia Kelly, Melissa Cribbins, Janine Benner (Oregon Department of Energy, ex officio), Letha Tawney (Oregon Public Utility Commission ex-officio), and Henry Lorenzen (ex officio)

Board Absent from meeting:

Staff attending by teleconference: Cheryle Easton standing in for Debbie Menashe, Amanda Sales, Amber Cole, Chris Dunning, Mike Colgrove, Steve Lacey, Tracy Scott

Others Attending:

Chair Roland Risser opened the meeting at approximately 2:04 p.m.

Research Update Regarding Director Compensation

Earlier in the year, the committee worked through the Board Governance Guidelines. Through that process, committee members discussed the question of director compensation. Staff worked with a consultant that provided a draft paper outlining their research and findings.

The board engaged in full discussion finding weighing the everyone's views, optics and some alternatives committee members are aware of and concluded they would continue to explore compensating Directors further in a future meeting.

Committee suggested that staff review the recent Oregon statute HB 2992 that outlines how the state is moving this discussion forward and bring back to future discussion.

Introduction and Overview of the 2022-2023 Executive Director Review Process

Amanda Sales provided an overview of the Executive Director Review process and shared the project timeline with the committee.

Committee expressed desire for more flexibility and inserting a step for oral review in the process.

Amanda will incorporate the committee's comments and plan to schedule questions for committee review in January and hear Mike's self-evaluation in March into the Executive Director Process Plan and get a copy back out to the committee.

Contractor Execution and Oversight Policy 5.05.009-P

Chris provided the following summary of actions taken since in September when the Nominating & Governance Committee started discussions on the Contract Execution and Oversight Policy.

Following the September 26th Finance & Audit Committee meeting, the chairs of the Finance & Audit and Nominating & Governance Committees, and the respective staff liaisons, gathered to discuss Committee collaboration on that policy given strong financial relevance.

It was agreed that the Finance & Audit Committee will review the policy and make recommendations for changes to the Nominating & Governance Committee for their consideration.

Part of the Finance & Audit Committee review and consideration will be Committee ownership of this policy – should it be owned by the Nominating & Governance Committee or Finance & Audit Committee?

The Finance & Audit Committee will also consider the Policy's relationship with the proposed New Funding Opportunities Protocol planned for discussion at the December Finance & Audit Committee meeting.

Staff will keep the Committee informed on timelines as a project plan is developed.

Consent Agenda Procedure Policy 2.01.001-A

Staff reviewed the policy and suggested no changes to the Consent Agenda Procedure Policy 2.01.001-A. Committee members reviewed the policy and agreed with staff's suggestion of no changes. Policy will be updated and reviewed again in three years.

Update on Director Term Renewals

The candidate accepted joining the board and Cheryle will schedule a Special Board meeting in November that the Committee can make recommendation to the full board.

The committee is waiting for all the board members renewing and will need to go out for solicitation for new board members.

Committee member proposed an "on deck" list with a fixed period of time for this pool would be important to build in flexibility for candidates and set the expectations correctly.

After a long discussion, review of past practices agreement was reached that with multiple openings the committee needs to re-assess the gaps and go out for solicitation again.

Staff will update the skills matrix and circulate the matrix with a draft announcement for the committee to provide input via email.

Meeting Effectiveness and Scheduling

Roland solicited feedback from the committee on how they felt the meetings were being run and committee expressed great satisfaction with the structure and timing of the meetings. Overall, consensus was the meetings were extremely effective.

Adjourn Meeting

Roland adjourned the meeting approximately at 3:40 p.m.

2023 Committee meeting schedule being created and a schedule will be sent to the committee.

Tab 6

Ad hoc Diversity Equity and Inclusion Committee Meeting Notes

November 14, 2022 9:05 a.m.

Board Attending: Melissa Cribbins (Chair), Elee Jen, Eric Hayes, Susan Brodahl, Henry Lorenzen(ex-officio)

Board Absent: Ruchi Sadhir (Oregon Department of Energy, ex officio)

Special Advisors Absent: Susan Badger Jones, (Diversity Advisory Council)

Staff Attending: Elaine Dado for Cheryle Easton (staff liaison), Debbie Menashe, Michael Colgrove, Tyrone Henry

Chair Melissa Cribbins called the meeting to order approximately at 4:00 p.m.

December 15, 2022 Board Diversity Equity and Inclusion Workshop

Tyrone Henry provided an outline of the December workshop. Tyrone will be continuing the discussion from the last workshop about positive and negative labels that we wear from our childhood. Cheryle will be sending a communication to the board asking them to bring their two labels for sharing and discussion in the first hour and half.

Following that discussion with an opportunity for the board to meet a number of community based business partners from all over the state. This will allow the board to meet and get to know some of the communities we serve and meet Minority and Women Owned and Emerging Small Business (MWESB) owners, leaders and organizers.

Melissa asked the committee their thoughts on the proposed outline and Committee agreed it is a good mix of the two objectives.

Committee Workplan, Meeting and Workshop Schedule 2023

This discussion began brainstorming ideas of what future workshops could look like.

The committee expressed a desire to have 2023 exercises that offer opportunities for more board interaction along with opportunities to better know and understand communities served by Energy Trust.

In addition, committee members discussed the possibility of surveying the full board on its desires and vision for the ad hoc Diversity Equity and Inclusion committee's work for the 2023. Cheryle will include 30 minutes for board discussion during the committee's report out at the December 16th board meeting for this purpose.

The committee reviewed the proposed 2023 board meeting calendar. After the December 16th board meeting discussion on the committee's 2023 work, the committee will finalize its calendar planning.

Recommendation to Board for Charter Extension 2023

The committee agreed that there is more work to be done and recommends that the board approve a one year extension of the committee's charter. This recommendation will be presented during the committee's report to the full board.

Adjourned meeting

Chair adjourned the meeting at 9:50 a.m.

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Board Decision R994

Amend Ad Hoc Diversity Equity and Inclusion Committee Charter

December 16, 2022

Recommendation

Ad hoc Diversity Equity and Inclusion Committee (the Committee) recommends amending the Committee's charter to extend the Committee's term until December 31, 2023.

RESOLUTION 994 AMEND THE AD HOC DIVERSITY EQUITY AND INCLUSION COMMITTEE CHARTER

BE IT RESOLVED that Energy Trust of Oregon, Inc. Board of Directors approves amending the charter of its ad hoc Diversity Equity and Inclusion Committee to extend the term of the committee with the highlighted language as indicated in ***Attachment A***.

Motion by:

Seconded by:

Vote: In favor:

Abstained:

Opposed:

Attachment A

Board Diversity, Equity and Inclusion Ad Hoc Committee Charter

Action	Originator	Date
Board Decision R 961	Ad hoc DEI Committee	02-23-2022
Board Decision R 994	Ad hoc DEI Committee	12-16-2022

Purpose Statement:

The Board Diversity, Equity and Inclusion Committee (the “DEI Committee”) is an ad hoc committee of the Energy Trust of Oregon (the “ETO”) Board of Directors (the “Board”) whose function and workplan will be completed by **December 31, 2023, its date of dissolution**. The DEI Committee will make recommendations to the Board on the below described specific actions to improve and develop the Board’s intercultural competency, its diversity, equity, inclusion and effectiveness in supporting and leading implementation of the 2020-2024 Strategic Plan, the ETO Diversity, Equity and Inclusion (DEI) Policy and the ETO DEI Operations Plan. In formulating its recommendations to the Board and Board Committees, the DEI Committee will consult with and seek the advice of the Diversity Advisory Committee.

Responsibilities:

Nature and Scope of ad hoc DEI Committee Activities

- Recommend for Board adoption a foundational statement defining the nature, scope and application of Board Diversity, Equity and Inclusion (“DEI”) activities.
- Develop a 2022 Board ad hoc DEI Committee Workplan consistent with the Responsibilities and timeline set forth in this Charter document.
- **Develop a 2023 Board ad hoc DEI Committee Workplan consistent with the Responsibilities and timeline set forth in this Charter document.**

DEI Discussions, Interactions and Activities

Recommend for Board adoption and implementation:

- Standards for open and candid discussion of DEI related matters that foster respect for various points of view.
- A procedure for addressing conflict that may arise relating to DEI issues.
- A process to acknowledge and implement ETO’s DEI goals and commitments.
- A program for Board DEI training that includes consideration of the nature and scope of DEI consulting and training services as well as guest speakers.

Advice to Board and its Committees

Provide recommendations to Energy Trust Board and its Committees on DEI related considerations regarding:

- The metrics and goals and objectives for board diversity as referenced in (i) the 2020-2024 Strategic Plan dashboard to assess progress towards Focus Area 5: Adapting to Change and (ii) the Board Diversity, Equity and Inclusion Policy, respectively.
- Recruitment of Board members.
- Development of Board Director capability and advancement to leadership positions, training and mentoring newly installed Board Directors.
- Establishment of term limits for Directors.

Member Roles and Responsibilities:**Chair**

- Develop committee agenda and meeting schedules
- Facilitate participation and presentations
- Lead meeting discussions, ensuring that all voices are heard
- Prepare and deliver Committee recommendations to the Board

Members, Ex-Officio Members

- Participate in Committee meetings and deliberations
- Use personal and professional experience and materials to support Committee discussions and decision making
- Collaboratively form recommendations to the ETO Board

Staff

- Support Committee chair on agenda development, meeting scheduling, and recording meeting minutes
- Provide materials and resources to support discussions, as needed
- Participate in Committee meetings and deliberations
- Use personal and professional experience and materials to support Committee decision making
- Collaboratively form recommendations to the Board Act as liaisons to the ETO Diversity Equity and Inclusion Advisory Committee (DAC)

Progress and/or Success Indicators:

- Complete identified Responsibilities in a timely manner.

Operating Guidelines:

- The Ad Hoc DEI committee models commitment to the values of the organization and the rich contribution of diversity, equity and inclusion.
- Decision-making is based on group consensus and collaborative decision development followed by a vote of committee members. Final committee decisions in committee meetings are established and formalized by a majority of votes cast by committee members present. Participation by all members will be respected, invited and encouraged.
-

Meetings and Schedule:

The Committee Chair with support from staff shall establish a meeting schedule based on availability of at least the majority of committee members sufficient to accomplish the objectives of this committee.

Committee and Charter Review:

This Charter is a living and organizing document to clarify and communicate to membership and others the bounds, roles, actions and expectations of this committee. This charter may from time to time be amended by the board.

DRAFT

Tab 7

Combined Advisory Council Meeting Notes

Conservation Advisory Council (CAC)
Diversity Advisory Council (DAC)
Renewable Energy Advisory Council (RAC)

October 21, 2022

Attending from the councils:

Susan Badger Jones, special projects consultant (DAC)
Terrance Harris, Drexel University (DAC)
Kheoshi Owens, Empress Rules (DAC)
Indika Sugathadasa, PDX HIVE (DAC)
Jeff Bissonnette, NW Energy Coalition (CAC)
Tyler Pepple, Alliance of Western Energy Consumers (CAC)
Andy Cameron, Oregon Department of Energy (CAC)
Monica Cowlshaw, Cascade Natural Gas (CAC)
Kari Greer, Pacific Power (CAC)
Emily Moore, Northwest Energy Efficiency Alliance (for Becky Walker, CAC)
Tina Jayaweera, Northwest Power and Conservation Council (CAC)
Jake Wise, Portland General Electric (CAC)
Lisa McGarity, Avista (CAC)
Kerry Meade, Northwest Energy Efficiency Council (CAC)

Margaret Lewis, Bonneville Power Administration
Laney Ralph, NW Natural (CAC)
Christy Splitt, Oregon Department of Energy (RAC)
Anna Kim, Oregon Public Utility Commission (CAC, RAC)
Raphaela Hsu-Flanders, Bonneville Environmental Foundation (RAC)
Tess Jordan, Portland General Electric (RAC)
Jaimes Valdez, Portland Clean Energy Community Benefits Fund (RAC)
Ryan Harvey, Pacific Power (RAC)
April Snell, Oregon Water Resources Congress (RAC)
Josh Peterson, Solar Monitoring Lab, University of Oregon (RAC)
Brikky King, Umpqua Bank (RAC)
Amy Schlusser, Oregon Department of Energy (RAC)
Keith Kueny, Farmers Conservation Alliance (RAC)

Attending from Energy Trust

Hannah Cruz
Melanie Bissonnette
Alina Lambert
Elaine Dado
Laura Schaefer
Michael Colgrove
Lidia Garcia
Matt Getchell
Kenji Spielman
Joshua Reed
Joe Gambino
Paul Fredrickson
Amanda Potter
Greg Stokes

Shelly Carlton
Kate Wellington
Dave Moldal
Cody Kleinsmith
Kesean Coleman
Thad Roth
Sarah Castor
Alex Novie
Tyrone Henry
Sue Fletcher
Emma Clark
Julianne Thacher
Elizabeth Fox
Kathleen Belkhat

Marshall Johnson
Megan Greenauer
Kyle Petrocine
Taylor Ford
Amber Cole
Susan Jowaiszas
Amanda Zuniga

Betsy Kauffman
Jay Ward
Ian Bogley
Ryan Cook
Steve Lacey
Bayo Ware

Others attending:

Angie Thomson, Meeting Facilitator,
Thomson Strategic Consulting
Peter Therkelsen, Energy Trust Board
Alexia Kelly, Energy Trust Board
Henry Lorenzen, Energy Trust Board
Christina Medina, Pacific Power

Dylan D'Souza, Northwest Power and
Conservation Council
Ross Ferguson, ICF
Huong Tran, Mindful Healing
Ezell Watson, Oregon Public Utility
Commission
Louis Bartlett, ICF

1. Welcome

Angie Thomson, consultant at Thomson Strategic Consulting, convened the meeting at 10:00 a.m. on Zoom and in-person. The agenda, notes and presentation materials are available on Energy Trust's website at www.energytrust.org/about/public-meetings/. Thomson established meeting norms and foundations of engagement: challenge the idea, not the person; take space and make space; listen actively and participate constructively; and impact outweighs intent. Advisory councils added centering race in conversations, expecting and accepting non-closure, being willing to do things differently and being open minded.

2. Draft Organizational Goals Presentation and Discussion

Topic summary

Michael Colgrove, executive director at Energy Trust, presented the draft 2023 Organizational Goals. Colgrove shared the feedback that shaped the understanding of market dynamics and how staff incorporated that feedback into the draft budget. The feedback led to the customization of programs to meet the specific needs of customers the organization has underserved in the past, including small businesses, Black and Indigenous communities, communities of color, people experiencing low incomes and rural communities. Colgrove also highlighted the draft 2023-2024 Action Plan and demonstrated how staff incorporated council feedback into action plans.

Discussion

Council members asked how dialogue starts with community-based organizations regarding how Energy Trust's programs can be of use to them (Brikky King). Staff emphasized the myriad of ways engagement takes place, starting with initial conversations and information sharing with outreach staff. Additionally, Energy Trust's Working Together Grants have proven useful in establishing new relationships with some organizations and further developing others. Energy Trust's diversity, equity and inclusion (DEI) lead, Tyrone Henry; Residential staff; energy programs director, Tracy Scott; and the Communities and New Initiatives Sector provide other points of entry (Michael Colgrove). Staff mentioned collaborations with ethnic chambers, National Association of Minority Contractors, LatinoBuilt and Professional Business Development Group.

Council members asked for specific practices Energy Trust has in place to prevent future harm (Huong Tran). Staff stated that even as the organization continues to diversify its staff and partnerships, it will not be possible to prevent future harm. Instead, it will focus on healing after recognizing and addressing harm caused.

Council members asked about accountability measures (Terrance Harris). Staff replied that accountability measures can be found in the DEI Plan and that the DEI Committee is planning four community engagements to receive feedback on the metrics, after which they will be finalized (Michael Colgrove). In addition, the Oregon Public Utility Commission (OPUC) is defining an inaugural set of equity performance measures for Energy Trust by year-end that the organization will be responsive to.

Council members recognized the positive strides in equity that the organization has made over the last few years, particularly in reaching communities it has historically underserved. Members then asked for plans to diversify the staff (Kheoshi Owens). Staff replied that annual goals highlight new activities exclusively. Energy Trust has taken multiple steps to improve the diversity of its staff, such as by having a DAC member on all hiring panels, expanding outreach for recruitment and better balancing credentials with skills and experience (Michael Colgrove).

Council members asked if there were methods to track outreach success (Raphaela Hsu Flanders). Staff replied that the metrics, which the DEI Committee is developing, will be published in the DEI Plan (Michael Colgrove).

Council members applauded the feedback implementation and the important technical assistance role that Energy Trust plays. Members continued, expressing the pressing need for deep, tailored financial assistance to serve different communities across the state and the desire to see this outlined in the budget (Alexia Kelly). Staff cited regulations regarding the use of ratepayer funds restricts Energy Trust's efforts to certain objectives. However, the Innovation and Development Team will enhance Energy Trust's ability to support new objectives and collaborate more deeply with other organizations to achieve aligned goals (Michael Colgrove). Staff further stated the collaborative efforts with utility partners and the Contracting Alliance for Diversity and Equity will create new opportunities (Tyrone Henry).

Council members asked if Energy Trust is working on developing measures or strategies with benefits that go directly to renters instead of property owners (Jaimes Valdez). Staff stated that this challenge is long standing and pervasive across the country and Energy Trust is in conversation with the OPUC regarding ways to provide benefit to renters. Options are installing equipment at little or no cost to the property owner and establishing laws that require efficient appliances in all multifamily buildings. However, some of these options may lead to increased rents (Michael Colgrove). Council members noted that Oregon State Senate Bill 1536 directs the Oregon Department of Energy to provide up to 60% of costs for heat pumps for renters (Christy Splitt).

Council members asked how targets for average annual megawatts compare to previous years (Jaimes Valdez). Staff directed members to the budget materials. Draft savings goals for 2023 are on par with 2022 goals because economic conditions are expected to remain the same. Demand for many clean energy upgrades continues to exceed the availability of equipment and installers (Michael Colgrove).

Council members asked how the DEI Plan relates to the strategic plan, stressing the importance of explicitly including DEI in the strategic plan or instead creating a DEI Strategic Plan (Kheoshi Owens, Terrance Harris). Others thought that the strategic and operational plans are different and should remain separate; however, the role of DEI in the strategic plan should be further explained. Additionally, council members thought that, given the volatile environment in which Energy Trust operates, it should consider a 3-year strategic plan instead of a 5-year strategic plan (Jeff Bissonnette). Staff stated that the strategic plan captures organizational vision and is on a five-year cycle, and the DEI Plan is a “living document” that will be continually updated. While a commitment to DEI is mentioned in the strategic plan, staff will review how it is represented (Michael Colgrove).

Staff reviewed the next steps in the budget process, inviting council members to provide comments until October 25. Their feedback will be shared with the Board Finance and Audit Committee and reflected in the final proposed budget. Council liaisons may provide an update on the status of the budget during the November advisory council meetings if substantial changes are recommended (Michael Colgrove).

Council members commented on missing the full presentation on the entire budget, stating that it is inadequate to provide feedback at this stage without the full budget and after the public comment period closed. Additionally, council members stressed the importance of increased collaboration with community members and organizations.

Lastly, staff recognized Kheoshi Owens for her service as a founding DAC member who was instrumental in developing the Council. Energy Trust will continue to work with her in other capacities. Michael Colgrove and Betsy Kauffman, renewables sector lead, both expressed appreciation for how she personally helped them grow.

Next steps

Organizational goals will be published in the final proposed 2023 budget and action plan presented to the board of directors for approval on December 16. Process and timing feedback will be shared internally to inform next year’s budget and action plan schedule.

3. Adjourn

The meeting adjourned at 11:27 a.m. The next meetings are November 15 for the Diversity Advisory Council and November 16 for the Renewable Energy Advisory Council and Conservation Advisory Council.