

**Energy Trust of Oregon, Inc**  
**INCOME STATEMENT**  
**Unaudited Interim Report for Quarter and YTD**  
**For the Period Ending September 30, 2010**

	Actual	Quarter-to-date QTD Budget	Variance	Actual	Year-to-date YTD Budget	Variance
<b>REVENUE</b>						
Contributions Received Directly				\$1,085		\$1,085
Public Purpose Funding-PGE	8,195,898	9,132,036	(936,138)	26,597,687	29,025,337	(2,427,650)
Public Purpose Funding-PacifiCorp	5,088,354	5,231,419	(143,065)	16,557,899	16,205,062	352,838
Public Purpose Funding-NW Natural	2,439,663	2,482,209	(42,547)	21,173,372	20,267,548	905,824
Public Purpose Funding-Cascade	288,211	170,054	118,157	870,696	1,559,605	(688,909)
Public Purpose Funding-Avista					(11,547)	11,547
<b>Total Public Purpose Funding</b>	<b>16,012,125</b>	<b>17,015,718</b>	<b>(1,003,593)</b>	<b>65,200,739</b>	<b>67,046,005</b>	<b>(1,845,266)</b>
Incremental Funding - PGE	6,073,341	5,118,960	954,381	15,697,489	15,302,661	394,828
Incremental Funding - PacifiCorp	4,890,903	4,669,313	221,590	14,224,512	15,064,995	(840,483)
Incremental Funding - NW Natural	437,499	437,500	(1)	1,143,912	1,170,833	(26,921)
NW Natural - Washington		135,833	(135,833)	407,500	455,600	(48,100)
Interest Income	72,429	29,360	43,069	304,358	100,343	204,016
<b>TOTAL REVENUE</b>	<b>27,486,297</b>	<b>27,406,684</b>	<b>79,613</b>	<b>96,978,510</b>	<b>99,140,437</b>	<b>(2,161,927)</b>
<b>EXPENSES</b>						
Program Management (Note 3)	1,353,031	1,465,702	112,671	4,048,809	4,378,055	329,246
Program Delivery	7,606,989	7,654,639	47,650	21,958,426	22,302,556	344,131
Incentives	17,111,357	18,585,952	1,474,595	38,938,477	48,754,611	9,816,134
Program Evaluation and Planning Services	1,028,325	1,261,900	233,575	2,465,856	3,752,382	1,286,526
Program Marketing/Outreach	1,035,806	1,339,868	304,062	2,953,697	3,851,594	897,897
Program Legal Services		2,250	2,250		6,750	6,750
Program Quality Assurance	27,357	55,000	27,644	87,954	155,000	67,046
Outsourced Services	291,952	665,917	373,965	1,354,462	1,940,650	586,189
Trade Allies & Customer Service Management	318,863	479,596	160,733	918,547	1,453,120	534,573
IT Services	397,589	678,133	280,544	1,183,313	1,944,966	761,653
Other Program Expenses	133,238	205,678	72,439	415,242	591,887	176,645
<b>TOTAL PROGRAM EXPENSES</b>	<b>29,304,507</b>	<b>32,394,635</b>	<b>3,090,127</b>	<b>74,324,780</b>	<b>89,131,571</b>	<b>14,806,791</b>
<b>ADMINISTRATIVE COSTS</b>						
Management & General (Notes 1 & 2)	612,823	800,769	187,946	1,885,003	2,435,277	550,274
Communications & Customer Svc (Notes 1 & 2)	376,710	469,196	92,487	1,077,518	1,388,400	310,882
<b>Total Administrative Costs</b>	<b>989,532</b>	<b>1,269,965</b>	<b>280,432</b>	<b>2,962,521</b>	<b>3,823,677</b>	<b>861,156</b>
<b>Total Expenses</b>	<b>30,294,040</b>	<b>33,664,600</b>	<b>3,370,560</b>	<b>77,287,301</b>	<b>92,955,249</b>	<b>15,667,947</b>
<b>REVENUE LESS EXPENSES</b>	<b>(2,807,743)</b>	<b>(6,257,916)</b>	<b>3,450,173</b>	<b>19,691,209</b>	<b>6,185,188</b>	<b>13,506,021</b>

Note 1) Both Management & General and Communications & Customer Service Expenses (Administrative) have been allocated based on total expenses.

Note 2) Administrative costs are allocated for management reporting only. This is not a GAAP formatted Income Statement.

Note 3) Program Management costs include both outsourced and internal staff.

Energy Trust of Oregon, Inc  
BALANCE SHEET  
September 30, 2010  
(Unaudited)

	SEP 2010	AUG 2010	DEC 2009	Change from Prior Month	Change from Beg. of Year
<b>Current Assets</b>					
Cash & Cash Equivalents	72,328,765	72,915,581	63,059,796	(586,816)	9,268,969
Restricted Cash (Escrow Funds)	1,514,342	1,514,031	5,533,972	311	(4,019,629)
Investments	10,050,118	10,050,118		0	10,050,118
Receivables	21,836	20,922	106,937	914	(85,101)
Prepaid Expenses	363,180	314,333	182,941	48,847	180,239
Advances to Vendors	2,274,664	1,177,606	39,065	1,097,058	2,235,599
<b>Total Current Assets</b>	<b>86,552,905</b>	<b>85,992,590</b>	<b>68,922,710</b>	<b>560,315</b>	<b>17,630,195</b>
<b>Fixed Assets</b>					
Program Equipment	101,675	101,675	101,675	0	0
Computer Hardware and Software	1,070,691	1,034,466	1,010,947	36,226	59,744
Software Development	397,503			397,503	397,503
Leasehold Improvements	22,382	22,382	22,382	0	0
Office Equipment and Furniture	127,354	127,354	127,354	0	0
Total Fixed Assets	1,719,606	1,285,877	1,262,358	433,729	457,247
Less Depreciation	(1,078,638)	(1,070,189)	(991,562)	(8,448)	(87,075)
<b>Net Fixed Assets</b>	<b>640,968</b>	<b>215,688</b>	<b>270,796</b>	<b>425,280</b>	<b>370,172</b>
<b>Other Assets</b>					
Rental Deposit	28,000	28,000	26,000	0	2,000
Deferred Compensation Asset	191,616	185,792	144,451	5,824	47,165
<b>Total Other Assets</b>	<b>219,616</b>	<b>213,792</b>	<b>170,451</b>	<b>5,824</b>	<b>49,165</b>
<b>Total Assets</b>	<b>87,413,489</b>	<b>86,422,070</b>	<b>69,363,957</b>	<b>991,419</b>	<b>18,049,532</b>
<b>Current Liabilities</b>					
Accounts Payable and Accruals	8,303,281	6,676,624	10,090,054	1,626,658	(1,786,773)
Salaries, Taxes, & Benefits Payable	439,345	442,587	393,467	(3,242)	45,878
<b>Total Current Liabilities</b>	<b>8,742,626</b>	<b>7,119,211</b>	<b>10,483,521</b>	<b>1,623,416</b>	<b>(1,740,894)</b>
<b>Long Term Liabilities</b>					
Deferred Rent	69,275	73,235	104,910	(3,959)	(35,635)
Deferred Compensation Payable	191,616	185,792	144,451	5,824	47,165
Other Long-Term Liabilities	2,290	2,310	2,310	(20)	(20)
<b>Total Long-Term Liabilities</b>	<b>263,181</b>	<b>261,336</b>	<b>251,671</b>	<b>1,844</b>	<b>11,510</b>
Total Liabilities	9,005,807	7,380,547	10,735,192	1,625,260	(1,729,385)
<b>Net Assets</b>					
Temporarily Restricted Net Assets	1,514,342	1,514,031	5,611,283	311	(4,096,940)
Unrestricted Net Assets	76,893,339	77,527,492	53,017,482	(634,153)	23,875,857
<b>Total Net Assets</b>	<b>78,407,681</b>	<b>79,041,523</b>	<b>58,628,765</b>	<b>(633,841)</b>	<b>19,778,917</b>
<b>Total Liabilities and Net Assets</b>	<b>87,413,489</b>	<b>86,422,070</b>	<b>69,363,957</b>	<b>991,419</b>	<b>18,049,532</b>

BS-Acct-YTD-001

**Energy Trust of Oregon, Inc**  
**Statement of Functional Expenses**  
**For the Nine Months Ending September 30, 2010**

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total
<b>Program Expenses</b>							
Incentives/ Program Management & Delivery	52,905,375	12,127,601	65,032,976				65,032,976
Payroll and Related Expenses	1,219,988	667,620	1,887,608	1,209,368	348,701	1,558,068	3,445,677
Outsourced Services	3,126,641	650,085	3,776,726	193,666	547,396	741,062	4,517,788
Planning and Evaluation	966,613	143,803	1,110,415	20,034	14,038	34,072	1,144,487
Customer Service Management	569,874	71,190	641,064				641,064
Trade Allies Network	251,566	25,917	277,483				277,483
<b>Total Program Expenses</b>	<b>59,040,057</b>	<b>13,686,216</b>	<b>72,726,273</b>	<b>1,423,068</b>	<b>910,134</b>	<b>2,333,202</b>	<b>75,059,476</b>
<b>Program Support Costs</b>							
Supplies	7,388	3,642	11,030	6,773	2,700	9,473	20,503
Postage and Shipping Expenses	2,119	1,067	3,187	2,465	655	3,120	6,306
Telephone	2,862	1,680	4,542	2,524	669	3,193	7,736
Printing and Publications	47,516	10,433	57,948	3,007	12,086	15,093	73,042
Occupancy Expenses	74,984	37,762	112,746	58,343	23,167	81,510	194,256
Insurance	14,161	7,132	21,293	11,019	4,375	15,394	36,687
Equipment	2,330	34,628	36,958	1,813	2,494	4,307	41,264
Travel	22,344	18,724	41,068	17,878	967	18,845	59,913
Meetings, Trainings & Conferences	16,949	9,914	26,863	66,117	4,634	70,751	97,614
Interest Expense and Bank Fees			0	5,000		5,000	5,000
Depreciation & Amortization	3,279	16,189	19,468	2,551	1,013	3,565	23,033
Dues, Licenses and Fees	45,490	20,976	66,466	10,496	2,973	13,468	79,934
Miscellaneous Expenses	12,010	1,616	13,626	141	28	169	13,795
IT Services	1,028,969	154,344	1,183,313	273,808	111,623	385,431	1,568,744
<b>Total Program Support Costs</b>	<b>1,280,402</b>	<b>318,105</b>	<b>1,598,507</b>	<b>461,935</b>	<b>167,384</b>	<b>629,319</b>	<b>2,227,826</b>
<b>TOTAL EXPENSES</b>	<b>60,320,472</b>	<b>14,004,322</b>	<b>74,324,794</b>	<b>1,885,005</b>	<b>1,077,518</b>	<b>2,962,523</b>	<b>77,287,317</b>

OPUC measure, versus 11%

5%

Exp-Acct-YTD-002

**Energy Trust of Oregon, Inc.**  
**ADMINISTRATIVE EXPENSES**  
For the Three Months and Year to Date Ended September 30, 2010  
(Unaudited)

EXPENSES	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
Outsourced Services	\$33,824	\$109,188	\$75,364	\$188,386	\$381,965	\$193,579	\$201,852	\$227,704	\$25,852	\$547,386	\$673,112	\$125,726
Legal Services	92	16,250	16,158	5,256	48,750	43,494						
Salaries and Related Expenses	406,929	430,010	23,081	1,209,368	1,289,250	79,882	114,759	137,311	22,552	348,701	411,934	63,234
Supplies	69	1,125	1,056	1,162	3,375	2,213		750	750	472	2,250	1,778
Telephone	253	1,400	1,147	934	3,200	2,266				38		(38)
Postage and Shipping Expenses	414	750	336	816	2,250	1,434		2,500	2,500		7,500	7,500
Noncapitalized Equipment								500	500	1,774	1,500	(274)
Printing and Publications	43	125	82	198	375	178	6,135	6,250	115	10,970	18,750	7,780
Travel	6,382	8,270	1,888	17,878	24,810	6,932		2,500	2,500	967	7,500	6,533
Conference, Training & Mtngs	25,263	30,023	4,759	66,064	90,068	24,005	(185)	3,250	3,435	4,612	9,750	5,138
Interest Expense and Bank Fees	5,000		(5,000)	5,000		(5,000)						
Miscellaneous Expenses	12	19	7	70	56	(14)						
Dues, Licenses and Fees	5,325	1,469	(3,856)	10,162	6,826	(3,335)	734	2,500	1,766	2,840	7,500	4,660
Shared Allocation (Note 1)	29,812	35,595	5,784	85,868	106,013	20,145	10,719	15,188	4,469	34,097	45,233	11,137
IT Service Allocation (Note 2)	91,999	156,914	64,915	273,808	450,048	176,240	37,505	63,969	26,464	111,623	183,471	71,848
Planning & Eval (Note 3)	7,407	9,631	2,224	20,034	28,291	8,257	5,190	6,774	1,584	14,038	19,900	5,862
<b>TOTAL EXPENSES</b>	<b>612,823</b>	<b>800,769</b>	<b>187,946</b>	<b>1,885,005</b>	<b>2,435,277</b>	<b>550,274</b>	<b>376,710</b>	<b>469,196</b>	<b>92,487</b>	<b>1,077,518</b>	<b>1,388,400</b>	<b>310,882</b>

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

Note 2) Represents allocation of Shared IT Costs

Note 3) Represents allocation of Planning & Evaluations Costs

**Energy Trust of Oregon, Inc**  
**Year to Date by Program/Service Territory - joint costs allocated at program level**  
**For the Nine Months Ending September 30, 2010**  
**(Unaudited)**

	ENERGY EFFICIENCY							RENEWABLE ENERGY				TOTAL			
	PGE	PacifiCorp	Total	NWN			Oregon Total	NWN WA	ETO Total	PGE	PacifiCorp	Total	Other	All Programs	
				Industrial	NW Natural	Cascade									Avista
<b>REVENUES</b>															
Public Purpose Funding	\$20,713,558	\$12,718,887	\$33,432,445		\$21,173,372	\$870,696	\$55,476,513		\$55,476,513	\$5,884,129	\$3,839,013	\$9,723,142		\$65,199,655	
Incremental Funding	15,697,489	14,224,512	29,922,001	1,143,912			31,065,913	495,208	31,561,121					31,561,121	
Contributions													1,085	1,085	
Revenue from Investments													304,358	304,358	
<b>TOTAL PROGRAM REVENUE</b>	<b>36,411,047</b>	<b>26,943,399</b>	<b>63,354,446</b>	<b>1,143,912</b>	<b>21,173,372</b>	<b>870,696</b>	<b>86,542,426</b>	<b>495,208</b>	<b>87,037,634</b>	<b>5,884,129</b>	<b>3,839,013</b>	<b>9,723,142</b>	<b>305,443</b>	<b>97,066,218</b>	
<b>EXPENSES</b>															
Program Management (Note 3)	1,583,394	906,596	2,489,990	23,977	745,840	48,447	3,308,254	71,061	3,379,315	390,895	278,600	669,495		4,048,810	
Program Delivery	11,011,188	7,089,814	18,101,002	274,505	3,002,449	296,544	21,674,500	91,730	21,766,230	87,515	104,682	192,197		21,958,427	
Incentives	13,603,413	7,592,827	21,196,240	238,274	4,953,803	371,828	26,760,145	244,801	27,004,946	7,611,226	4,322,305	11,933,531		38,938,477	
Program Eval & Planning Svcs.	1,158,658	664,739	1,823,397	16,356	411,384	35,193	2,286,330	6,287	2,292,617	101,516	71,724	173,240		2,465,857	
Program Marketing/Outreach	1,261,010	778,055	2,039,065	3,142	737,743	48,418	2,828,368	22,732	2,851,100	67,217	35,384	102,601		2,953,701	
Program Quality Assurance	26,141	19,384	45,525	0	33,167	1,523	80,215	14	80,229	0	7,725	7,725		87,954	
Outsourced Services	379,608	153,383	532,991	1,435	303,195	6,525	844,146	11	844,157	299,849	210,458	510,307		1,354,464	
Trade Allies & Cust. Svc. Mgmt.	342,398	202,793	545,190	2,794	233,473	13,002	794,460	26,979	821,439	64,254	32,853	97,107		918,546	
IT Services	469,112	272,562	741,674	6,653	241,378	16,887	1,006,591	22,379	1,028,970	91,492	62,851	154,343		1,183,313	
Other Program Expenses	110,274	66,277	176,552	2,238	56,822	4,171	239,783	11,686	251,469	96,851	66,925	163,776		415,245	
<b>TOTAL PROGRAM EXPENSES</b>	<b>29,945,196</b>	<b>17,746,429</b>	<b>47,691,625</b>	<b>569,374</b>	<b>10,719,255</b>	<b>842,537</b>	<b>59,822,791</b>	<b>497,681</b>	<b>60,320,472</b>	<b>8,810,815</b>	<b>5,193,507</b>	<b>14,004,322</b>		<b>74,324,794</b>	
<b>ADMINISTRATIVE COSTS</b>															
Management & General (Notes 1 & 2)	759,443	450,066	1,209,509	14,440	271,834	21,367	1,517,150	12,681	1,529,831	224,010	131,164	355,174		1,885,005	
Communications & Customer Svc (Notes 1 & 2)	434,117	257,269	691,386	8,254	155,388	12,214	867,242	7,250	874,492	128,049	74,977	203,026		1,077,518	
<b>Total Administrative Costs</b>	<b>1,193,560</b>	<b>707,335</b>	<b>1,900,895</b>	<b>22,695</b>	<b>427,222</b>	<b>33,581</b>	<b>2,384,393</b>	<b>19,930</b>	<b>2,404,323</b>	<b>352,060</b>	<b>206,140</b>	<b>558,200</b>		<b>2,962,523</b>	
<b>TOTAL PROG &amp; ADMIN EXPENSES</b>	<b>31,138,750</b>	<b>18,453,765</b>	<b>49,592,515</b>	<b>592,069</b>	<b>11,146,474</b>	<b>876,115</b>	<b>62,207,173</b>	<b>517,608</b>	<b>62,724,781</b>	<b>9,162,875</b>	<b>5,399,648</b>	<b>14,562,523</b>		<b>77,287,301</b>	
<b>TOTAL REVENUE LESS EXPENSES</b>	<b>5,272,297</b>	<b>8,489,634</b>	<b>13,761,931</b>	<b>551,843</b>	<b>10,026,898</b>	<b>(5,419)</b>	<b>24,335,253</b>	<b>(22,400)</b>	<b>24,312,853</b>	<b>(3,278,746)</b>	<b>(1,560,635)</b>	<b>(4,839,381)</b>	<b>305,443</b>	<b>19,778,917</b>	
Cumulative Carryover at 12/31/09 (Note 4)	15,974,053	(3,722,624)	12,251,429	583,282	(2,370,484)	435,084	25,458	10,924,769	402,975	11,327,744	25,411,648	11,987,317	37,398,965	9,902,055	58,628,764
Interest attributed	1,740,000	1,160,000	2,900,000		5,000,000			7,900,000		7,900,000		1,700,000	1,700,000	(9,600,000)	
Interest re-attributed	(1,740,000)		(1,740,000)					(1,740,000)		(1,740,000)				1,740,000	
<b>TOTAL NET ASSETS CUMULATIVE</b>	<b>21,246,350</b>	<b>5,927,010</b>	<b>27,173,360</b>	<b>1,135,125</b>	<b>12,656,414</b>	<b>429,665</b>	<b>25,458</b>	<b>41,420,022</b>	<b>380,575</b>	<b>41,800,597</b>	<b>22,132,902</b>	<b>12,126,682</b>	<b>34,259,584</b>	<b>2,347,498</b>	<b>78,407,681</b>

Note 1) Both Management & General and Communications & Customer Service Expenses (Administrative) have been allocated based on total expenses.

Note 2) Administrative costs are allocated for management reporting only. GAAP for Not for Profit organizations does not allow allocation of administrative costs to program expenses.

Note 3) Program Management costs include both outsourced and internal staff.

Note 4) Cumulative carryover at 12/31/2009 reflects audited results.

**Energy Trust of Oregon, Inc**  
**ENERGY EFFICIENCY**  
**Unaudited Interim Report for Quarter and Year to Date**  
**For the Period Ending September 30, 2010**

	QTD						YTD					
	Commercial	Industrial	Residential	Total EE	Total Budget	Variance	Commercial	Industrial	Residential	Total EE	Total Budget	Variance
<b>EXPENSES</b>												
Program Management (Note 4)	\$454,548	\$123,765	\$552,283	\$1,130,596	\$1,247,626	\$117,030	\$1,386,967	\$372,699	\$1,619,648	\$3,379,314	\$3,723,827	\$344,513
Program Delivery	2,767,169	1,487,528	3,268,844	7,523,541	7,605,539	81,998	7,964,035	4,251,332	9,550,863	21,766,230	22,157,656	391,427
Incentives	4,133,644	2,594,077	4,278,324	11,006,046	12,987,133	1,981,087	9,573,482	5,901,470	11,529,995	27,004,947	32,284,527	5,279,580
Program Evaluation & Planning Svcs.	502,255	135,746	308,620	946,621	1,160,270	213,650	1,151,492	413,881	727,242	2,292,615	3,451,808	1,159,193
Program Marketing/Outreach	197,044	8,590	810,842	1,016,477	1,251,667	235,190	601,783	40,803	2,208,511	2,851,097	3,625,268	774,171
Program Legal Services					1,250	1,250					3,750	3,750
Program Quality Assurance			27,357	27,357	52,500	25,144			80,229	80,229	147,500	67,272
Outsourced Services	95,953	33,757	16,083	145,793	374,417	228,624	297,641	62,522	483,992	844,154	1,130,150	285,996
Trade Allies & Customer Svc. Mgmt.	64,024	3,457	219,184	286,665	432,475	145,810	212,921	9,499	599,020	821,440	1,310,302	488,862
IT Services	135,073	29,888	180,769	345,730	589,681	243,952	402,007	88,953	538,010	1,028,969	1,691,278	662,308
Other Program Expenses	33,773	14,739	32,597	81,109	130,651	49,543	81,619	43,152	126,693	251,464	390,965	139,500
<b>TOTAL PROGRAM EXPENSES</b>	<b>8,383,483</b>	<b>4,431,547</b>	<b>9,694,902</b>	<b>22,509,932</b>	<b>25,833,211</b>	<b>3,323,279</b>	<b>21,671,945</b>	<b>11,184,312</b>	<b>27,464,202</b>	<b>60,320,459</b>	<b>69,917,030</b>	<b>9,596,572</b>
<b>ADMINISTRATIVE COSTS</b>												
Management & General	174,133	92,834	194,415	461,382	612,961	151,579	549,637	283,653	696,539	1,529,830	1,864,121	334,291
Communications & Customer Service	107,333	57,027	121,554	285,914	359,154	73,240	314,187	162,144	398,160	874,491	1,062,772	188,281
<b>Total Administrative Costs</b>	<b>281,465</b>	<b>149,861</b>	<b>315,969</b>	<b>747,296</b>	<b>972,114</b>	<b>224,819</b>	<b>863,825</b>	<b>445,797</b>	<b>1,094,699</b>	<b>2,404,321</b>	<b>2,926,893</b>	<b>522,572</b>
<b>Total Expenses</b>	<b>8,664,948</b>	<b>4,581,408</b>	<b>10,010,872</b>	<b>23,257,228</b>	<b>26,805,325</b>	<b>3,548,097</b>	<b>22,535,770</b>	<b>11,630,109</b>	<b>28,558,901</b>	<b>62,724,780</b>	<b>72,843,924</b>	<b>10,119,144</b>

**Energy Trust of Oregon, Inc**  
**RENEWABLE ENERGY**  
**Unaudited Interim Report for Quarter and Year to Date**  
**For the Period Ending September 30, 2010**

	QTD							YTD						
	Biopower	Open Solicitation	Solar	Wind	Total RR	Total Budget	Variance	Biopower	Open Solicitation	Solar	Wind	Total RR	Total Budget	Variance
<b>EXPENSES</b>														
Program Management (Note 4)	\$42,638	\$85,452	\$94,344		\$222,435	\$218,076	(\$4,359)	\$144,805	\$260,111	\$264,579		\$669,495	\$654,228	(\$15,267)
Program Delivery			68,128	15,321	83,448	49,100	(34,348)	5,000	5,000	144,490	37,706	192,196	144,900	(47,296)
Incentives	153,673	3,283,429	2,592,379	75,830	6,105,312	5,598,819	(506,492)	329,838	3,832,872	7,484,575	286,245	11,933,530	16,470,084	4,536,554
Program Evaluation & Planning Svcs.	13,496	23,979	44,230		81,705	101,630	19,925	36,502	64,856	71,882		173,240	300,574	127,333
Program Marketing/Outreach	1,353	1,120	16,537	319	19,329	88,201	68,872	3,016	4,382	93,572	1,629	102,599	226,326	123,726
Program Legal Services						1,000	1,000						3,000	3,000
Program Quality Assurance						2,500	2,500		7,725			7,725	7,500	(225)
Outsourced Services	48,478	49,293	23,633	24,756	146,159	291,500	145,341	128,589	176,978	157,575	47,165	510,307	810,500	300,193
Trade Allies & Customer Svc. Mgmt.		1,171	31,027		32,198	47,121	14,922		3,718	93,389		97,107	142,818	45,711
IT Services	8,497	24,612	18,749		51,859	88,451	36,592	25,290	73,251	55,802		154,344	253,689	99,345
Other Program Expenses	8,360	12,580	29,388	1,803	52,130	75,026	22,897	24,112	40,024	95,654	3,988	163,777	200,922	37,145
<b>TOTAL PROGRAM EXPENSES</b>	<b>276,494</b>	<b>3,481,636</b>	<b>2,918,416</b>	<b>118,028</b>	<b>6,794,575</b>	<b>6,561,424</b>	<b>(233,151)</b>	<b>697,152</b>	<b>4,468,917</b>	<b>8,461,519</b>	<b>376,734</b>	<b>14,004,321</b>	<b>19,214,541</b>	<b>5,210,220</b>
<b>ADMINISTRATIVE COSTS</b>														
Management & General	5,794	87,685	57,962		151,441	187,808	36,367	17,681	122,894	214,599		355,173	571,156	215,983
Communications & Customer Service	3,559	50,854	36,384		90,796	110,043	19,247	10,107	70,249	122,670		203,027	325,628	122,601
<b>Total Administrative Costs</b>	<b>9,353</b>	<b>138,539</b>	<b>94,345</b>		<b>242,237</b>	<b>297,850</b>	<b>55,614</b>	<b>27,788</b>	<b>193,143</b>	<b>337,269</b>		<b>558,200</b>	<b>896,784</b>	<b>338,584</b>
<b>Total Expenses</b>	<b>285,847</b>	<b>3,620,175</b>	<b>3,012,761</b>	<b>118,028</b>	<b>7,036,812</b>	<b>6,859,274</b>	<b>(177,537)</b>	<b>724,940</b>	<b>4,662,061</b>	<b>8,798,788</b>	<b>376,734</b>	<b>14,562,522</b>	<b>20,111,325</b>	<b>5,548,803</b>