

Energy Trust of Oregon
BALANCE SHEET
March 31, 2016
(Unaudited)



	March 2016	February 2016	March 2015	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets						
Cash & Cash Equivalents	31,171,878	27,288,108	35,631,058	3,883,771	3,985,373	(4,459,179)
Investments	55,824,798	60,088,398	73,614,652	(4,263,600)	(8,059,388)	(17,789,854)
Receivables	266,134	360,959	293,856	(94,824)	(108,481)	(27,721)
Prepaid Expenses	616,277	673,237	597,022	(56,960)	136,928	19,256
Advances to Vendors	2,028,909	796,747	1,650,799	1,232,162	(20,109)	378,110
Total Current Assets	89,907,997	89,207,449	111,787,386	700,548	(4,065,677)	(21,879,389)
Fixed Assets						
Computer Hardware and Software	3,509,829	3,509,829	2,770,146	0	0	739,683
Software Development	151,005	150,314	327,380.85	691	857	(176,376)
Leasehold Improvements	318,964	318,964	318,964	0	0	0
Office Equipment and Furniture	701,604	701,604	679,343	0	0	22,260
Total Fixed Assets	4,681,402	4,680,711	4,095,834	691	857	585,568
Less Depreciation	(2,900,417)	(2,824,273)	(1,977,643)	(76,143)	(228,319)	(922,774)
Net Fixed Assets	1,780,985	1,856,438	2,118,192	(75,452)	(227,462)	(337,206)
Other Assets						
Rental Deposit	223,339	132,340	135,340	90,999	90,999	87,999
Deferred Compensation Asset	754,460	751,600	655,411	2,860	29,479	99,049
Long Term Portion Note Receivable	85,609	85,609	86,789.07	0	0	(1,180)
Total Other Assets	1,063,408	969,549	877,540	93,859	120,478	185,868
Total Assets	92,752,391	92,033,436	114,783,118	718,954	(4,172,661)	(22,030,727)
Current Liabilities						
Accounts Payable and Accruals	7,483,167	7,180,128	8,858,679	303,039	(19,426,836)	(1,375,512)
Salaries, Taxes, & Benefits Payable	903,349	789,352	813,562	113,998	167,839	89,788
Total Current Liabilities	8,386,516	7,969,479	9,672,241	417,037	(19,676,034)	(1,285,725)
Long Term Liabilities						
Deferred Rent	300,501	305,158	341,357	(4,657)	(13,972)	(40,856)
Deferred Compensation Payable	757,260	751,600	658,211	5,660	29,479	99,049
Other Long-Term Liabilities	4,290	3,990	5,540	300	300	(1,250)
Total Long-Term Liabilities	1,062,050	1,060,748	1,005,107	1,302	15,807	56,943
Total Liabilities	9,448,566	9,030,227	10,677,348	418,340	(19,243,190)	(1,228,781)
Net Assets						
Unrestricted Net Assets	83,303,824	83,003,209	104,105,770	300,615	15,070,528	(20,801,946)
Total Net Assets	83,303,824	83,003,209	104,105,770	300,615	15,070,528	(20,801,946)
Total Liabilities and Net Assets	92,752,391	92,033,436	114,783,118	718,954	(4,172,661)	(22,030,727)

Energy Trust of Oregon
Quarterly Income Statement
For the Three Months Ending March 31, 2016
(Unaudited)

	Quarter-to-date			Year-to-date		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Public Purpose Funding-PGE	\$10,504,605	\$10,246,742	\$257,864	\$10,504,605	\$10,246,742	\$257,864
Public Purpose Funding-PacifiCorp	7,995,126	7,481,093	514,033	7,995,126	7,481,093	514,033
Public Purpose Funding-NW Natural	6,198,852	7,007,050	(808,197)	6,198,852	7,007,050	(808,197)
Public Purpose Funding-Cascade	661,087	796,983	(135,896)	661,087	796,983	(135,896)
Public Purpose Funding-Avista	15,600		15,600	15,600		15,600
Total Public Purpose Funding	25,375,270	25,531,867	(156,596)	25,375,270	25,531,868	(156,596)
Incremental Funding - PGE	12,202,255	12,180,246	22,009	12,202,255	12,180,246	22,009
Incremental Funding - PacifiCorp	6,216,184	7,635,260	(1,419,077)	6,216,184	7,635,260	(1,419,077)
NW Natural - Washington	768,840		768,840	768,840		768,840
Interest Income	220,081	75,000	145,081	220,081	75,000	145,081
TOTAL REVENUE	44,782,630	45,422,374	(639,743)	44,782,630	45,422,374	(639,743)
Program Management	1,578,479	1,797,563	219,083	1,578,479	1,797,563	219,083
Program Delivery	11,395,678	11,581,225	185,546	11,395,678	11,581,225	185,546
Incentives	11,794,160	13,295,486	1,501,326	11,794,160	13,295,486	1,501,326
Program Evaluation and Planning Services	992,856	1,253,843	260,988	992,856	1,253,843	260,988
Program Marketing/Outreach	1,100,678	1,531,013	430,336	1,100,678	1,531,013	430,336
Program Quality Assurance	3,925		(3,925)	3,925		(3,925)
Outsourced Services	465,494	570,473	104,979	465,494	570,473	104,979
Trade Allies & Customer Service Management	275,484	212,423	(63,061)	275,484	212,423	(63,061)
IT Services	509,734	580,869	71,135	509,734	580,869	71,135
Other Program Expenses	165,512	220,222	54,711	165,512	220,222	54,711
TOTAL PROGRAM EXPENSES	28,282,000	31,043,117	2,761,117	28,282,000	31,043,117	2,761,117
Management & General	795,478	909,753	114,276	795,478	909,753	114,276
Communications & Customer Svc	634,624	822,031	187,407	634,624	822,031	187,407
Total Administrative Costs	1,430,102	1,731,785	301,683	1,430,102	1,731,784	301,683
Total Expenses	29,712,101	32,774,902	3,062,800	29,712,101	32,774,902	3,062,800
REVENUE LESS EXPENSES	15,070,528	12,647,472	2,423,057	15,070,528	12,647,472	2,423,057

Energy Trust of Oregon
Quarterly Income Statement
For the Three Months Ending March 31, 2016
(Unaudited)

	Quarter-to-date			Year-to-date		
	<u>Actual</u>	<u>PY Actual</u>	<u>Variance</u>	<u>Actual</u>	<u>Prior YTD Actual</u>	<u>Variance</u>
Public Purpose Funding-PGE	\$10,504,605	\$10,222,971	\$281,635	\$10,504,605	\$10,222,971	\$281,635
Public Purpose Funding-PacifiCorp	7,995,126	7,524,470	470,656	7,995,126	7,524,470	470,656
Public Purpose Funding-NW Natural	6,198,852	6,377,398	(178,546)	6,198,852	6,377,398	(178,546)
Public Purpose Funding-Cascade	661,087	608,561	52,526	661,087	608,561	52,526
Public Purpose Funding-Avista	15,600		15,600	15,600		15,600
Total Public Purpose Funding	25,375,270	24,733,400	641,871	25,375,270	24,733,400	641,871
Incremental Funding - PGE	12,202,255	12,287,708	(85,453)	12,202,255	12,287,708	(85,453)
Incremental Funding - PacifiCorp	6,216,184	6,385,313	(169,129)	6,216,184	6,385,313	(169,129)
NW Natural - Washington	768,840		768,840	768,840		768,840
Interest Income	220,081	194,231	25,849	220,081	194,231	25,849
TOTAL REVENUE	44,782,630	43,600,653	1,181,978	44,782,630	43,600,652	1,181,978
Program Management	1,578,479	1,741,261	162,781	1,578,479	1,741,261	162,781
Program Delivery	11,395,678	11,337,633	(58,045)	11,395,678	11,337,633	(58,045)
Incentives	11,794,160	9,085,804	(2,708,356)	11,794,160	9,085,804	(2,708,356)
Program Evaluation and Planning Services	992,856	844,231	(148,625)	992,856	844,231	(148,625)
Program Marketing/Outreach	1,100,678	1,127,328	26,651	1,100,678	1,127,328	26,651
Program Quality Assurance	3,925	19,574	15,649	3,925	19,574	15,649
Outsourced Services	465,494	326,496	(138,997)	465,494	326,496	(138,997)
Trade Allies & Customer Service Management	275,484	247,211	(28,273)	275,484	247,211	(28,273)
IT Services	509,734	372,388	(137,347)	509,734	372,388	(137,347)
Other Program Expenses	165,512	178,782	13,270	165,512	178,782	13,270
TOTAL PROGRAM EXPENSES	28,282,000	25,280,708	(3,001,291)	28,282,000	25,280,708	(3,001,291)
Management & General	795,478	711,122	(84,355)	795,478	711,122	(84,355)
Communications & Customer Svc	634,624	730,173	95,549	634,624	730,173	95,549
Total Administrative Costs	1,430,102	1,441,296	11,194	1,430,102	1,441,295	11,194
Total Expenses	29,712,101	26,722,004	(2,990,097)	29,712,101	26,722,004	(2,990,097)
REVENUE LESS EXPENSES	15,070,528	16,878,649	(1,808,119)	15,070,528	16,878,649	(1,808,119)

Energy Trust of Oregon
Statement of Functional Expenses
For the Three Months Ending March 31, 2016
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives/ Program Management & Delivery	\$ 21,377,199	\$ 3,130,417	\$ 24,507,616				\$ 24,507,616	\$ 26,431,669	\$ 1,924,053	7%
Payroll and Related Expenses	814,027	252,051	1,066,078	551,030	324,971	876,001	1,942,079	2,154,949	212,870	10%
Outsourced Services	836,624	358,377	1,195,001	79,147	195,200	274,347	1,469,348	2,202,389	733,041	33%
Planning and Evaluation	544,932	18,113	563,045	403		403	563,448	638,174	74,726	12%
Customer Service Management	175,670	12,464	188,134				188,134	125,471	(62,663)	-50%
Trade Allies Network	81,784	5,566	87,350				87,350	89,452	2,102	2%
Total Program Expenses	23,830,236	3,776,988	27,607,224	630,580	520,171	1,150,751	28,757,975	31,642,104	2,884,129	9%
Program Support Costs										
Supplies	1,897	622	2,518	2,683	1,056	3,738	6,257	8,493	2,236	26%
Postage and Shipping Expenses	412	135	547	1,348	385	1,732	2,279	2,645	366	14%
Telephone	618	203	821	338	240	577	1,398	4,312	2,914	68%
Printing and Publications	344	4	348	576	5	581	929	23,695	22,766	96%
Occupancy Expenses	46,866	15,360	62,226	25,608	18,169	43,777	106,004	131,635	25,631	19%
Insurance	7,481	2,452	9,932	4,087	2,900	6,987	16,920	18,772	1,852	10%
Equipment	1,778	583	2,361	971	689	1,661	4,021	35,180	31,159	89%
Travel	10,984	3,573	14,557	8,339	8,881	17,220	31,777	36,300	4,523	12%
Meetings, Trainings & Conferences	11,165	4,025	15,190	10,062	4,825	14,887	30,077	49,972	19,895	40%
Interest Expense and Bank Fees	0	0	0	1,621	0	1,621	1,621	625	(996)	-159%
Depreciation & Amortization	12,919	4,234	17,153	7,059	5,008	12,067	29,220	29,816	596	2%
Dues, Licenses and Fees	5,135	2,810	7,945	862	2,454	3,316	11,261	33,688	22,427	67%
Miscellaneous Expenses	31,423	21	31,443	34	106	141	31,584	469	(31,115)	-6634%
IT Services	450,329	59,406	509,734	101,310	69,735	171,046	680,780	757,196	76,416	10%
Total Program Support Costs	581,349	93,426	674,775	164,898	114,453	279,351	954,126	1,132,798	178,672	16%
TOTAL EXPENSES	24,411,585	3,870,414	28,281,999	795,478	634,624	1,430,102	29,712,101	32,774,902	3,062,801	9%

OPUC Measure vs. 8%

4.7%

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Three Months Ending March 31, 2016
Unaudited

	ENERGY EFFICIENCY						Oregon Total	NWN WA	ETO Total	
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade				
REVENUES										
Public Purpose Funding	\$8,139,519	\$6,207,800	\$14,347,319	\$0	\$6,198,852	\$661,087	\$8,400	\$21,215,658	\$0	\$21,215,658
Incremental Funding	12,202,255	6,216,184	18,418,438					18,418,438	768,840	19,187,278
Contributions										
Revenue from Investments										
TOTAL PROGRAM REVENUE	20,341,774	12,423,983	32,765,757	-	6,198,852	661,087	8,400	39,634,097	768,840	40,402,937
EXPENSES										
Program Management (Note 3)	634,803	484,094	1,118,897	30,337	134,073	15,391		1,298,699	27,845	1,326,544
Program Delivery	5,452,936	4,326,701	9,779,638	95,062	1,172,519	137,164		11,184,385	101,941	11,286,326
Incentives	4,288,590	3,154,390	7,442,981	27,029	1,122,221	82,957		8,675,186	97,910	8,773,096
Program Eval & Planning Svcs.	460,856	372,509	833,364	7,171	91,287	8,448		940,270	15,285	955,555
Program Marketing/Outreach	455,517	371,797	827,313	2,989	169,275	11,875		1,011,454	10,842	1,022,296
Program Quality Assurance	2,181	1,033	3,214	0	655	56		3,925	0	3,925
Outsourced Services	104,592	66,658	171,249	329	30,534	2,573		204,685	0	204,685
Trade Allies & Cust. Svc. Mgmt.	108,658	87,751	196,409	515	50,047	2,672		249,643	7,812	257,455
IT Services	200,038	164,218	364,254	2,333	68,693	4,700		439,981	10,346	450,327
Other Program Expenses - all	59,184	48,712	107,895	1,082	18,395	1,335		128,707	2,668	131,375
TOTAL PROGRAM EXPENSES	11,767,355	9,077,863	20,845,214	166,847	2,857,699	267,171	-	24,136,935	274,649	24,411,585
ADMINISTRATIVE COSTS										
Management & General (Notes 1 & 2)	330,975	255,329	586,306	4,693	80,378	7,513		678,891	7,725	686,616
Communications & Customer Svc (Notes 1 & 2)	264,050	203,700	467,748	3,744	64,125	5,995		541,613	6,163	547,776
Total Administrative Costs	595,025	459,029	1,054,054	8,437	144,503	13,508	0	1,220,504	13,888	1,234,392
TOTAL PROG & ADMIN EXPENSES	12,362,380	9,536,892	21,899,268	175,284	3,002,202	280,679	-	25,357,439	288,537	25,645,976
TOTAL REVENUE LESS EXPENSES	7,979,394	2,887,091	10,866,489	(175,284)	3,196,650	380,408	8,400	14,276,658	480,303	14,756,961
NET ASSETS - RESERVES										
Cumulative Carryover at 12/31/15 (Note 4)	23,006,283	7,481,737	30,488,020	1,032,752	6,430,003	229,935		38,180,711	257,872	38,438,582
Change in net assets this year	7,979,394	2,887,091	10,866,489	(175,284)	3,196,650	380,408	8,400	14,276,658	480,303	14,756,961
Ending Net Assets - Reserves	30,985,677	10,368,828	41,354,509	857,468	9,626,653	610,343	8,400	52,457,369	738,175	53,195,543
Ending Reserve by Category										
Program Reserves (Efficiency and Renewables)	30,985,677	10,368,828	41,354,509	857,468	9,626,653	610,343	8,400	52,457,369	738,175	53,195,543
Operational Contingency Pool										
Emergency Contingency Pool										
TOTAL NET ASSETS CUMULATIVE	30,985,677	10,368,828	41,354,509	857,468	9,626,653	610,343	8,400	52,457,369	738,175	53,195,543

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.
Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.
Note 3) Program Management costs include both outsourced and internal staff.
Note 4) Cumulative carryover at 12/31/2015 reflects audited results.

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Three Months Ending March 31, 2016
Unaudited

	RENEWABLE ENERGY			Avista Development	Other	TOTAL	Approved budget	Change	% Change
	PGE	PacifiCorp	Total			All Programs			
REVENUES									
Public Purpose Funding	\$2,365,086	\$1,787,326	\$4,152,412	\$7,200	0	\$25,375,271	\$25,531,867	(\$156,596)	-1%
Incremental Funding						19,187,278	19,815,506	(628,228)	-3%
Contributions								1,550	
Revenue from Investments					220,081	220,081	75,000	145,081	193%
TOTAL PROGRAM REVENUE	2,365,086	1,787,326	4,152,412	7,200	220,081	44,782,630	45,422,373	(639,743)	-1%
EXPENSES									
Program Management (Note 3)	164,394	87,541	251,935			1,578,479	1,797,562	219,083	12%
Program Delivery	72,320	37,034	109,353			11,395,679	11,581,227	185,548	2%
Incentives	2,294,771	726,292	3,021,064			11,794,160	13,295,485	1,501,325	11%
Program Eval & Planning Svcs.	26,247	11,052	37,299			992,854	1,253,842	260,988	21%
Program Marketing/Outreach	58,160	20,221	78,382			1,100,678	1,531,012	430,334	28%
Program Quality Assurance	0	0	0			3,925	0	(3,925)	
Outsourced Services	65,338	195,470	260,808			465,493	570,473	104,980	18%
Trade Allies & Cust. Svc. Mgmt.	13,662	4,369	18,030			275,485	212,423	(63,062)	-30%
IT Services	39,195	20,211	59,405			509,732	580,869	71,137	12%
Other Program Expenses - all	20,954	13,182	34,137			165,512	220,222	54,710	25%
TOTAL PROGRAM EXPENSES	2,755,041	1,115,372	3,870,414	-	-	28,281,999	31,043,115	2,761,116	9%
ADMINISTRATIVE COSTS									
Management & General (Notes 1 & 2)	77,490	31,372	108,862			795,478	909,753	114,275	13%
Communications & Customer Svc (Notes 1 & 2)	61,821	25,029	86,849			634,624	822,033	187,409	23%
Total Administrative Costs	139,311	56,401	195,711			1,430,103	1,731,786	301,683	17%
TOTAL PROG & ADMIN EXPENSES	2,894,352	1,171,773	4,066,124			29,712,101	32,774,902	3,062,801	9%
TOTAL REVENUE LESS EXPENSES	(529,266)	615,553	86,288	7,200	220,081	15,070,528	12,647,472	2,423,056	-19%
NET ASSETS - RESERVES									
Cumulative Carryover at 12/31/15 (Note 4)	10,144,625	10,910,203	21,054,828		8,739,885	68,233,295	65,564,916	2,668,379	4%
Change in net assets this year	(529,266)	615,553	86,288	7,200	220,081	15,070,528	12,647,472	2,423,056	-19%
Ending Net Assets - Reserves	9,615,359	11,525,756	21,141,116	7,200	8,959,966	83,303,824	78,212,388	5,091,436	7%
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables)	9,615,359	11,525,756	21,141,116	7,200		74,343,859			
Operational Contingency Pool					3,959,966	3,959,966			
Emergency Contingency Pool					5,000,000	5,000,000			
TOTAL NET ASSETS CUMULATIVE	9,615,359	11,525,756	21,141,116	7,200	8,959,966	83,303,824	78,212,388	5,091,436	7%

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.
Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.
Note 3) Program Management costs include both outsourced and internal staff.
Note 4) Cumulative carryover at 12/31/2012 reflects audited results.

Energy Trust of Oregon
Administrative Expenses
For the 1st Quarter and Three Months Ending March 31, 2016
(Unaudited)

EXPENSES	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE
Outsourced Services	\$77,632	\$125,375	\$47,743	\$77,632	\$125,375	\$47,743	\$195,200	\$307,750	\$112,550	\$195,200	\$307,750	\$112,550
Legal Services	1,515	2,500	985	1,515	2,500	985						
Salaries and Related Expenses	550,836	574,160	23,323	550,836	574,160	23,323	324,834	387,338	62,504	324,834	387,338	62,504
Supplies	1,646	1,338	(309)	1,646	1,338	(309)	320	250	(70)	320	250	(70)
Postage and Shipping Expenses	1,123		(1,123)	1,123		(1,123)	225		(225)	225		(225)
Printing and Publications	568	1,125	557	568	1,125	557		550	550		550	550
Travel	8,339	11,987	3,649	8,339	11,987	3,649	8,881	11,250	2,369	8,881	11,250	2,369
Conference, Training & Mtngs	10,062	33,110	23,048	10,062	33,110	23,048	4,825	4,000	(825)	4,825	4,000	(825)
Interest Expense and Bank Fees	1,621	625	(996)	1,621	625	(996)						
Miscellaneous Expenses							82		(82)	82		(82)
Dues, Licenses and Fees	862	3,355	2,493	862	3,355	2,493	2,454	4,000	1,546	2,454	4,000	1,546
Shared Allocation (Note 1)	39,560	51,167	11,608	39,560	51,167	11,608	28,068	35,123	7,055	28,068	35,123	7,055
IT Service Allocation (Note 2)	101,310	104,556	3,246	101,310	104,556	3,246	69,735	71,770	2,035	69,735	71,770	2,035
Planning & Eval	403	455	53	403	455	53						
TOTAL EXPENSES	795,478	909,753	114,276	795,478	909,753	114,276	634,624	822,031	187,407	634,624	822,031	187,407

Note 1) Represents allocation of Shared (General Office Management) Costs
Note 2) Represents allocation of Shared IT Costs

Energy Trust of Oregon
Energy Efficiency
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended March 31, 2016

	Quarter to Date			Total EE	Total Budget	Variance	Year to Date			Total EE	Total Budget	Variance
	Commercial	Industrial	Residential				Commercial	Industrial	Residential			
EXPENSES												
Program Management	\$ 572,157	\$ 341,398	\$ 412,990	\$ 1,326,544	\$ 1,503,869	\$ 177,324	\$ 572,157	\$ 341,398	\$ 412,990	\$ 1,326,544	\$ 1,503,869	\$ 177,324
Program Delivery	5,391,735	2,387,133	3,507,457	11,286,325	11,502,625	216,300	5,391,735	2,387,133	3,507,457	11,286,325	11,502,625	216,300
Incentives	3,001,619	1,043,857	4,727,620	8,773,096	10,218,588	1,445,492	3,001,619	1,043,857	4,727,620	8,773,096	10,218,588	1,445,492
Program Evaluation & Planning Svcs.	439,571	186,551	329,433	955,556	1,223,132	267,576	439,571	186,551	329,433	955,556	1,223,132	267,576
Program Marketing/Outreach	393,816	27,876	600,604	1,022,295	1,468,180	445,884	393,816	27,876	600,604	1,022,295	1,468,180	445,884
Program Quality Assurance			3,925	3,925		(3,925)			3,925	3,925		(3,925)
Outsourced Services	64,248		140,437	204,685	408,973	204,287	64,248		140,437	204,685	408,973	204,287
Trade Allies & Customer Svc. Mgmt.	46,962	9,211	201,281	257,454	197,723	(59,732)	46,962	9,211	201,281	257,454	197,723	(59,732)
IT Services	140,413	59,881	250,035	450,329	523,918	73,590	140,413	59,881	250,035	450,329	523,918	73,590
Other Program Expenses	35,103	30,296	65,976	131,375	149,052	17,676	35,103	30,296	65,976	131,375	149,052	17,676
TOTAL PROGRAM EXPENSES	10,085,624	4,086,203	10,239,758	24,411,585	27,196,060	2,784,473	10,085,624	4,086,203	10,239,758	24,411,585	27,196,060	2,784,473
ADMINISTRATIVE COSTS												
Management & General	285,991	114,931	285,694	686,616	806,675	120,059	285,991	114,931	285,694	686,616	806,675	120,059
Communications & Customer Service	226,313	91,691	229,771	547,775	728,892	181,117	226,313	91,691	229,771	547,775	728,892	181,117
Total Administrative Costs	512,304	206,622	515,465	1,234,391	1,535,567	301,175	512,304	206,622	515,465	1,234,391	1,535,567	301,175
Total Expenses	10,597,928	4,292,825	10,755,223	25,645,976	28,731,627	3,085,649	10,597,928	4,292,825	10,755,223	25,645,976	28,731,627	3,085,649

**Energy Trust of Oregon
Renewables
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended March 31, 2016**

	Quarter to Date					Year to Date				
	Solar	Other Renewable	Total RR	Total Budget	Variance	Solar	Other Renewable	Total RR	Total Budget	Variance
<u>EXPENSES</u>										
Program Management	\$ 132,281	\$ 119,654	\$ 251,935	\$ 293,694	\$ 41,759	\$ 132,281	\$ 119,654	\$ 251,935	\$ 293,694	\$ 41,759
Program Delivery	109,353		109,353	78,600	(30,753)	109,353		109,353	78,600	(30,753)
Incentives	2,542,031	479,033	3,021,064	3,076,898	55,834	2,542,031	479,033	3,021,064	3,076,898	55,834
Program Evaluation & Planning Svcs.	27,803	9,496	37,300	30,711	(6,589)	27,803	9,496	37,300	30,711	(6,589)
Program Marketing/Outreach	73,491	4,891	78,382	62,833	(15,549)	73,491	4,891	78,382	62,833	(15,549)
Outsourced Services	67,388	193,420	260,808	161,500	(99,308)	67,388	193,420	260,808	161,500	(99,308)
Trade Allies & Customer Svc. Mgmt.	17,632	398	18,030	14,700	(3,329)	17,632	398	18,030	14,700	(3,329)
IT Services	33,047	26,358	59,406	56,951	(2,454)	33,047	26,358	59,406	56,951	(2,454)
Other Program Expenses	17,301	16,836	34,137	71,171	37,034	17,301	16,836	34,137	71,171	37,034
TOTAL PROGRAM EXPENSES	3,020,327	850,086	3,870,415	3,847,059	(23,356)	3,020,327	850,086	3,870,414	3,847,059	(23,356)
<u>ADMINISTRATIVE COSTS</u>										
Management & General	84,952	23,910	108,862	103,079	(5,783)	84,952	23,910	108,862	103,079	(5,783)
Communications & Customer Service	67,774	19,075	86,849	93,139	6,291	67,774	19,075	86,849	93,139	6,291
Total Administrative Costs	152,726	42,985	195,711	196,218	508	152,726	42,985	195,711	196,218	508
Total Expenses	3,173,053	893,071	4,066,125	4,043,277	(22,848)	3,173,053	893,071	4,066,124	4,043,277	(22,848)