

Energy Trust of Oregon
BALANCE SHEET
September 30, 2016
(Unaudited)



	September 2016	August 2016	December 2015	September 2015	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	25,404,894	26,852,144	27,186,505	34,300,080	(1,447,250)	(1,781,611)	(8,895,186)
Investments	43,908,093	48,927,057	63,884,187	67,132,386	(5,018,964)	(19,976,094)	(23,224,293)
Receivables	127,192	164,457	374,615	269,258	(37,265)	(247,423)	(142,065)
Prepaid Expenses	451,839	438,724	479,349	494,000	13,115	(27,510)	(42,161)
Advances to Vendors	2,042,069	756,099	2,049,018	2,164,517	1,285,970	(6,949)	(122,448)
Total Current Assets	71,934,087	77,138,481	93,973,675	104,360,241	(5,204,393)	(22,039,587)	(32,426,154)
Fixed Assets							
Computer Hardware and Software	3,671,135	3,671,135	3,509,829	3,481,079	-	161,306	190,056
Software Development in Progress	-	-	150,148	133,154.24	-	(150,148)	(133,154)
Leasehold Improvements	318,964	318,964	318,964	318,964	-	-	-
Office Equipment and Furniture	701,604	701,604	701,604	698,874	-	-	2,730
Total Fixed Assets	4,691,703	4,691,703	4,680,545	4,632,071	-	11,158	59,632
Less Depreciation	(3,378,519)	(3,299,112)	(2,672,098)	(2,443,554)	(79,407)	(706,422)	(934,966)
Net Fixed Assets	1,313,184	1,392,591	2,008,447	2,188,518	(79,407)	(695,264)	(875,334)
Other Assets							
Deposits	223,339	223,339	132,340	132,340	-	90,999	90,999
Deferred Compensation Asset	788,418	785,558	724,981	707,711	2,860	63,437	80,707
Note Receivable, net of allowance	288,909	88,909	85,609	86,789.07	200,000	203,300	202,120
Total Other Assets	1,300,666	1,097,806	942,930	926,840	202,860	357,736	373,825
Total Assets	74,547,937	79,628,878	96,925,052	107,475,599	(5,080,941)	(22,377,115)	(32,927,662)
Current Liabilities							
Accounts Payable and Accruals	9,309,069	8,634,619	26,910,003	8,516,029	674,450	(17,600,934)	793,040
Payable	830,087	845,351	735,510	754,791	(15,264)	94,577	75,296
Total Current Liabilities	10,139,156	9,479,970	27,645,513	9,270,820	659,186	(17,506,357)	868,336
Long Term Liabilities							
Deferred Rent	514,402	498,532	314,472	324,686	15,871	199,930	189,716
Deferred Compensation Payable	791,218	785,558	727,781	707,711	5,660	63,437	83,507
Other Long-Term Liabilities	4,290	4,290	3,990	6,630	-	300	(2,340)
Total Long-Term Liabilities	1,309,910	1,288,379	1,046,243	1,039,027	21,530	263,667	270,883
Total Liabilities	11,449,066	10,768,349	28,691,756	10,309,847	680,717	(17,242,690)	1,139,219
Net Assets							
Unrestricted Net Assets	63,098,871	68,860,529	68,233,296	97,165,752	(5,761,658)	(5,134,425)	(34,066,881)
Total Net Assets	63,098,871	68,860,529	68,233,296	97,165,752	(5,761,658)	(5,134,425)	(34,066,881)
Total Liabilities and Net Assets	74,547,937	79,628,878	96,925,052	107,475,599	(5,080,941)	(22,377,115)	(32,927,662)

Energy Trust of Oregon
Quarterly Income Statement
For the Nine Months Ending September 30, 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	\$8,599,926	\$9,386,665	(\$786,738)	\$27,503,553	\$28,263,001	(\$759,449)
Public Purpose Funding-PacifiCorp	6,709,413	6,633,259	76,155	21,061,146	20,345,438	715,708
Public Purpose Funding-NW Natural	1,106,193	1,391,230	(285,037)	10,944,029	12,070,209	(1,126,180)
Public Purpose Funding-Cascade	191,499	162,351	29,148	1,232,752	1,337,958	(105,206)
Public Purpose Funding-Avista	46,800		46,800	109,200		109,200
Total Public Purpose Funding	16,653,831	17,573,504	(919,673)	60,850,680	62,016,606	(1,165,926)
Incremental Funding - PGE	9,728,307	10,093,799	(365,492)	31,473,972	31,755,289	(281,317)
Incremental Funding - PacifiCorp	7,352,186	6,182,699	1,169,487	18,530,940	19,392,949	(862,008)
Incremental Funding - NW Natural	1,009,018	1,071,908	(62,890)	2,018,035	2,143,816	(125,781)
NW Natural - Washington	768,839	870,618	(101,779)	1,537,679	1,741,236	(203,557)
Interest Income	103,378	75,000	28,378	452,756	225,000	227,756
TOTAL REVENUE	35,615,559	35,867,527	(251,969)	114,864,062	117,274,896	(2,410,834)
Program Management	1,841,061	2,133,090	292,029	5,145,311	5,735,517	590,206
Program Delivery	11,640,650	12,188,045	547,395	34,911,774	35,600,666	688,892
Incentives	24,864,396	20,927,923	(3,936,474)	63,842,403	57,351,970	(6,490,434)
Program Evaluation and Planning Services	1,254,132	1,228,280	(25,851)	3,473,181	3,732,163	258,981
Program Marketing/Outreach	1,440,310	1,489,564	49,254	3,994,498	4,536,807	542,309
Program Legal Services	3,672		(3,672)	6,885		(6,885)
Program Quality Assurance	10,368	16,667	6,299	23,975	33,333	9,358
Outsourced Services	473,528	565,791	92,263	1,191,224	1,667,305	476,081
Trade Allies & Customer Service Management	205,190	213,273	8,082	724,118	638,466	(85,652)
IT Services	524,064	602,840	78,776	1,541,269	1,773,550	232,281
Other Program Expenses	224,576	221,069	(3,507)	590,196	658,360	68,164
TOTAL PROGRAM EXPENSES	42,481,946	39,586,542	(2,895,404)	115,444,834	111,728,137	(3,716,697)
Management & General	852,954	846,021	(6,933)	2,519,278	2,673,313	154,036
Communications & Customer Svc	747,804	855,496	107,691	2,034,375	2,378,541	344,167
Total Administrative Costs	1,600,758	1,701,516	100,758	4,553,653	5,051,854	498,202
Total Expenses	44,082,704	41,288,058	(2,794,646)	119,998,487	116,779,991	(3,218,495)
REVENUE LESS EXPENSES	(8,467,145)	(5,420,531)	(3,046,615)	(5,134,425)	494,905	(5,629,329)

Energy Trust of Oregon
Quarterly Income Statement
For the Nine Months Ending September 30, 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	\$8,599,926	\$9,474,129	(\$874,202)	\$27,503,553	\$28,306,675	(\$803,123)
Public Purpose Funding-PacifiCorp	6,709,413	6,912,903	(203,490)	21,061,146	20,704,588	356,558
Public Purpose Funding-NW Natural	1,106,193	1,249,838	(143,645)	10,944,029	10,969,207	(25,178)
Public Purpose Funding-Cascade	191,499	97,789	93,710	1,232,752	995,458	237,294
Public Purpose Funding-Avista	46,800		46,800	109,200		109,200
Total Public Purpose Funding	16,653,831	17,734,658	(1,080,826)	60,850,680	60,975,928	(125,249)
Incremental Funding - PGE	9,728,307	10,627,339	(899,032)	31,473,972	32,479,941	(1,005,969)
Incremental Funding - PacifiCorp	7,352,186	5,231,174	2,121,012	18,530,940	16,278,810	2,252,130
Incremental Funding - NW Natural	1,009,018	1,026,144	(17,126)	2,018,035	2,052,288	(34,253)
NW Natural - Washington	768,839		768,839	1,537,679	678,392	859,287
Contributions		350	(350)		1,050	(1,050)
Interest Income	103,378	153,448	(50,070)	452,756	463,812	(11,057)
TOTAL REVENUE	35,615,559	34,773,113	842,446	114,864,062	112,930,221	1,933,839
Program Management	1,841,061	1,568,660	(272,401)	5,145,311	4,782,837	(362,474)
Program Delivery	11,640,650	10,788,976	(851,674)	34,911,774	33,141,802	(1,769,971)
Incentives	24,864,396	18,260,702	(6,603,695)	63,842,403	50,596,993	(13,245,410)
Program Evaluation and Planning Services	1,254,132	1,022,965	(231,166)	3,473,181	2,886,905	(586,277)
Program Marketing/Outreach	1,440,310	1,213,592	(226,718)	3,994,498	3,788,047	(206,451)
Program Legal Services	3,672		(3,672)	6,885		(6,885)
Program Quality Assurance	10,368	13,235	2,867	23,975	32,809	8,834
Outsourced Services	473,528	403,640	(69,888)	1,191,224	1,106,542	(84,682)
Trade Allies & Customer Service Management	205,190	223,162	17,972	724,118	717,955	(6,163)
IT Services	524,064	518,479	(5,585)	1,541,269	1,300,974	(240,296)
Other Program Expenses	224,576	135,252	(89,323)	590,196	501,617	(88,579)
TOTAL PROGRAM EXPENSES	42,481,946	34,148,664	(8,333,282)	115,444,834	98,856,481	(16,588,354)
Management & General	852,954	737,407	(115,546)	2,519,278	2,164,931	(354,347)
Communications & Customer Svc	747,804	692,445	(55,360)	2,034,375	1,970,182	(64,193)
Total Administrative Costs	1,600,758	1,429,852	(170,906)	4,553,653	4,135,113	(418,540)
Total Expenses	44,082,704	35,578,516	(8,504,188)	119,998,487	102,991,594	(17,006,894)
REVENUE LESS EXPENSES	(8,467,145)	(805,403)	(7,661,742)	(5,134,425)	9,938,627	(15,073,055)

Energy Trust of Oregon
Statement of Functional Expenses
For the Nine Months Ending September 30, 2016
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Avista Development	Total	Budget	Variance	% Var
Program Expenses											
Incentives	53,455,569	10,386,834	63,842,403					63,842,403	57,351,970	\$(6,490,433)	-11%
Program Management & Delivery	39,103,747	311,570	39,415,317				925	39,416,242	40,692,639	\$ 1,276,397	3%
Payroll and Related Expenses	2,564,970	773,849	3,338,819	1,717,631	978,891	2,696,522	19,469	6,054,809	6,418,846	364,037	6%
Outsourced Services	3,457,684	724,983	4,182,667	277,554	680,449	958,002		5,140,670	6,331,513	1,190,843	19%
Planning and Evaluation	1,732,077	57,574	1,789,651	1,280		1,280		1,790,930	1,905,146	114,216	6%
Customer Service Management	404,691	97,070	501,761					501,761	376,976	(124,785)	-33%
Trade Allies Network	208,188	14,169	222,357					222,357	268,990	46,633	17%
Total Program Expenses	100,926,925	12,366,050	113,292,975	1,996,464	1,659,340	3,655,804	20,394	116,969,173	113,346,079	(3,623,092)	-3%
Program Support Costs											
Supplies	5,168	1,781	6,949	5,968	2,773	8,741		15,690	25,480	9,790	38%
Postage and Shipping Expenses	1,749	603	2,352	2,228	883	3,112		5,464	7,936	2,472	31%
Telephone	2,136	737	2,873	1,146	802	1,949		4,822	12,936	8,114	63%
Printing and Publications	1,519	65	1,584	3,174	70	3,245		4,828	71,084	66,256	93%
Occupancy Expenses	175,099	60,400	235,500	93,976	65,763	159,739		395,239	394,904	(335)	0%
Insurance	22,934	7,911	30,845	12,309	8,613	20,922		51,767	56,317	4,550	8%
Equipment	6,078	40,050	46,129	3,262	2,283	5,545		51,674	105,541	53,867	51%
Travel	39,418	15,545	54,962	28,054	35,144	63,197		118,160	125,567	7,407	6%
Meetings, Trainings & Conferences	27,049	9,982	37,031	35,529	12,382	47,911		84,942	160,434	75,492	47%
Interest Expense and Bank Fees				1,621		1,621		1,621	1,875	254	14%
Depreciation & Amortization	39,479	13,618	53,098	21,189	14,828	36,016		89,114	89,447	333	0%
Dues, Licenses and Fees	42,230	9,910	52,140	7,762	8,631	16,394		68,533	69,062	529	1%
Miscellaneous Expenses	66,564	170	66,734	265	12,005	12,270		79,004	1,408	(77,596)	-5511%
IT Services	1,361,646	179,623	1,541,269	306,330	210,856	517,186		2,058,455	2,311,922	253,467	11%
Total Program Support Costs	1,791,070	340,396	2,131,465	522,814	375,035	897,849	0	3,029,314	3,433,913	404,599	12%
TOTAL EXPENSES	102,717,995	12,706,446	115,424,440	2,519,278	2,034,375	4,553,651	20,394	119,998,487	116,779,992	(3,218,494)	-3%
OPUC Measure vs. 8%	5.9%										

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Nine Months Ending September 30, 2016
Unaudited

	ENERGY EFFICIENCY									
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Avista	Oregon Total	NWN WA	ETO Total
REVENUES										
Public Purpose Funding	21,337,352	16,422,226	37,759,578	0	10,944,029	1,232,752	58,800	49,995,159	0	49,995,159
Incremental Funding	31,473,972	18,530,940	50,004,912	2,018,035				52,022,947	1,537,679	53,560,626
Contributions										
Revenue from Investments										
TOTAL PROGRAM REVENUE	52,811,324	34,953,166	87,764,490	2,018,035	10,944,029	1,232,752	58,800	102,018,106	1,537,679	103,555,785
EXPENSES										
Program Management (Note 3)	2,216,123	1,435,367	3,651,493	139,225	428,925	58,914	687	4,279,242	71,826	4,351,068
Program Delivery	18,172,766	11,822,780	29,995,547	477,852	3,305,817	460,834	4805	34,244,856	355,348	34,600,204
Incentives	27,915,042	17,430,725	45,345,768	1,047,237	5,895,996	664,213	7955	52,961,166	494,403	53,455,569
Program Eval & Planning Svcs.	1,747,948	1,167,572	2,915,520	51,116	305,165	34,575	317	3,306,692	54,463	3,361,155
Program Marketing/Outreach	1,908,012	1,248,273	3,156,285	20,314	566,399	47,970	652	3,791,619	33,691	3,825,310
Program Legal Services	0	0	0	0	0	0	0	0	0	0
Program Quality Assurance	12,436	6,141	18,577	0	4,425	452	13	23,468	0	23,468
Outsourced Services	318,249	192,168	510,419	7,403	164,585	9,068	174	691,647	5,625	697,272
Trade Allies & Cust. Svc. Mgmt.	282,851	192,631	475,480	3,779	105,451	8,031	154	592,895	19,983	612,878
IT Services	651,440	448,991	1,100,432	14,829	198,013	16,851	237	1,330,361	31,285	1,361,646
Other Program Expenses - all	215,674	149,406	365,079	7,589	33,387	4,276	49	410,382	19,042	429,424
TOTAL PROGRAM EXPENSES	53,440,541	34,094,054	87,534,600	1,769,344	11,008,163	1,305,184	15,043	101,632,328	1,085,666	102,717,995
ADMINISTRATIVE COSTS										
Management & General (Notes 1&2)	1,166,403	744,143	1,910,547	38,618	240,267	28,486	328	2,218,248	23,696	2,241,944
Communications & Customer Svc (Notes 1&2)	941,898	600,914	1,542,812	31,185	194,021	23,005	265	1,791,285	19,135	1,810,420
Total Administrative Costs	2,108,301	1,345,057	3,453,359	69,803	434,288	51,491	593	4,009,533	42,831	4,052,364
TOTAL PROG & ADMIN EXPENSES	55,548,842	35,439,111	90,987,959	1,839,147	11,442,451	1,356,675	15,636	105,641,861	1,128,497	106,770,358
TOTAL REVENUE LESS EXPENSES	(2,737,518)	(485,945)	(3,223,469)	178,888	(498,422)	(123,923)	43,164	(3,623,755)	409,182	(3,214,573)
NET ASSETS - RESERVES										
Cumulative Carryover at 12/31/15	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	(2,737,518)	(485,945)	(3,223,469)	178,888	(498,422)	(123,923)	43,164	(3,623,755)	409,182	(3,214,573)
Ending Net Assets - Reserves	20,268,765	6,995,792	27,264,551	1,211,640	5,931,581	106,012	43,164	34,556,956	667,054	35,224,009
Ending Reserve by Category										
Program Reserves (Efficiency and Renewables)	20,268,765	6,995,792	27,264,551	1,211,640	5,931,581	106,012	43,164	34,556,956	667,054	35,224,009
Operational Contingency Pool										
Emergency Contingency Pool										
TOTAL NET ASSETS CUMULATIVE	20,268,765	6,995,792	27,264,551	1,211,640	5,931,581	106,012	43,164	34,556,956	667,054	35,224,009

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 Nine Months Ending September 30, 2016
Unaudited

	RENEWABLE ENERGY			Avista Development	Other	TOTAL	Approved budget	Change	% Change
	PGE	PacifiCorp	Total			All Programs			
REVENUES									
Public Purpose Funding	6,166,201	4,638,920	10,805,120	50,400	0	60,850,680	62,016,606	(\$1,165,926)	-2%
Incremental Funding						53,560,626	55,033,290	(1,472,664)	-3%
Contributions								1,550	
Revenue from Investments					452,756	452,756	225,000	227,756	101%
TOTAL PROGRAM REVENUE	6,166,201	4,638,920	10,805,120	50,400	452,756	114,864,062	117,274,896	(2,410,834)	-2%
EXPENSES									
Program Management (Note 3)	442,200	331,650	773,849	20,394		5,145,311	5,735,517	590,206	10%
Program Delivery	185,267	126,304	311,570	-		34,911,774	35,600,667	688,893	2%
Incentives	6,298,045	4,088,789	10,386,834	-		63,842,403	57,351,970	(6,490,433)	-11%
Program Eval & Planning Svcs.	66,026	46,000	112,025	-		3,473,180	3,732,164	258,984	7%
Program Marketing/Outreach	98,669	70,520	169,188	-		3,994,498	4,536,808	542,310	12%
Program Legal Services	4,203	2,682	6,885	-		6,885	0		
Program Quality Assurance	0	507	507	-		23,975	33,333	9,358	
Outsourced Services	132,710	361,240	493,950	-		1,191,222	1,667,306	476,084	29%
Trade Allies & Cust. Svc. Mgmt.	67,834	43,405	111,239	-		724,117	638,466	(85,651)	-13%
IT Services	103,410	76,213	179,623	-		1,541,269	1,773,550	232,281	13%
Other Program Expenses - all	88,535	72,238	160,773	-		590,197	658,361	68,164	10%
TOTAL PROGRAM EXPENSES	7,486,899	5,219,548	12,706,446	20,394	-	115,444,831	111,728,142	(3,716,689)	-3%
ADMINISTRATIVE COSTS									
Management & General (Notes 1&2)	163,410	113,922	277,334	-		2,519,278	2,673,316	154,038	6%
Communications & Customer Svc (Notes 1&2)	131,958	91,996	223,953	-		2,034,375	2,378,540	344,165	14%
Total Administrative Costs	295,368	205,918	501,287	-	-	4,553,651	5,051,856	498,205	10%
TOTAL PROG & ADMIN EXPENSES	7,782,267	5,425,466	13,207,730	20,394	-	119,998,487	116,779,998	(3,218,488)	-3%
TOTAL REVENUE LESS EXPENSES	(1,616,066)	(786,546)	(2,402,610)	30,006	452,756	(5,134,425)	494,897	(5,629,321)	-1137%
NET ASSETS - RESERVES									
Cumulative Carryover at 12/31/15	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	(1,616,066)	(786,546)	(2,402,610)	30,006	452,756	(5,134,425)	494,897	(5,629,322)	-1137%
Ending Net Assets - Reserves	8,528,559	10,123,657	18,652,218	30,006	9,192,641	63,098,873	66,059,813	(2,960,940)	-4%
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables)	8,528,559	10,123,657	18,652,218	30,006		53,906,233			
Operational Contingency Pool					4,192,641	4,192,641			
Emergency Contingency Pool					5,000,000	5,000,000			
TOTAL NET ASSETS CUMULATIVE	8,528,559	10,123,657	18,652,218	30,006	9,192,641	63,098,872	66,059,813	(2,960,940)	-4%

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 3rd Quarter and Nine Months Ending September 30, 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	\$93,616	\$60,375	(\$33,241)	\$275,464	\$315,125	\$39,661	\$300,560	\$338,500	\$37,940	\$680,449	\$831,875	\$151,426
Legal Services		2,500	2,500	2,090	7,500	5,410						
Salaries and Related Expenses	578,793	571,160	(7,633)	1,717,631	1,724,479	6,848	311,599	387,338	75,739	978,891	1,162,014	183,123
Supplies	1,423	1,338	(85)	3,197	4,013	815	150	250	100	834	750	(84)
Postage and Shipping Expenses	167		(167)	1,290		(1,290)				227		(227)
Printing and Publications	1,163	1,125	(38)	3,074	3,375	301		550	550		1,650	1,650
Travel	9,270	11,987	2,717	28,054	35,962	7,909	13,108	11,250	(1,858)	35,144	33,750	(1,393)
Conference, Training & Mtngs	12,647	34,610	21,963	35,529	99,180	63,651	2,820	4,000	1,180	12,382	12,000	(382)
Interest Expense and Bank Fees		625	625	1,621	1,875	254						
Miscellaneous Expenses							11,738		(11,738)	11,820		(11,820)
Dues, Licenses and Fees	360	2,175	1,815	7,762	7,705	(57)	1,602	4,000	2,398	8,631	12,000	3,369
Shared Allocation (Note 1)	50,942	51,167	225	135,958	153,502	17,545	34,533	35,123	590	95,141	105,368	10,228
IT Service Allocation (Note 2)	104,159	108,511	4,352	306,330	319,238	12,909	71,696	74,485	2,789	210,856	219,134	8,277
Planning & Eval	414	448	33	1,280	1,359	79						
TOTAL EXPENSES	852,954	846,021	(6,933)	2,519,278	2,673,313	154,036	747,804	855,496	107,691	2,034,375	2,378,541	344,167

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 September 30, 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	\$ 634,703	\$ 423,498	\$ 505,205	\$ 1,563,406	\$ 1,863,396	\$ 299,990	\$ 1,814,385	\$ 1,107,314	\$ 1,429,369	\$ 4,351,068	\$ 4,902,435	\$ 551,367
Program Delivery	5,446,627	2,507,864	3,589,207	11,543,698	12,076,445	532,747	16,688,753	7,367,382	10,544,069	34,600,203	35,321,966	721,763
Incentives	9,692,189	3,688,127	8,178,512	21,558,827	17,324,626	(4,234,201)	23,854,574	8,605,236	20,995,759	53,455,569	45,998,120	(7,457,450)
Program Evaluation & Planning Svcs.	697,188	172,064	352,350	1,221,603	1,197,912	(23,691)	1,784,493	475,987	1,100,676	3,361,156	3,640,334	279,178
Program Marketing/Outreach	518,118	68,314	827,936	1,414,368	1,426,731	12,363	1,500,892	159,675	2,164,741	3,825,309	4,340,807	515,498
Program Quality Assurance			10,368	10,368	16,667	6,299			23,468	23,468	33,333	9,865
Outsourced Services	57,007	87,292	240,187	384,485	381,791	(2,694)	164,310	94,025	438,938	697,273	1,160,305	463,032
Trade Allies & Customer Svc. Mgmt.	37,306	6,261	120,193	163,760	198,514	34,754	131,013	25,140	456,726	612,879	594,282	(18,596)
IT Services	144,360	61,565	257,064	462,988	543,735	80,746	424,562	181,061	756,023	1,361,646	1,599,663	238,017
Other Program Expenses	48,064	39,013	52,986	140,063	151,598	11,535	137,838	104,386	187,199	429,423	448,248	18,825
TOTAL PROGRAM EXPENSES	17,275,562	7,053,998	14,134,008	39,842,844	35,181,415	(4,180,825)	46,500,820	18,120,206	38,096,968	102,717,995	98,039,493	(4,678,501)
ADMINISTRATIVE COSTS												
Management & General	348,925	142,732	282,651	774,308	750,163	(24,144)	1,020,546	395,495	825,903	2,241,944	2,370,416	128,472
Communications & Customer Service	304,180	124,213	248,865	677,258	758,565	81,307	819,585	319,372	671,465	1,810,422	2,109,043	298,622
Total Administrative Costs	653,105	266,945	531,516	1,451,566	1,508,728	57,163	1,840,131	714,867	1,497,368	4,052,366	4,479,459	427,094
Total Expenses	17,928,667	7,320,943	14,665,524	41,294,410	36,690,143	(4,123,662)	48,340,951	18,835,073	39,594,336	106,770,358	102,518,952	(4,251,407)

**Energy Trust of Oregon
Renewables
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended September 30, 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	140,165	126,846	267,011	269,694	2,683	414,700	359,149	773,849	833,082	59,233
Program Delivery	96,952		96,952	111,600	14,648	311,570		311,570	278,700	(32,870)
Incentives	2,675,928	629,641	3,305,569	3,603,296	297,727	7,793,202	2,593,632	10,386,834	11,353,850	967,016
Program Evaluation & Planning Svcs.	22,752	9,777	32,529	30,368	(2,161)	81,841	30,184	112,025	91,829	(20,197)
Program Marketing/Outreach	14,467	11,475	25,942	62,833	36,891	142,957	26,231	169,189	196,000	26,811
Program Legal Services	3,672		3,672		(3,672)	6,885		6,885		(6,885)
Program Quality Assurance							507	507		(507)
Outsourced Services	25,800	63,243	89,043	184,000	94,957	191,479	302,471	493,951	507,000	13,049
Trade Allies & Customer Svc. Mgmt.	41,154	277	41,430	14,759	(26,672)	110,227	1,012	111,239	44,183	(67,056)
IT Services	33,976	27,099	61,076	59,105	(1,970)	99,925	79,698	179,623	173,887	(5,736)
Other Program Expenses	64,795	19,718	84,513	69,471	(15,042)	104,476	56,297	160,773	210,112	49,339
TOTAL PROGRAM EXPENSES	3,119,661	888,076	4,007,737	4,405,126	397,389	9,257,262	3,449,181	12,706,445	13,688,643	982,197
<u>ADMINISTRATIVE COSTS</u>										
Management & General	61,862	16,784	78,646	95,858	17,211	202,051	75,283	277,333	302,897	25,564
Communications & Customer Service	54,921	15,626	70,546	96,931	26,385	163,161	60,792	223,953	269,498	45,545
Total Administrative Costs	116,783	32,410	149,192	192,789	43,596	365,212	136,075	501,286	572,395	71,109
Total Expenses	3,236,444	920,486	4,156,929	4,597,915	440,985	9,622,474	3,585,256	13,207,730	14,261,038	1,053,306