

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



	June 2016	May 2016	December 2015	June 2015	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets							
Cash & Cash Equivalents	30,750,789	31,919,401	27,186,505	33,020,705	(1,168,612)	3,564,283	(2,269,916)
Investments	51,703,074	55,281,845	63,884,187	69,557,425	(3,578,771)	(12,181,113)	(17,854,351)
Receivables	204,067	318,597	374,615	337,382	(114,530)	(170,548)	(133,314)
Prepaid Expenses	461,467	587,862	479,349	425,506	(126,395)	(17,882)	35,961
Advances to Vendors	2,064,997	707,886	2,049,018	1,828,314	1,357,111	15,979	236,683
Total Current Assets	85,184,394	88,815,591	93,973,675	105,169,332	(3,631,197)	(8,789,281)	(19,984,938)
Fixed Assets							
Computer Hardware and Software	3,671,135	3,671,135	3,509,829	3,176,080	0	161,306	495,055
Software Development	0	0	150,148	280,462.23	0	(150,148)	(280,462)
Leasehold Improvements	318,964	318,964	318,964	318,964	0	0	0
Office Equipment and Furniture	701,604	701,604	701,604	698,874	0	0	2,730
Total Fixed Assets	4,691,703	4,691,703	4,680,545	4,474,381	0	11,158	217,322
Less Depreciation	(3,139,792)	(3,060,132)	(2,672,098)	(2,197,751)	(79,660)	(467,694)	(942,041)
Net Fixed Assets	1,551,911	1,631,572	2,008,447	2,276,630	(79,660)	(456,536)	(724,718)
Other Assets							
Rental Deposit	223,339	223,339	132,340	132,340	0	90,999	90,999
Deferred Compensation Asset	771,439	768,579	724,981	682,961	2,860	46,458	88,478
Receivable	88,909	85,609	85,609	86,789.07	3,300	3,300	2,120
Total Other Assets	1,083,687	1,077,527	942,930	902,090	6,160	140,757	181,597
Total Assets	87,819,992	91,524,689	96,925,052	108,348,051	(3,704,697)	(9,105,060)	(20,528,059)
Current Liabilities							
Accounts Payable and Accruals	14,140,008	8,497,977	26,910,003	8,555,832	5,642,031	(12,769,995)	5,584,176
Payable	896,491	876,026	735,510	799,702	20,464	160,981	96,788
Total Current Liabilities	15,036,499	9,374,003	27,645,513	9,355,534	5,662,496	(12,609,014)	5,680,964
Long Term Liabilities							
Deferred Rent	438,949	367,396	314,472	333,021	71,553	124,477	105,928
Deferred Compensation Payable	774,239	768,579	727,781	682,961	5,660	46,458	91,278
Other Long-Term Liabilities	4,290	4,290	3,990	5,380	0	300	(1,090)
Total Long-Term Liabilities	1,217,478	1,140,265	1,046,243	1,021,362	77,213	171,235	196,116
Total Liabilities	16,253,976	10,514,268	28,691,756	10,376,896	5,739,708	(12,437,780)	5,877,080
Net Assets							
Unrestricted Net Assets	71,566,016	81,010,421	68,233,296	97,971,155	(9,444,405)	3,332,720	(26,405,139)
Total Net Assets	71,566,016	81,010,421	68,233,296	97,971,155	(9,444,405)	3,332,720	(26,405,139)
Total Liabilities and Net Assets	87,819,992	91,524,689	96,925,052	108,348,051	(3,704,697)	(9,105,060)	(20,528,059)

Energy Trust of Oregon
Quarterly Income Statement
For the Six Months Ending June 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	\$8,399,021	\$8,629,595	(\$230,574)	\$18,903,626	\$18,876,337	\$27,290
Public Purpose Funding-PacifiCorp	6,356,607	6,231,087	125,521	14,351,733	13,712,179	639,554
Public Purpose Funding-NW Natural	3,638,984	3,671,929	(32,946)	9,837,836	10,678,979	(841,143)
Public Purpose Funding-Cascade	380,166	378,624	1,542	1,041,253	1,175,607	(134,354)
Public Purpose Funding-Avista	46,800		46,800	62,400		62,400
Total Public Purpose Funding	18,821,578	18,911,234	(89,657)	44,196,848	44,443,102	(246,253)
Incremental Funding - PGE	9,543,410	9,481,244	62,166	21,745,665	21,661,491	84,175
Incremental Funding - PacifiCorp	4,962,571	5,574,990	(612,419)	11,178,754	13,210,250	(2,031,496)
Incremental Funding - NW Natural	1,009,017	1,071,908	(62,891)	1,009,017	1,071,908	(62,891)
NW Natural - Washington		870,618	(870,618)	768,840	870,618	(101,778)
Interest Income	129,297	75,000	54,297	349,378	150,000	199,378
TOTAL REVENUE	34,465,873	35,984,994	(1,519,122)	79,248,502	81,407,369	(2,158,865)
Program Management	1,725,771	1,804,864	79,093	3,304,250	3,602,427	298,177
Program Delivery	11,875,445	11,831,396	(44,050)	23,271,124	23,412,621	141,497
Incentives	27,183,847	23,128,561	(4,055,286)	38,978,007	36,424,047	(2,553,960)
Program Evaluation and Planning Services	1,226,194	1,250,039	23,845	2,219,050	2,503,882	284,832
Program Marketing/Outreach	1,453,510	1,516,230	62,720	2,554,188	3,047,243	493,055
Program Legal Services	3,213		(3,213)	3,213		(3,213)
Program Quality Assurance	9,682	16,667	6,984	13,607	16,667	3,059
Outsourced Services	252,202	531,041	278,839	717,696	1,101,514	383,818
Trade Allies & Customer Service Management	243,443	212,770	(30,673)	518,927	425,193	(93,734)
IT Services	507,471	589,841	82,370	1,017,205	1,170,711	153,505
Other Program Expenses	200,109	217,069	16,960	365,620	437,291	71,671
TOTAL PROGRAM EXPENSES	44,680,889	41,098,478	(3,582,410)	72,962,887	72,141,596	(821,293)
Management & General	870,846	917,539	46,693	1,666,324	1,827,293	160,969
Communications & Customer Svc	651,946	701,015	49,068	1,286,570	1,523,046	236,475
Total Administrative Costs	1,522,792	1,618,554	95,761	2,952,894	3,350,339	397,444
Total Expenses	46,203,681	42,717,032	(3,486,649)	75,915,783	75,491,933	(423,849)
REVENUE LESS EXPENSES	(11,737,808)	(6,732,038)	(5,005,770)	3,332,720	5,915,436	(2,582,716)

Energy Trust of Oregon
Quarterly Income Statement
For the Six Months Ending June 30, 2016
(Unaudited)

	Quarter-to-date			Year-to-date		
	Actual	PY Actual	Variance	Actual	Prior YTD Actual	Variance
Public Purpose Funding-PGE	\$8,399,021	\$8,609,576	(\$210,555)	\$18,903,626	\$18,832,547	\$71,080
Public Purpose Funding-PacifiCorp	6,356,607	6,267,216	89,391	14,351,733	13,791,686	560,047
Public Purpose Funding-NW Natural	3,638,984	3,341,971	297,013	9,837,836	9,719,369	118,467
Public Purpose Funding-Cascade	380,166	289,108	91,058	1,041,253	897,669	143,584
Public Purpose Funding-Avista	46,800		46,800	62,400		62,400
Total Public Purpose Funding	18,821,578	18,507,871	313,707	44,196,848	43,241,271	955,578
Incremental Funding - PGE	9,543,410	9,564,894	(21,484)	21,745,665	21,852,602	(106,937)
Incremental Funding - PacifiCorp	4,962,571	4,662,323	300,248	11,178,754	11,047,636	131,118
Incremental Funding - NW Natural	1,009,017	1,026,144	(17,127)	1,009,017	1,026,144	(17,127)
NW Natural - Washington		678,392	(678,392)	768,840	678,392	90,448
Contributions		700	(700)		700	(700)
Interest Income	129,297	116,133	13,164	349,378	310,364	39,013
TOTAL REVENUE	34,465,873	34,556,457	(90,584)	79,248,502	78,157,109	1,091,393
Program Management	1,725,771	1,472,916	(252,855)	3,304,250	3,214,177	(90,073)
Program Delivery	11,875,445	11,015,193	(860,253)	23,271,124	22,352,826	(918,298)
Incentives	27,183,847	23,250,488	(3,933,359)	38,978,007	32,336,292	(6,641,715)
Program Evaluation and Planning Services	1,226,194	1,019,708	(206,486)	2,219,050	1,863,939	(355,111)
Program Marketing/Outreach	1,453,510	1,447,126	(6,384)	2,554,188	2,574,455	20,267
Program Legal Services	3,213		(3,213)	3,213		(3,213)
Program Quality Assurance	9,682		(9,682)	13,607	19,574	5,966
Outsourced Services	252,202	376,405	124,203	717,696	702,902	(14,794)
Trade Allies & Customer Service Management	243,443	247,582	4,138	518,927	494,793	(24,135)
IT Services	507,471	410,107	(97,364)	1,017,205	782,494	(234,711)
Other Program Expenses	200,109	187,582	(12,526)	365,620	366,364	744
TOTAL PROGRAM EXPENSES	44,680,889	39,427,107	(5,253,781)	72,962,887	64,707,816	(8,255,073)
Management & General	870,846	716,401	(154,445)	1,666,324	1,427,523	(238,801)
Communications & Customer Svc	651,946	547,564	(104,383)	1,286,570	1,277,737	(8,833)
Total Administrative Costs	1,522,792	1,263,965	(258,828)	2,952,894	2,705,260	(247,634)
Total Expenses	46,203,681	40,691,072	(5,512,609)	75,915,783	67,413,076	(8,502,707)
REVENUE LESS EXPENSES	(11,737,808)	(6,134,615)	(5,603,193)	3,332,720	10,744,033	7,411,313

Energy Trust of Oregon
Statement of Functional Expenses
For the Six Months Ending June 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/ Program Management & Delivery	57,811,528	7,295,884	65,107,412				43	65,107,454	63,005,603	\$(2,101,851)	-3%
Payroll and Related Expenses	1,699,392	506,838	2,206,231	1,138,838	667,292	1,806,130	9,707	4,022,068	4,290,897	268,829	6%
Outsourced Services	1,935,331	592,447	2,527,777	183,938	379,889	563,827		3,091,604	4,216,388	1,124,784	27%
Planning and Evaluation	1,171,041	38,925	1,209,966	865		865		1,210,831	1,277,543	66,712	5%
Customer Service Management	297,813	59,511	357,324					357,324	251,105	(106,219)	-42%
Trade Allies Network	151,306	10,298	161,604					161,604	179,088	17,484	10%
Total Program Expenses	63,066,411	8,503,902	71,570,313	1,323,641	1,047,181	2,370,822	9,750	73,950,885	73,220,625	(730,261)	-1%
Program Support Costs											
Supplies	3,456	1,181	4,636	3,658	2,028	5,686		10,322	16,986	6,664	39%
Postage and Shipping Expenses	1,306	446	1,752	1,835	734	2,569		4,321	5,290	969	18%
Telephone	1,429	488	1,917	779	555	1,334		3,251	8,624	5,373	62%
Printing and Publications	1,400	51	1,450	1,991	58	2,049		3,499	47,389	43,890	93%
Occupancy Expenses	105,635	36,087	141,722	57,590	41,056	98,646		240,369	263,269	22,900	9%
Insurance	14,877	5,082	19,959	8,111	5,782	13,893		33,852	37,545	3,693	10%
Equipment	2,808	959	3,767	1,531	1,091	2,622		6,390	70,360	63,970	91%
Travel	30,649	10,308	40,957	18,784	22,036	40,819		81,776	80,933	(843)	-1%
Meetings, Trainings & Conferences	17,991	7,060	25,050	22,882	9,562	32,444		57,495	101,628	44,133	43%
Interest Expense and Bank Fees				1,621		1,621		1,621	1,250	(371)	-30%
Depreciation & Amortization	25,797	8,813	34,610	14,064	10,026	24,091		58,701	59,631	930	2%
Dues, Licenses and Fees	31,177	5,620	36,797	7,402	7,029	14,432		51,229	51,375	146	0%
Miscellaneous Expenses	52,837	165	53,002	264	270	534		53,536	939	(52,597)	-5601%
IT Services	898,658	118,547	1,017,205	202,171	139,161	341,332		1,358,537	1,526,087	167,550	11%
Total Program Support Costs	1,188,018	194,807	1,382,826	342,683	239,389	582,072		1,964,898	2,271,308	306,410	13%
TOTAL EXPENSES	64,254,428	8,698,708	72,953,138	1,666,324	1,286,570	2,952,894	9,750	75,915,783	75,491,933	(423,848)	-1%

OPUC Measure vs. 8% 5.5%

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

	ENERGY EFFICIENCY									
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Avista	Oregon Total	NWN WA	ETO Total
REVENUES										
Public Purpose Funding	14,653,231	11,167,128	25,820,359	0	9,837,836	1,041,253	33,600	36,733,048	0	36,733,048
Incremental Funding	21,745,665	11,178,754	32,924,419	1,009,017				33,933,436	768,840	34,702,276
Contributions										
Revenue from Investments										
TOTAL PROGRAM REVENUE	36,398,896	22,345,882	58,744,778	1,009,017	9,837,836	1,041,253	33,600	70,666,484	768,840	71,435,324
EXPENSES										
Program Management (Note 3)	1,457,778	901,677	2,359,455	79,845	268,048	31,446	20	2,738,814	48,849	2,787,663
Program Delivery	12,263,800	7,756,149	20,019,949	303,479	2,250,212	269,323	819	22,843,780	212,726	23,056,506
Incentives	17,218,553	10,254,960	27,473,514	509,202	3,366,854	309,379	0	31,658,948	237,794	31,896,742
Program Eval & Planning Svcs.	1,134,129	726,762	1,860,892	27,772	191,831	18,330	34	2,098,858	40,694	2,139,552
Program Marketing/Outreach	1,251,540	741,800	1,993,339	12,897	359,734	26,409	11	2,392,393	18,548	2,410,941
Program Legal Services	0	0	0	0	0	0	0	0	0	0
Program Quality Assurance	7,192	3,587	10,780	0	2,147	174	0	13,100	0	13,100
Outsourced Services	166,735	92,626	259,361	1,695	43,735	3,677	5	308,475	4,313	312,788
Trade Allies & Cust. Svc. Mgmt.	218,085	133,962	352,046	2,303	75,448	4,940	13	434,750	14,368	449,118
IT Services	449,972	281,284	731,257	8,858	128,469	9,402	27	878,010	20,647	898,657
Other Program Expenses - all	141,516	89,934	231,450	4,389	34,060	2,837	6	272,742	16,619	289,361
TOTAL PROGRAM EXPENSES	34,309,300	20,982,741	55,292,043	950,440	6,720,538	675,917	935	63,639,870	614,558	64,254,428
ADMINISTRATIVE COSTS										
Management & General (Notes 1&2)	783,659	479,267	1,262,926	21,709	153,504	15,439	21	1,453,600	14,037	1,467,637
Communications & Customer Svc (Notes 1&2)	605,066	370,043	975,107	16,762	118,521	11,920	16	1,122,326	10,837	1,133,163
Total Administrative Costs	1,388,725	849,310	2,238,033	38,471	272,025	27,359	37	2,575,926	24,874	2,600,800
TOTAL PROG & ADMIN EXPENSES	35,698,025	21,832,051	57,530,076	988,911	6,992,563	703,276	972	66,215,796	639,432	66,855,228
TOTAL REVENUE LESS EXPENSES	700,871	513,831	1,214,702	20,106	2,845,273	337,977	32,628	4,450,688	129,408	4,580,096
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	700,871	513,831	1,214,702	20,106	2,845,273	337,977	32,628	4,450,688	129,408	4,580,096
Ending Net Assets - Reserves	23,707,154	7,995,568	31,702,722	1,052,858	9,275,276	567,912	32,628	42,631,399	387,280	43,018,678
Ending Reserve by Category										
Program Reserves (Efficiency and Renewables)	23,707,154	7,995,568	31,702,722	1,052,858	9,275,276	567,912	32,628	42,631,399	387,280	43,018,678
Operational Contingency Pool										
Emergency Contingency Pool										
TOTAL NET ASSETS CUMULATIVE	23,707,154	7,995,568	31,702,722	1,052,858	9,275,276	567,912	32,628	42,631,399	387,280	43,018,678

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 Six Months Ending June 30, 2016
Unaudited

	RENEWABLE ENERGY			Avista Development	Other	TOTAL	Approved budget	Change	% Change
	PGE	PacifiCorp	Total			All Programs			
REVENUES									
Public Purpose Funding	4,250,396	3,184,605	7,435,000	28,800	0	44,196,849	44,443,102	(\$246,253)	-1%
Incremental Funding						34,702,276	36,814,266	(2,111,990)	-6%
Contributions								1,550	
Revenue from Investments					349,378	349,378	150,000	199,378	133%
TOTAL PROGRAM REVENUE	4,250,396	3,184,605	7,435,000	28,800	349,378	79,248,503	81,407,368	(2,158,865)	-3%
EXPENSES									
Program Management (Note 3)	334,921	171,917	506,838	9,750		3,304,251	3,602,427	298,176	8%
Program Delivery	135,299	79,320	214,619			23,271,125	23,412,622	141,497	1%
Incentives	4,933,365	2,147,900	7,081,265			38,978,007	36,424,047	(2,553,960)	-7%
Program Eval & Planning Svcs.	53,807	25,689	79,496			2,219,048	2,503,884	284,836	11%
Program Marketing/Outreach	97,722	45,524	143,246			2,554,187	3,047,243	493,056	16%
Program Legal Services	2,240	973	3,213			3,213	0		
Program Quality Assurance	0	507	507			13,607	16,667	3,060	
Outsourced Services	131,334	273,574	404,908			717,696	1,101,515	383,819	35%
Trade Allies & Cust. Svc. Mgmt.	48,618	21,190	69,809			518,927	425,195	(93,732)	-22%
IT Services	78,475	40,072	118,547			1,017,204	1,170,710	153,506	13%
Other Program Expenses - all	45,857	30,404	76,260			365,621	437,291	71,670	16%
TOTAL PROGRAM EXPENSES	5,861,638	2,837,070	8,698,708	9,750	-	72,962,886	72,141,601	(821,285)	-1%
ADMINISTRATIVE COSTS									
Management & General (Notes 1&2)	133,886	64,801	198,687			1,666,324	1,827,293	160,969	9%
Communications & Customer Svc (Notes 1&2)	103,373	50,034	153,407			1,286,570	1,523,046	236,476	16%
Total Administrative Costs	237,259	114,835	352,094			2,952,894	3,350,339	397,445	12%
TOTAL PROG & ADMIN EXPENSES	6,098,897	2,951,905	9,050,802	9,750	-	75,915,783	75,491,933	(423,849)	-1%
TOTAL REVENUE LESS EXPENSES	(1,848,501)	232,700	(1,615,802)	19,050	349,378	3,332,720	5,915,434	(2,582,713)	-44%
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	(1,848,501)	232,700	(1,615,802)	19,050	349,378	3,332,720	5,915,434	(2,582,714)	-44%
Ending Net Assets - Reserves	8,296,124	11,142,903	19,439,026	19,050	9,089,263	71,566,016	71,480,350	85,666	0%
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables)	8,296,124	11,142,903	19,439,026	19,050		62,476,754			
Operational Contingency Pool					4,089,263	4,089,263			
Emergency Contingency Pool					5,000,000	5,000,000			
TOTAL NET ASSETS CUMULATIVE	8,296,124	11,142,903	19,439,026	19,050	9,089,263	71,566,015	71,480,350	85,666	0%

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 2nd Quarter and Six Months Ending June 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	\$104,215	\$129,375	\$25,160	\$181,848	\$254,750	\$72,902	\$184,689	\$185,625	\$936	\$379,889	\$493,375	\$113,486
Legal Services	575	2,500	1,925	2,090	5,000	2,910						
Salaries and Related Expenses	588,002	579,160	(8,842)	1,138,838	1,153,319	14,481	342,458	387,338	44,880	667,292	774,676	107,384
Supplies	128	1,338	1,210	1,774	2,675	901	364	250	(114)	685	500	(185)
Postage and Shipping Expenses				1,123		(1,123)	2		(2)	227		(227)
Printing and Publications	1,342	1,125	(217)	1,910	2,250	340		550	550		1,100	1,100
Travel	10,445	11,987	1,543	18,784	23,975	5,191	13,154	11,250	(1,904)	22,036	22,500	464
Conference, Training & Mtngs	12,820	31,460	18,640	22,882	64,570	41,688	4,737	4,000	(737)	9,562	8,000	(1,563)
Interest Expense and Bank Fees		625	625	1,621	1,250	(371)						
Miscellaneous Expenses										82		(82)
Dues, Licenses and Fees	6,540	2,175	(4,365)	7,402	5,530	(1,872)	4,576	4,000	(576)	7,029	8,000	971
Shared Allocation (Note 1)	45,456	51,167	5,712	85,015	102,335	17,320	32,540	35,123	2,583	60,608	70,246	9,638
IT Service Allocation (Note 2)	100,861	106,171	5,310	202,171	210,727	8,556	69,426	72,879	3,453	139,161	144,649	5,488
Planning & Eval	463	456	(7)	865	911	46						
TOTAL EXPENSES	870,847	917,539	46,694	1,666,324	1,827,293	160,969	651,946	701,015	49,069	1,286,570	1,523,046	236,476

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 June 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	\$ 607,525	\$ 342,418	\$ 511,174	\$ 1,461,118	\$ 1,535,170	\$ 74,052	\$ 1,179,682	\$ 683,816	\$ 924,164	\$ 2,787,662	\$ 3,039,039	\$ 251,377
Program Delivery	5,850,391	2,472,384	3,447,404	11,770,180	11,742,896	(27,284)	11,242,126	4,859,518	6,954,861	23,056,505	23,245,521	189,016
Incentives	11,160,767	3,873,252	8,089,627	23,123,646	18,454,905	(4,668,740)	14,162,386	4,917,109	12,817,247	31,896,742	28,673,493	(3,223,249)
Program Evaluation & Planning Svcs.	647,733	117,372	418,893	1,183,997	1,219,289	35,292	1,087,304	303,923	748,326	2,139,553	2,442,421	302,868
Program Marketing/Outreach	588,958	63,486	736,202	1,388,646	1,445,897	57,251	982,774	91,362	1,336,806	2,410,941	2,914,077	503,135
Program Quality Assurance			9,175	9,175	16,667	7,491			13,100	13,100	16,667	3,566
Outsourced Services	43,055	6,733	58,315	108,103	369,541	261,439	107,303	6,733	198,752	312,788	778,514	465,726
Trade Allies & Customer Svc. Mgmt.	46,745	9,668	135,252	191,665	198,046	6,381	93,707	18,879	336,533	449,119	395,768	(53,350)
IT Services	139,789	59,615	248,925	448,329	532,011	83,681	280,202	119,497	498,960	898,658	1,055,929	157,271
Other Program Expenses	54,671	35,077	68,238	157,985	147,598	(10,387)	89,774	65,373	134,213	289,361	296,650	7,289
TOTAL PROGRAM EXPENSES	19,139,634	6,980,005	13,723,205	39,842,844	35,662,020	(4,180,825)	29,225,258	11,066,210	23,962,962	64,254,428	62,858,079	(1,396,351)
ADMINISTRATIVE COSTS												
Management & General	385,630	137,832	257,558	781,020	813,578	32,558	671,621	252,763	543,252	1,467,637	1,620,253	152,617
Communications & Customer Service	289,091	103,468	192,829	585,389	621,587	36,198	515,404	195,159	422,601	1,133,164	1,350,479	217,315
Total Administrative Costs	674,721	241,300	450,387	1,366,409	1,435,165	68,756	1,187,025	447,922	965,853	2,600,800	2,970,732	369,931
Total Expenses	19,814,355	7,221,305	14,173,592	41,209,253	37,097,185	(4,112,068)	30,412,283	11,514,132	24,928,815	66,855,228	65,828,811	(1,026,420)

**Energy Trust of Oregon
Renewables
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended June 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	142,254	112,649	254,903	269,694	14,791	274,535	232,303	506,838	563,388	56,550
Program Delivery	105,265		105,265	88,500	(16,765)	214,619		214,619	167,100	(47,519)
Incentives	2,575,243	1,484,958	4,060,201	4,673,656	613,455	5,117,274	1,963,991	7,081,265	7,750,554	669,289
Program Evaluation & Planning Svcs.	31,286	10,911	42,197	30,750	(11,447)	59,089	20,407	79,497	61,461	(18,036)
Program Marketing/Outreach	55,000	9,865	64,865	70,333	5,469	128,490	14,756	143,247	133,167	(10,080)
Program Legal Services	3,213		3,213		(3,213)	3,213		3,213		(3,213)
Program Quality Assurance		507	507		(507)		507	507		(507)
Outsourced Services	98,291	45,808	144,100	161,500	17,400	165,680	239,228	404,908	323,000	(81,908)
Trade Allies & Customer Svc. Mgmt.	51,441	338	51,779	14,724	(37,055)	69,073	736	69,809	29,425	(40,384)
IT Services	32,901	26,241	59,142	57,831	(1,311)	65,948	52,599	118,547	114,782	(3,766)
Other Program Expenses	22,380	19,743	42,123	69,471	27,347	39,681	36,579	76,260	140,641	64,382
TOTAL PROGRAM EXPENSES	3,117,274	1,711,020	4,828,295	5,436,459	608,164	6,137,602	2,561,106	8,698,708	9,283,517	584,808
<u>ADMINISTRATIVE COSTS</u>										
Management & General	55,237	34,588	89,826	103,961	14,135	140,189	58,498	198,687	207,040	8,352
Communications & Customer Service	40,467	26,091	66,558	79,428	12,870	108,240	45,167	153,407	172,567	19,160
Total Administrative Costs	95,704	60,679	156,383	183,389	27,005	248,429	103,665	352,094	379,607	27,513
Total Expenses	3,212,978	1,771,699	4,984,678	5,619,847	635,169	6,386,031	2,664,771	9,050,802	9,663,124	612,321