

Energy Trust of Oregon, Inc.
2005 Final Approved Budget
Year to Date by Program / Service Territory with Dedicated Funds
For the Twelve Months Ending December 31, 2005

	ENERGY EFFICIENCY				RENEWABLE RESOURCES			Other	TOTAL BUDGET 2005	Percent of Revenue	BUDGET 2004	Percentage Change
	PGE	PacifiCorp	NW Natural	Total	PGE	PacifiCorp	Total					
REVENUES												
Public Purpose Funding	\$21,038,548	\$13,852,824	\$7,170,668	\$42,062,040	\$6,385,082	\$4,227,396	\$10,612,478		\$52,674,518	99.6%	\$51,062,756	3.2%
Revenue from Investments								185,150	185,150	0.4%	163,393	13.3%
TOTAL PROGRAM REVENUE	21,038,548	13,852,824	7,170,668	42,062,040	6,385,082	4,227,396	10,612,478	185,150	52,859,668	100.0%	\$51,226,149	3.2%
EXPENSES												
Program Management	1,606,515	929,474	515,054	3,051,043	320,411	134,748	455,159		3,506,201	6.6%	7,303,656	-52.0%
Program Delivery	6,041,041	3,773,764	1,239,370	11,054,175	190,081	165,713	355,794		11,409,969	21.6%	6,663,544	71.2%
Incentives	20,983,872	10,049,115	4,797,127	35,830,114	13,822,450	5,486,050	19,308,500		55,138,614	104.3%	31,237,059	76.5%
Direct Program Evaluation and Planning Services	1,325,104	865,367	238,546	2,429,017	332,179	258,305	590,484		3,019,501	5.7%	1,738,507	73.7%
Program Marketing/Outreach	745,064	477,361	296,745	1,519,170	47,111	38,646	85,757		1,604,926	3.0%	1,091,964	47.0%
Program Legal Services	65,350	43,100	4,550	113,000	84,000	41,000	125,000		238,000	0.5%	263,370	-9.6%
Program Quality Assurance	120,217	79,734	41,279	241,230	128,821	78,024	206,845		448,075	0.8%	304,095	47.3%
Outsourced Services	401,505	216,184	96,515	714,204	239,674	148,899	388,573		1,102,777	2.1%	1,730,323	-36.3%
Trade Allies & Customer Service Management	601,763	315,532	138,056	1,055,350	39,248	16,505	55,753		1,111,103	2.1%	944,570	17.6%
IT Services	500,908	262,649	102,255	865,812	47,101	19,808	66,910		932,722	1.8%	504,244	85.0%
Other Program Expenses	438,135	201,703	93,022	732,859	190,173	106,061	296,233		1,029,092	1.9%	773,181	33.1%
TOTAL PROGRAM EXPENSES	32,829,473	17,213,982	7,562,518	57,605,973	15,441,249	6,493,759	21,935,008		79,540,981	150.5%	52,554,513	51.3%
Dedicated Funds					3,350,000		3,350,000		3,350,000	6.3%	17,207,521	-80.5%
TOTAL PROG EXPS WITH DEDICATED FUNDS	32,829,473	17,213,982	7,562,518	57,605,973	18,791,249	6,493,759	25,285,008		82,890,981	156.8%	69,762,034	18.8%
ADMINISTRATIVE COSTS												
Management & General	872,653	456,400	200,731	1,529,785	409,915	173,263	583,178		2,112,962	4.0%	1,980,299	6.7%
Communication & Outreach	420,977	276,030	131,742	828,749	127,611	84,190	211,800		1,040,549	2.0%	878,186	18.5%
Total Administrative Costs	1,293,630	732,430	332,473	2,358,533	537,525	257,453	794,978		3,153,511	6.0%	2,858,485	10.3%
TOTAL PROGRAM & ADMIN EXPENSES	34,123,103	17,946,412	7,894,991	59,964,506	19,328,774	6,751,212	26,079,986		86,044,492	162.8%	72,620,519	18.5%
TOTAL REVENUE LESS EXPENSES	(13,084,555)	(4,093,588)	(724,323)	(17,902,466)	(12,943,692)	(2,523,816)	(15,467,508)	185,150	(33,184,824)	-62.8%	(21,394,370)	55.1%
Estimated Carryover for 2004	4,466,786	(5,266,075)	2,882,772	2,083,483	5,460,288	1,541,770	7,002,058	304,960	9,390,501			
Cumulative Carryover at 12/31/03	9,086,601	5,136,318	2,741,756	16,964,675	9,892,837	1,188,963	11,081,800	335,044	28,381,519			
Net Available Funds	468,832	(4,223,345)	4,900,205	1,145,692	2,409,433	206,917	2,616,350	825,154	4,587,196			

Energy Trust of Oregon, Inc.
2005 Final Approved Budget
Statement of Functional Expenses
For the Twelve Months Ending December 31, 2005

	<u>Energy Efficiency</u>	<u>Renewable Resources</u>	<u>Total Program Expenses</u>	<u>Management & General</u>	<u>Communication & Outreach</u>	<u>Total Admin Expenses</u>	<u>Total 2005 Budget</u>
EXPENSES							
Program Expenses							
Incentives/ Program Management & Delivery	\$53,203,743	\$21,009,928	\$74,213,671				\$74,213,671
Payroll and Related Expenses	1,393,621	475,225	1,868,847	1,067,555	238,169	1,305,724	3,174,571
Outsourced Services	608,571	116,766	725,337	402,425	606,841	1,009,266	1,734,603
Customer Service Management	697,769	23,812	721,581				721,581
Total Program Expenses	55,903,705	21,625,732	77,529,437	1,469,980	845,010	2,314,990	79,844,427
Program Support Costs							
Supplies	24,586	3,635	28,221	12,569	8,167	20,736	48,957
Postage and Shipping Expenses	2,647	1,023	3,669	4,604	8,421	13,025	16,694
Telephone	9,654	4,208	13,862	6,188	8,233	14,421	28,283
Printing and Publications	93,650	24,705	118,355	17,935	34,670	52,605	170,960
Occupancy Expenses	57,621	25,117	82,738	36,936	10,342	47,279	130,017
Insurance				48,000		48,000	48,000
Equipment	31,406	12,546	43,952	21,950	5,166	27,115	71,067
Travel	56,062	31,676	87,738	39,758	10,068	49,826	137,564
Meetings, Trainings & Conferences	66,934	37,342	104,275	103,616	10,144	113,760	218,035
Interest Expense and Bank Fees				36,000		36,000	36,000
Depreciation & Amortization	105,239	45,874	151,113	67,461	18,889	86,350	237,463
Dues, Licenses and Fees	23,475	17,801	41,277	18,010	6,500	24,510	65,787
Miscellaneous Expenses	7,600	6,500	14,100	3,800		3,800	17,900
Trade Allies	357,581	31,941	389,522				389,522
IT Services	865,812	66,910	932,722	226,155	74,939	301,094	1,233,816
Total Program Support Costs	1,702,268	309,276	2,011,544	642,982	195,539	838,521	2,850,065
TOTAL EXPENSES	57,605,973	21,935,008	79,540,981	2,112,962	1,040,549	3,153,511	82,694,492

Administrative cost rate including program support costs as a percent of revenue **9.8%** **PUC Benchmark** **11.0%**

Note

Total Program Expenses from Above	\$ 82,694,492
Dedicated Funds included in Renewable Resources	3,350,000
Total Adjusted Program Expenses	\$ 86,044,492

Energy Trust of Oregon, Inc.
ENERGY EFFICIENCY
2005 Final Approved Budget
Budget by Sector
For the Period Ending December 31, 2005

	2005 YTD				2004		Percentage
	Residential	Commercial	Industrial	Total EE	Total Budget	Difference	Difference
EXPENSES							
Program Management	\$1,564,584	\$1,085,952	\$400,506	\$3,051,043	\$6,763,868	(\$3,712,825)	-54.9%
Program Delivery	3,998,343	3,351,380	3,704,452	11,054,175	6,663,544	4,390,631	65.9%
Incentives	11,692,635	5,446,830	18,690,648	35,830,114	19,958,299	15,871,814	79.5%
Direct Program Evaluation and Planning Services	971,707	949,993	507,317	2,429,017	1,416,507	1,012,511	71.5%
Program Marketing/Outreach	1,013,135	441,738	64,296	1,519,170	886,564	632,605	71.4%
Program Legal Services	20,000	15,000	78,000	113,000	93,369	19,631	21.0%
Program Quality Assurance	133,000	98,230	10,000	241,230	236,595	4,635	2.0%
Outsourced Services	338,604	343,460	32,140	714,204	1,038,386	(324,182)	-31.2%
Trade Allies & Customer Service Management	840,034	200,630	14,687	1,055,350	758,904	296,446	39.1%
IT Services	564,718	206,082	95,012	865,812	450,458	415,354	92.2%
Other Program Expenses	279,719	278,871	174,269	732,859	554,876	177,983	32.1%
TOTAL PROGRAM EXPENSES	21,416,481	12,418,166	23,771,326	57,605,973	38,821,370	18,784,603	48.4%
ADMINISTRATIVE COSTS							
Management & General				1,529,785	1,589,154	(59,369)	-3.7%
Communication & Outreach				828,749	704,728	124,021	17.6%
Total Administrative Costs				2,358,533	2,293,882	64,651	2.8%
Total Expenses	21,416,481	12,418,166	23,771,326	59,964,506	41,115,252	18,849,254	45.8%

Energy Trust of Oregon, Inc.
RENEWABLE RESOURCES
2005 Final Approved Budget
Budget by Program
For the Period Ending December 31, 2005

	2005 YTD					Total RR	2004		Percentage Difference
	Utility Scale Wind	Solar	Community Wind	Open Solicitation	Biopower		Total Budget	Difference	
EXPENSES									
Program Management	\$61,538	\$150,062	\$126,837	\$70,110	\$46,612	\$455,159	\$539,789	(\$84,630)	-15.7%
Program Delivery		156,494	174,300	25,000		355,794		355,794	
Incentives	14,350,000	2,223,500	900,000	1,060,000	775,000	19,308,500	11,278,759	8,029,741	71.2%
Direct Program Evaluation and Planning Services	57,800	185,709	55,600	139,800	151,575	590,484	322,000	268,484	83.4%
Program Marketing/Outreach	17,125	25,632	10,000	23,750	9,250	85,757	205,400	(119,643)	-58.2%
Program Legal Services	65,000	5,000	35,000	6,000	14,000	125,000	170,000	(45,000)	-26.5%
Program Quality Assurance	27,800		21,300	116,500	41,245	206,845	67,500	139,345	206.4%
Outsourced Services	62,575	38,769	166,800	24,350	96,079	388,573	691,937	(303,364)	-43.8%
Trade Allies & Customer Service Management		48,422		7,331		55,753	185,666	(129,913)	-70.0%
IT Servicecs	14,720	29,440	8,029	14,720		66,910	53,786	13,124	24.4%
Other Program Expenses	40,451	89,445	63,171	67,545	35,622	296,233	218,304	77,929	35.7%
TOTAL PROGRAM EXPENSES	14,697,009	2,952,474	1,561,037	1,555,105	1,169,383	21,935,008	13,733,141	8,201,866	59.7%
Dedicated Funds			1,250,000	500,000	1,600,000	3,350,000	6,346,179	(2,996,179)	-47.2%
TOTAL PROG EXPS WITH DEDICATED FUNDS	14,697,009	2,952,474	2,811,037	2,055,105	2,769,383	25,285,008	20,079,320	5,205,687	25.9%
ADMINISTRATIVE COSTS									
Management & General						583,178	391,145	192,032	49.1%
Communication & Outreach						211,800	173,458	38,343	22.1%
Total Administrative Costs						794,978	564,603	230,375	40.8%
Total Expenses	14,697,009	2,952,474	2,811,037	2,055,105	2,769,383	26,079,986	20,643,923	5,436,062	26.3%