Energy Trust of Oregon, Inc
Year to Date by Program/Service Territory
2015 R1 Budget

ENERGY EFFICIENCY

PGE

EXPENSES	Existing Buildings	New Buildings	NEEA Commercial	Production Efficiency	NEEA Industrial	Existing Homes	New Homes & Products	NEEA Residential	ETO Total
Program Management	996,118	340,446	25,287	758,386	3,559	410,337	639,783	26,595	3,200,511
Program Delivery:	7,371,159	2,276,399	1,425,771	5,580,618	81,746	2,147,814	2,277,384	2,377,047	23,537,938
Incentives:	16,761,472	2,965,153		11,192,910		4,448,134	7,494,920		42,862,589
Program Eval & Planning Svcs.:	745,904	313,376	36,862	598,378	8,549	353,946	365,370	31,465	2,453,850
Program Marketing/Outreach:	773,033	243,810		141,862		734,875	656,731		2,550,311
Program Quality Assurance:						31,383			31,383
Outsourced Services:	258,885	60,226		146,650		123,439	154,161		743,361
Trade Allies & Cust. Svc. Mgmt.:	63,549	27,774		15,591		197,302	95,654		399,870
IT Services:	171,888	128,208	4,766	153,667	681	278,968	156,192	6,128	900,498
Other Program Expenses	104,332	21,389	2,109	105,409	301	49,515	52,716	2,711	338,482
TOTAL PROGRAM EXPENSES	**27,246,340**	**6,376,781**	**1,494,795**	**18,693,471**	**94,836**	**8,775,713**	**11,892,911**	**2,443,946**	**77,018,793**
ADMINISTRATIVE COSTS									
Management & General	508,190	137,015	33,187	345,441	2,089	185,837	262,187	52,542	1,526,488
Communications & Customer Svc	453,457	122,297	29,607	308,243	1,864	165,830	233,908	46,930	1,362,136
Total Administrative Costs	**961,647**	**259,312**	**62,794**	**653,684**	**3,953**	**351,667**	**496,095**	**99,472**	**2,888,624**
Total Program & Admin Expenses	**28,207,987**	**6,636,093**	**1,557,589**	**19,347,155**	**98,789**	**9,127,380**	**12,389,006**	**2,543,418**	**79,907,417**
Savings	**88,256,303**	**19,136,437**	**5,003,011**	**89,200,691**	**876,561**	**23,194,579**	**44,445,410**	**19,147,777**	**289,260,769**

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ENERGY EFFICIENCY

PAC

EXPENSES	Existing Buildings	New Buildings	NEEA Commercial	Production Efficiency	NEEA Industrial	Existing Homes	New Homes & Products	NEEA Residential	ETO Total
Program Management	512,984	235,948	17,572	463,963	2,473	377,050	418,653	18,481	2,047,124
Program Delivery:	3,996,945	1,572,892	990,790	3,049,529	56,807	1,844,837	1,384,259	1,651,847	14,547,906
Incentives:	8,468,216	2,060,402		5,516,990		3,822,648	4,844,373		24,712,629
Program Eval & Planning Svcs.:	385,906	230,908	25,616	297,576	5,941	304,246	238,935	21,865	1,510,993
Program Marketing/Outreach:	394,130	168,767		72,988		609,642	421,819		1,667,346
Program Quality Assurance:						26,976			26,976
Outsourced Services:	162,386	41,878		75,452		106,107	98,531		484,354
Trade Allies & Cust. Svc. Mgmt.:	32,878	19,313		8,021		169,598	61,136		290,946
IT Services:	88,929	89,150	3,312	79,062	473	239,796	99,829	4,258	604,809
Other Program Expenses	53,978	14,873	1,465	54,233	209	42,562	33,693	1,884	202,897
TOTAL PROGRAM EXPENSES	**14,096,352**	**4,434,131**	**1,038,755**	**9,617,814**	**65,903**	**7,543,462**	**7,601,228**	**1,698,335**	**46,095,980**
ADMINISTRATIVE COSTS									
Management & General	262,920	95,274	23,062	177,730	1,452	159,742	167,574	36,512	924,266
Communications & Customer Svc	234,604	85,040	20,574	158,591	1,295	142,545	149,500	32,613	824,762
Total Administrative Costs	**497,524**	**180,314**	**43,636**	**336,321**	**2,747**	**302,287**	**317,074**	**69,125**	**1,749,028**
Total Program & Admin Expenses	**14,593,876**	**4,614,445**	**1,082,391**	**9,954,135**	**68,650**	**7,845,749**	**7,918,302**	**1,767,460**	**47,845,008**
Savings	**45,099,200**	**17,117,683**	**3,476,669**	**45,219,287**	**609,135**	**17,427,534**	**31,668,927**	**13,306,082**	**173,924,518**

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ENERGY EFFICIENCY

NWN

EXPENSES	Existing Buildings	New Buildings	NEEA Commercial	Production Efficiency	NEEA Industrial	Existing Homes	New Homes & Products	NEEA Residential	ETO Total
Program Management	197,939	46,506		98,227		213,630	189,841		746,143
Program Delivery:	1,610,774	309,039	218,194	172,810		1,102,607	1,021,799	276,595	4,711,818
Incentives:	3,324,487	412,446		414,467		2,165,174	2,448,156		8,764,730
Program Eval & Planning Svcs.:	125,504	35,391		20,401		199,965	95,952		477,213
Program Marketing/Outreach:	153,470	33,222		5,541		396,773	228,842		817,848
Program Quality Assurance:						15,819			15,819
Outsourced Services:	82,953	8,283		5,728		62,221	54,086		213,271
Trade Allies & Cust. Svc. Mgmt.:	13,044	3,820		609		99,452	33,559		150,484
IT Services:	35,281	17,632		6,002		140,616	54,798		254,329
Other Program Expenses	21,415	2,942		4,117		24,958	18,495		71,927
TOTAL PROGRAM EXPENSES	**5,564,867**	**869,281**	**218,194**	**727,902**	**-**	**4,421,215**	**4,145,528**	**276,595**	**16,223,582**
ADMINISTRATIVE COSTS									
Management & General	103,794	18,678	4,844	13,451		93,625	91,391	5,946	331,729
Communications & Customer Svc	92,615	16,671	4,322	12,003		83,546	81,534	5,311	296,002
Total Administrative Costs	**196,409**	**35,349**	**9,166**	**25,454**	**-**	**177,171**	**172,925**	**11,257**	**627,731**
Total Program & Admin Expenses	**5,761,276**	**904,630**	**227,360**	**753,356**	**-**	**4,598,386**	**4,318,453**	**287,852**	**16,851,313**
Savings	**1,480,940**	**314,741**	**-**	**289,057**	**-**	**839,780**	**941,956**	**-**	**3,866,473**

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ENERGY EFFICIENCY

NWN DSM

EXPENSES	Existing Buildings	New Buildings	NEEA Commercial	Production Efficiency	NEEA Industrial	Existing Homes	New Homes & Products	NEEA Residential	ETO Total
Program Management	32,677	1,590		113,949					148,216
Program Delivery:	248,951	8,000		672,632					929,583
Incentives:	997,817	46,729		1,171,417					2,215,963
Program Eval & Planning Svcs.:	31,168	2,518		58,271					91,957
Program Marketing/Outreach:	21,975	677		15,825					38,477
Program Quality Assurance:									-
Outsourced Services:	32,073	589		16,360					49,022
Trade Allies & Cust. Svc. Mgmt.:	3,239	272		1,739					5,250
IT Services:	8,762	1,254		17,142					27,158
Other Program Expenses	5,318	209		11,759					17,286
TOTAL PROGRAM EXPENSES	**1,381,980**	**61,838**	**-**	**2,079,094**	**-**	**-**	**-**	**-**	**3,522,912**
ADMINISTRATIVE COSTS									
Management & General	25,776	1,329		38,420					65,525
Communications & Customer Svc	23,000	1,186		34,283					58,469
Total Administrative Costs	**48,776**	**2,515**	**-**	**72,703**	**-**	**-**	**-**	**-**	**123,994**
Total Program & Admin Expenses	**1,430,756**	**64,353**	**-**	**2,151,797**	**-**	**-**	**-**	**-**	**3,646,906**
Savings	**530,145**	**11,180**	**-**	**741,504**	**-**	**-**	**-**	**-**	**1,282,830**

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ENERGY EFFICIENCY

CNG

EXPENSES	Existing Buildings	New Buildings	NEEA Commercial	Production Efficiency	NEEA Industrial	Existing Homes	New Homes & Products	NEEA Residential	ETO Total
Program Management	27,985	14,321		6,678		48,280	21,438		118,702
Program Delivery:	202,008	96,064	24,244	37,566		44,339	120,316	30,733	555,270
Incentives:	555,539	123,536		52,811		92,537	279,888		1,104,311
Program Eval & Planning Svcs.:	19,007	10,786		2,888		10,339	11,038		54,058
Program Marketing/Outreach:	23,971	10,269		784		16,431	25,701		77,156
Program Quality Assurance:						822			822
Outsourced Services:	3,703	2,524		811		3,233	6,222		16,493
Trade Allies & Cust. Svc. Mgmt.:	1,975	1,164		86		5,168	3,861		12,254
IT Services:	5,343	5,374		850		7,307	6,304		25,178
Other Program Expenses	3,243	897		583		1,297	2,128		8,148
TOTAL PROGRAM EXPENSES	**842,774**	**264,935**	**24,244**	**103,057**	**-**	**229,753**	**476,896**	**30,733**	**1,972,392**
ADMINISTRATIVE COSTS									
Management & General	15,719	5,693	538	1,904		4,865	10,513	661	39,893
Communications & Customer Svc	14,026	5,081	480	1,699		4,342	9,380	590	35,598
Total Administrative Costs	**29,745**	**10,774**	**1,018**	**3,603**	**-**	**9,207**	**19,893**	**1,251**	**75,491**
Total Program & Admin Expenses	**872,519**	**275,709**	**25,262**	**106,660**	**-**	**238,960**	**496,789**	**31,984**	**2,047,883**
Savings	**173,677**	**70,165**	**-**	**35,015**	**-**	**38,543**	**97,749**	**-**	**415,149**

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ENERGY EFFICIENCY

NWN WA

EXPENSES	Existing Buildings	Existing Homes	New Homes & Products	ETO Total
Program Management	75,758	73,359	83,612	232,729
Program Delivery:	141,464	92,882	84,822	319,168
Incentives:	321,000	196,977	125,084	643,061
Program Eval & Planning Svcs.:	22,560	18,263	18,945	59,768
Program Marketing/Outreach:	44,070	32,682	3,400	80,152
Outsourced Services:			550	550
Trade Allies & Cust. Svc. Mgmt.:	11,671	12,756	3,232	27,659
IT Services:	22,479	9,787	8,632	40,898
Other Program Expenses	18,563	13,047	11,372	42,982
TOTAL PROGRAM EXPENSES	**657,565**	**449,753**	**339,649**	**1,446,967**
ADMINISTRATIVE COSTS				
Management & General	14711	9363	7071	31,145
Communications & Customer Svc	13116	8347	6310	27,773
Total Administrative Costs	**27,827**	**17,710**	**13,381**	**58,918**
Total Program & Admin Expenses	**685,392**	**467,463**	**353,030**	**1,505,885**
Savings	**150,000**	**53,901**	**55,994**	**259,895**