

**The Energy Trust of Oregon**  
**2006 Final Budget**  
**Statement of Functional Expenses**  
**For the Twelve Months Ending December 31, 2006**

	Energy Efficiency	Renewable Resources	Total Program Expenses	Management & General	Communication & Outreach	Total Admin Expenses	Total
<b>EXPENSES</b>							
<b>Program Expenses</b>							
Incentives/ Program Management & Delivery	\$44,383,161	\$28,678,245	\$73,061,406				\$73,061,406
Payroll and Related Expenses	1,414,166	655,205	2,069,372	1,125,757	233,980	1,359,737	3,429,108
Outsourced Services	462,845	139,154	601,999	399,096	316,091	715,187	1,317,186
Customer Service Management	393,430	16,820	410,251				410,251
Trade Ally Development	286,913	28,376	315,289				315,289
<b>Total Program Expenses</b>	<b>46,940,516</b>	<b>29,517,801</b>	<b>76,458,317</b>	<b>1,524,853</b>	<b>550,071</b>	<b>2,074,924</b>	<b>78,533,241</b>
<b>Program Support Costs</b>							
Supplies	10,515	3,912	14,427	11,280	2,736	14,016	28,443
Postage and Shipping Expenses	43,809	4,854	48,663	5,075	15,961	21,036	69,699
Telephone	10,008	4,814	14,822	7,820	7,536	15,356	30,178
Printing and Publications	159,685	13,142	172,828	16,510	26,752	43,262	216,090
Occupancy Expenses	105,162	48,697	153,859	74,689	19,120	93,809	247,669
Insurance	13,094	6,064	19,158	9,300	2,381	11,681	30,839
Equipment	20,390	9,063	29,453	24,900	4,758	29,658	59,111
Travel	37,018	42,718	79,736	44,300	1,500	45,800	125,536
Meetings, Trainings & Conferences	48,809	18,448	67,257	86,156	3,600	89,756	157,013
Interest Expense and Bank Fees				14,400		14,400	14,400
Depreciation & Amortization	13,812	6,396	20,209	9,810	2,511	12,321	32,530
Dues, Licenses and Fees	14,484	19,212	33,696	15,400	6,600	22,000	55,696
Miscellaneous Expenses	6,845	391	7,236	850	754	1,604	8,840
IT Services	879,487	87,568	967,055	151,023	73,608	224,631	1,191,686
<b>Total Program Support Costs</b>	<b>1,363,119</b>	<b>265,279</b>	<b>1,628,398</b>	<b>471,513</b>	<b>167,817</b>	<b>639,330</b>	<b>2,267,729</b>
<b>TOTAL EXPENSES</b>	<b>48,303,635</b>	<b>29,783,080</b>	<b>78,086,715</b>	<b>1,996,366</b>	<b>717,888</b>	<b>2,714,254</b>	<b>80,800,969</b>

Exp-Acct-YTD-002

Program Support plus Administrative Costs  
as a percent of Revenue

**PUC Performance Measure** **11.0%**

**The Energy Trust of Oregon**  
**ENERGY EFFICIENCY**  
**2006 Final**  
**Budget by Sector**  
**For the Period Ending December 31, 2006**

	2006 Budget				2005 Forecast		Percentage
	Residential	Commercial	Industrial	Total EE	Total Budget	Difference	Difference
<b>EXPENSES</b>							
Program Management	\$1,398,754	\$972,094	\$360,719	\$2,731,567	\$2,361,556	\$370,013	15.7%
Program Delivery	4,963,278	2,858,008	2,560,222	10,381,508	9,785,852	95,656	6.1%
Incentives	10,117,668	7,856,458	10,315,100	28,289,226	32,227,635	(4,838,409)	-12.2%
Direct Program Evaluation and Planning Servi	739,549	805,800	298,650	1,843,999	1,326,212	517,787	39.0%
Program Marketing/Outreach	1,284,359	454,222	69,437	1,808,018	1,370,525	437,492	31.9%
Program Legal Services	16,835	13,044	10,000	39,879	43,436	(3,557)	-8.2%
Program Quality Assurance	93,000	102,306	47,400	242,706	46,889	195,816	417.6%
Outsourced Services	317,516	530,352	51,400	899,268	420,202	479,066	114.0%
Trade Allies & Customer Service Managemen	511,562	162,757	6,025	680,344	567,550	112,794	19.9%
IT Services	607,900	185,289	86,299	879,488	788,693	90,794	11.5%
Other Program Expenses	242,433	195,851	69,348	507,632	535,609	(27,977)	-5.2%
<b>TOTAL PROGRAM EXPENSES</b>	<b>20,292,854</b>	<b>14,136,181</b>	<b>13,874,600</b>	<b>48,303,635</b>	<b>49,474,159</b>	<b>(2,570,523)</b>	<b>-2.4%</b>
<b>ADMINISTRATIVE COSTS</b>							
Management & General				1,244,573	1,582,520	(354,056)	-21.4%
Communication & Outreach				583,166	537,604	45,562	8.5%
<b>Total Administrative Costs</b>				<b>1,827,739</b>	<b>2,120,124</b>	<b>(308,494)</b>	<b>-13.8%</b>
<b>Total Expenses</b>	<b>20,292,854</b>	<b>14,136,181</b>	<b>13,874,600</b>	<b>50,131,374</b>	<b>51,594,283</b>	<b>(1,462,909)</b>	<b>-2.8%</b>

**The Energy Trust of Oregon**  
**RENEWABLE RESOURCES**  
**2006 Final**  
**Budget by Program**  
**For the Period Ending December 31, 2006**

	2006 Budget						2005 Forecast		
	Utility Scale Wind	Solar	Community Wind	Open Solicitation	Biopower	Total RR	Total Budget	Difference	Percentage Difference
<b>EXPENSES</b>									
Program Management	\$79,797	\$155,115	\$126,132	\$96,108	\$198,053	\$ 655,205	\$441,164	\$214,041	48.5%
Program Delivery		142,200				142,200	108,428	33,772	31.1%
Incentives	19,387,740	1,868,761	1,399,007	1,590,005	2,900,000	27,145,513	1,009,748	26,135,764	2588.3%
Direct Program Evaluation and Planning Services	61,596	65,250	18,750		48,500	194,096	217,467	(23,371)	-10.7%
Program Marketing/Outreach	22,896	91,190	35,360	32,035	39,389	220,870	57,456	163,414	284.4%
Program Legal Services	18,720	2,500	9,000	3,050	37,180	70,450	34,102	36,348	106.6%
Program Quality Assurance	10,800	7,000		12,500	12,000	42,300	10,311	31,989	310.2%
Outsourced Services	201,468	75,100	359,153	150,700	215,550	1,001,971	390,861	611,110	156.3%
Trade Allies & Customer Service Management		45,196				45,196	26,631	18,565	69.7%
IT Services	15,229	34,266	7,615	15,229	15,229	87,568	68,710	18,858	27.4%
Other Program Expenses	24,254	43,510	42,960	20,651	46,336	177,711	214,420	(36,708)	-17.1%
<b>TOTAL PROGRAM EXPENSES</b>	<b>19,822,500</b>	<b>2,530,088</b>	<b>1,997,977</b>	<b>1,920,278</b>	<b>3,512,237</b>	<b>29,783,080</b>	<b>2,579,298</b>	<b>27,203,781</b>	<b>1054.7%</b>
<b>ADMINISTRATIVE COSTS</b>									
Management & General						751,792	216,742	551,159	254.3%
Communication & Outreach						134,723	128,513	6,209	4.8%
<b>Total Administrative Costs</b>						<b>886,515</b>	<b>345,256</b>	<b>557,369</b>	<b>161.4%</b>
<b>Total Expenses</b>	<b>19,822,500</b>	<b>2,530,088</b>	<b>1,997,977</b>	<b>1,920,278</b>	<b>3,512,237</b>	<b>30,669,595</b>	<b>2,924,554</b>	<b>27,761,150</b>	<b>949.2%</b>

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