

2009 Budget Recap - Revised Budget

PROGRAM	TOTAL BUDGET (\$M)	ELECTRIC GOALS1		ELECTRIC COST		B/C RATIO		GAS GOALS		GAS COST		B/C RATIO		EVAL DATE(S) (I=Impact; MA=Market Assessment; P=Process	PMC CONTRACT EXPIRATION
		Con- servative (aMW)	Best Case (aMW)			Utility	Societal	Conservativ e (annual therms)	Best Case (annual therms)			Utility	Societal		
				(\$mils/ aMW)	Levelized (\$/kWh)					(\$/annual therms)	Levelized (\$/Therm)				
ENERGY EFFICIENCY															
Residential															
Home Energy Solutions – Existing Homes	15.7	1.97	2.63	4.38 - 3.28	0.035 - 0.026			677,934	903,913	10.47 - 7.85	0.69 - 0.52			Q1-2008 (PI)	1/1/2011
Home Energy Solutions – New Homes & Products	17.4	4.55	6.06	3.30 - 2.48	0.053 - 0.040			338,791	451,721	7.11 - 5.33	0.51 - 0.38			Q1-2009 (PI) homes; Q1-2009 (I) homes; Q3-2008 (PI) prod	12/31/2008
Mkt Transformation (Alliance)	0.9	3.61	4.81	0.25 - 0.19	0.005 - 0.003			NA		NA				NA	12/31/2010
Total Residential	34.0	10.1	13.5	2.42 - 1.82	0.028 - 0.021			1,016,725	1,355,634	9.35 - 7.01	0.49 - 0.37				
Commercial															
Business Energy Solutions – Existing Buildings	15.9	4.71	6.28	2.88 - 2.16	0.035 - 0.026			562,500	750,000	4.06 - 3.04	0.39 - 0.30			Q1-2008 (PI); Q1-2009 (I)	1/1/2011
Business Energy Solutions – New Buildings	11.7	3.32	4.43	3.08 - 2.31	0.031 - 0.023			351,830	469,107	4.16 - 3.12	0.37 - 0.28			Q1-2008 (PI); Q1-2009 (I)	12/31/2008
Mkt Transformation (Alliance)	1.4	0.17	0.22	8.28 - 6.21	0.092 - 0.069			NA		NA				NA	12/31/2010
Total Commercial	28.9	8.2	10.9	3.07 - 2.30	0.029 - 0.022			914,330	1,219,107	4.10 - 3.07	0.33 - 0.24				
Industrial															
Production Efficiency	18.2	8.44	11.26	2.11 - 1.59	0.028 - 0.021			58,354	77,806	6.72 - 5.04	0.77 - 0.57			Q2-2008 (PI)	na
Mkt Transformation (Alliance)	0.9	0.72	0.96	1.19 - 0.89	0.018 - 0.013			NA		NA				NA	12/31/2010
Total Industrial	19.1	9.2	12.2	2.04 - 1.53	0.024 - 0.018			58,354	77,806	6.72 - 5.04	0.77 - 0.57				
Total Energy Efficiency	\$82.1	27.5	36.6	2.49 - 1.87	0.030 - 0.022			1,989,410	2,652,546	6.86 - 5.14	0.42 - 0.32				
RENEWABLE RESOURCES2															
Biopower	3.3	0.55	1.62	5.96 - 2.02						NA				NA	NA
Open Solicitation	2.8	0.57	0.88	4.91 - 3.19						NA				NA	NA
Solar Electric	5.5	0.35	0.47	15.47 - 11.60						NA				NA	NA
Utility-Scale	0.0	0.00	0.00	na - na						NA				NA	NA
Wind Cluster	3.4	1.87	2.67	1.81 - 1.26						NA				Q4-2008 (P)	NA
Total Renewable Resources	\$15.0	3.3	5.6	4.48 - 2.65											

1 some columns may not add due to rounding

2 Budget amounts for Renewables are activity based and include dedicated funds

The Energy Trust of Oregon, Inc
By Program / Service Territory
For the Twelve Months Ending December 31, 2009
Revised Projection 2009-P-03

	ENERGY EFFICIENCY					RENEWABLE ENERGY			TOTAL 2009					
	PGE	PacifiCorp	NW Natural	Cascade	Avista	Total	PGE	PacifiCorp	Total	Other	All Programs	previous versior	Change	Pct Chg
REVENUES														
Public Purpose Funding	\$27,773,674	\$17,273,692	\$8,625,534	\$1,638,985		\$55,311,885	\$8,376,187	\$5,209,526	\$13,585,713		\$68,897,599	\$68,212,693	\$684,906	1.00%
Public Purpose Funding-838	14,999,998	8,070,250				23,070,248					23,070,248		23,070,248	100.00%
Revenue from Investments										1,681,189	1,681,189	2,164,506	(483,317)	-22.33%
TOTAL PROGRAM REVENUE	42,773,672	25,343,942	8,625,534	1,638,985		78,382,133	8,376,187	5,209,526	13,585,713	1,681,189	93,649,036	70,377,199	23,271,837	33.07%
EXPENSES														
Program Management (Note 4)	1,831,594	958,539	681,427	84,131	2,029	3,557,718	503,704	512,860	1,016,564		4,574,282	4,313,820	260,462	6.04%
Program Delivery	11,404,187	6,792,133	2,743,418	380,366	11,563	21,331,668	86,570	49,115	135,685		21,467,353	17,827,429	3,639,924	20.42%
Incentives	24,121,098	13,462,153	6,324,365	779,329	16,040	44,702,988	6,566,270	6,270,357	12,836,627		57,539,615	40,657,944	16,881,671	41.52%
Program Evaluation and Planning Services	1,375,709	750,791	418,648	49,242	936	2,595,326	196,121	196,780	392,901		2,988,227	2,988,227		0.00%
Program Marketing/Outreach	2,029,018	979,847	769,820	95,701	2,348	3,876,731	173,494	160,578	334,072		4,210,803	3,341,253	869,550	26.02%
Program Legal Services	0	0	0	0	0	0	8,750	8,750	17,500		17,500	17,500		0.00%
Program Quality Assurance	88,271	44,976	44,242	4,120	41	181,650	16,700	22,800	39,500		221,150	221,150		0.00%
Outsourced Services	276,310	143,865	66,239	7,360	29	493,803	383,730	355,009	738,739		1,232,542	1,232,542		0.00%
Trade Allies & Customer Service Management	339,756	160,524	263,555	25,185	298	789,318	41,248	30,888	72,136		861,454	861,454		0.00%
IT Services	645,602	339,407	285,263	34,777	769	1,305,818	106,450	109,124	215,573		1,521,391	1,521,391		0.00%
Other Program Expenses	207,803	111,280	69,237	7,523	118	395,961	114,919	111,332	226,250		622,211	622,211		0.00%
TOTAL PROGRAM EXPENSES	42,319,349	23,743,515	11,666,215	1,467,735	34,169	79,230,982	8,197,955	7,827,594	16,025,548		95,256,530	73,604,922	21,651,608	29.42%
ADMINISTRATIVE COSTS														
Management & General (Note 1 & 3)	1,042,517	584,910	287,392	36,157	842	1,951,817	201,953	192,829	394,782		2,346,599	2,346,599		0.00%
Communication & Outreach (Note 2 & 3)	475,349	266,697	131,040	16,486	384	889,956	92,083	87,923	180,006		1,069,961	1,069,961		0.00%
Total Administrative Costs	1,517,866	851,607	418,431	52,643	1,226	2,841,773	294,036	280,752	574,787		3,416,560	3,416,560		0.00%
TOTAL PROGRAM & ADMIN EXPENSES	43,837,215	24,595,122	12,084,646	1,520,378	35,395	82,072,755	8,491,991	8,108,346	16,600,336		98,673,090	77,021,482	21,651,608	28.11%
TOTAL REVENUE LESS EXPENSES	(1,063,543)	748,820	(3,459,112)	118,607	(35,395)	(3,690,621)	(115,804)	(2,898,820)	(3,014,622)	1,681,189	(5,024,054)	(6,644,284)	1,620,230	-24.39%
Net Assets from prior years	8,691,518	(5,469,769)	4,659,933	181,354	107,296	8,170,332	13,473,296	5,131,371	18,604,667	9,388,816	36,163,815	30,862,450	5,301,365	17.18%
Interest attributed	1,740,000	1,160,000				2,900,000		1,700,000	1,700,000	(4,600,000)				0.00%
TOTAL NET ASSETS CUMULATIVE	9,367,975	(3,560,949)	1,200,821	299,961	71,901	7,379,711	13,357,492	3,932,551	17,290,045	6,470,005	31,139,761	24,218,167	6,921,594	28.58%

Note 1) Management and General (Administrative) Expenses have been allocated based on total expenses.

Note 2) General Communication and Outreach expenses (Administrative) have been allocated based on total expenses for budget purposes only, otherwise by Public Purpose Revenue from each Territory.

Note 3) Administrative costs are allocated for management reporting only. GAAP for Not for Profit organizations does not allow allocation of administrative costs to program expenses.

Note 4) Program Management costs include both outsourced and internal staff.

Note 5) Cumulative carryover at 12/31/2006 has been adjusted to reflect audited results.

The Energy Trust of Oregon, Inc
Program Budget Expenses by Service Territory
For the Twelve Months Ending December 31, 2009
Revised Projection 2009-P-03

	PGE	Pacific Power	Subtotal Elec. Utilities	Northwest Natural Gas	Cascade	Avista	Subtotal Gas Providers	Total	Previous Budget	Change	Pct Change
Energy Efficiency											
Residential											
Home Energy Solutions - Existing Homes	6,037,032	2,577,852	8,614,884	6,581,553	514,740		7,096,293	15,711,177	14,125,894	1,585,283	11.22%
Home Energy Solutions - New Homes/Products	9,027,773	5,986,569	15,014,342	1,703,637	668,782	35,396	2,407,815	17,422,157	12,163,471	5,258,686	43.23%
Market Transformation (NEEA)	520,329	392,528	912,857				0	912,857	922,157	(9,300)	-1.01%
Total Residential	15,585,134	8,956,949	24,542,083	8,285,190	1,183,522	35,396	9,504,108	34,046,191	27,211,522	6,834,669	25.12%
Commercial											
Business Energy Solutions - Existing Buildings	10,103,668	3,475,719	13,579,387	2,111,837	169,852		2,281,689	15,861,076	7,524,715	8,336,361	110.79%
Business Energy Solutions - New Buildings	6,467,937	3,748,126	10,216,063	1,295,660	167,006		1,462,666	11,678,729	9,790,916	1,887,813	19.28%
Market Transformation (NEEA)	794,083	599,045	1,393,128				0	1,393,128	1,407,318	(14,190)	-1.01%
Total Commercial	17,365,688	7,822,890	25,188,578	3,407,497	336,858		3,744,355	28,932,933	18,722,949	10,209,984	54.53%
Industrial											
Business Energy Solutions - Production Efficiency	10,400,330	7,448,605	17,848,935	391,959			391,959	18,240,894	13,456,195	4,784,699	35.56%
Market Transformation (NEEA)	486,063	366,679	852,742				0	852,742	861,428	(8,686)	-1.01%
Total Industrial	10,886,393	7,815,284	18,701,677	391,959			391,959	19,093,636	14,317,623	4,776,013	33.36%
Total Energy Efficiency Costs	43,837,215	24,595,123	68,432,338	12,084,646	1,520,380	35,396	13,640,422	82,072,760	60,252,094	21,820,666	36.22%
Renewables											
Biopower	2,762,184	1,822,332	4,584,516				0	4,584,516	4,631,213	(46,697)	-1.01%
Open Solicitation	570,825	2,574,718	3,145,543				0	3,145,543	3,177,582	(32,039)	-1.01%
Solar Electric (Photovoltaic)	3,120,099	2,336,492	5,456,591				0	5,456,591	5,512,171	(55,580)	-1.01%
Utility Scale Projects	17,382	25,986	43,368				0	43,368	43,809	(441)	-1.01%
Wind	2,021,502	1,348,816	3,370,318				0	3,370,318	3,404,647	(34,329)	-1.01%
Total Renewables Costs	8,491,992	8,108,344	16,600,336				0	16,600,336	16,769,422	(169,086)	-1.01%
Cost Grand Total	52,329,207	32,703,467	85,032,674	12,084,646	1,520,380	35,396	13,640,422	98,673,096	77,021,516	21,651,580	28.11%

Energy Trust of Oregon
Statement of Functional Expense
For the Twelve Months Ending December 31, 2009
Revised Projection 2009-P-03

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communication & Outreach	Total Admin Expenses	Total
<i>EXPENSES</i>							
Program Expenses							
Incentives/ Program Management & Delivery	71,025,507	12,972,312	83,997,819			0	83,997,819
Payroll and Related Expenses	1,520,484	1,016,564	2,537,048	1,340,780	388,239	1,729,019	4,266,067
Outsourced Services	2,983,568	1,249,811	4,233,379	428,969	425,885	854,854	5,088,233
Planning and Evaluation	1,210,326	272,901	1,483,227	19,431	1,792	21,223	1,504,450
Customer Service Management	789,318	72,136	861,454			0	861,454
Total Program Expenses	77,529,203	15,583,724	93,112,927	1,789,180	815,917	2,605,097	95,718,024
Program Support Costs							
Supplies	9,248	5,843	15,091	12,436	3,679	16,115	31,206
Postage and Shipping Expenses	21,520	8,433	29,953	5,958	22,292	28,250	58,203
Telephone	506	5,978	6,484	1,240	1	1,241	7,725
Printing and Publications	95,702	42,432	138,134	4,751	50,165	54,916	193,050
Occupancy Expenses	82,508	52,130	134,638	59,833	21,048	80,881	215,519
Insurance	15,818	9,994	25,812	11,471	4,035	15,506	41,318
Equipment	3,683	2,327	6,010	15,871	2,260	18,131	24,141
Travel	55,796	61,980	117,776	46,835	7,602	54,437	172,213
Meetings, Trainings & Conferences	61,088	33,262	94,350	127,635	13,750	141,385	235,735
Depreciation & Amortization	2,069	1,307	3,376	1,500	528	2,028	5,404
Dues, Licenses and Fees	47,415	2,181	49,596	8,436	5,593	14,029	63,625
Miscellaneous Expenses	608	384	992	544	155	699	1,691
IT Services	1,305,818	215,573	1,521,391	260,909	122,936	383,845	1,905,236
Total Program Support Costs	1,701,779	441,824	2,143,603	557,419	254,044	811,463	2,955,066
TOTAL EXPENSES	79,230,982	16,025,548	95,256,530	2,346,599	1,069,961	3,416,560	98,673,090
PUC performance measure	11%						
Administrative plus program support costs	6.0%						

The Energy Trust of Oregon, Inc
 Energy Efficiency Electric Spending by Rate Schedule - 1149 vs 838
 For the Twelve Months Ending December 31, 2009
 Revised Projection 2009-P-03

	PGE			PacifiCorp		
	Total	1149	838	Total	1149	838
TOTAL PROGRAM REVENUE	42,773,672	\$27,773,674	14,999,998	25,343,942	17,273,692	8,070,250
EXPENSES						
Program Management (Note 4)	1,831,594	1,179,251	652,343	958,539	659,609	298,931
Program Delivery	11,404,187	7,358,185	4,046,002	6,792,133	4,653,983	2,138,150
Incentives	24,121,098	16,148,258	7,972,839	13,462,153	9,645,831	3,816,322
Program Evaluation & Planning Svcs.	1,375,709	896,595	479,114	750,791	522,774	228,017
Program Marketing/Outreach	2,029,018	1,268,803	760,215	979,847	652,295	327,552
Program Legal	0			0		
Program Quality Assurance	88,271	57,570	30,701	44,976	31,453	13,523
Outsourced Services	276,310	173,966	102,344	143,865	96,490	47,375
Trade Allies & Customer Svc. Mgmt.	339,756	211,556	128,200	160,524	106,297	54,227
IT Services	645,602	408,872	236,730	339,407	229,148	110,258
Other Program Expenses	207,803	135,669	72,134	111,280	77,710	33,571
TOTAL PROGRAM EXPENSES	42,319,349	27,838,726	14,480,622	23,743,515	16,675,590	7,067,925
ADMINISTRATIVE COSTS						
Management & General (Note 1 & 3)	1,042,517	685,794	356,723	584,910	410,795	174,115
Communication & Outreach (Note 2 & 3)	475,349	312,696	162,653	266,697	187,307	79,390
Total Administrative Costs	1,517,866	998,490	519,376	851,607	598,102	253,505
TOTAL PROGRAM & ADMIN EXPENSES	43,837,215	28,837,217	14,999,998	24,595,122	17,273,692	7,321,430
TOTAL REVENUE LESS EXPENSES	(1,063,543)	(1,063,543)	0	748,820	0	748,820
Net Assets Carried Forward From Prior Years	8,691,518	8,691,518	0	(5,469,769)	(7,429,749)	1,959,980
Interest attributed	1,740,000	1,740,000	0	1,160,000	1,160,000	0
TOTAL NET ASSETS CUMULATIVE	9,367,975	9,367,975	0	(3,560,949)	(6,269,749)	2,708,800

Note 1) Management and General (Administrative) Expenses have been allocated based on total expenses.

Note 2) General Communication and Outreach expenses (Administrative) have been allocated based on Public Purpose Revenue from each Territory.

Note 3) Administrative costs are allocated for management reporting only. GAAP for Not for Profit organizations does not allow allocation of administrative costs to program expenses.

Note 4) Program Management costs include both outsourced and internal staff.

Note 5) Cumulative carryover at 12/31/2007 has been adjusted to reflect audited results.

Note 6) Efficiency electric funding as allocated between 1149 and 838 proportionate to revenue, adjusted for large industrial customers and expenditure of pge 1149 carryover

The Energy Trust of Oregon, Inc
Energy Efficiency Electric Spending by Program and Rate Schedule - 1149 vs 838
For the Twelve Months Ending December 31, 2009
Revised Projection 2009-P-03

	PGE			Pacific Power		
	Total	1149	838	Total	1149	838
Energy Efficiency						
Residential						
Home Energy Solutions - Existing Homes	6,037,032	3,757,500	2,279,532	2,577,852	1,706,107	871,745
Home Energy Solutions - New Homes/Products	9,027,773	5,618,963	3,408,810	5,986,569	3,962,108	2,024,461
Market Transformation (NEEA)	520,329	323,857	196,472	392,528	259,788	132,740
Total Residential	15,585,134	9,700,320	5,884,814	8,956,949	5,928,004	3,028,945
Commercial						
Business Energy Solutions - Existing Buildings	10,103,668	6,288,609	3,815,059	3,475,719	2,300,345	1,175,374
Business Energy Solutions - New Buildings	6,467,937	4,025,699	2,442,238	3,748,126	2,480,633	1,267,493
Market Transformation (NEEA)	794,083	494,244	299,839	599,045	396,468	202,577
Total Commercial	17,365,688	10,808,552	6,557,136	7,822,890	5,177,446	2,645,444
Industrial						
Business Energy Solutions - Production Efficiency	10,400,330	8,025,814	2,374,516	7,448,605	5,925,562	1,523,043
Market Transformation (NEEA)	486,063	302,530	183,533	366,679	242,680	123,999
Total Industrial	10,886,393	8,328,344	2,558,049	7,815,284	6,168,242	1,647,042
Total Energy Efficiency Costs	43,837,215	28,837,217	14,999,998	24,595,123	17,273,692	7,321,431