

**Energy Trust of Oregon, Inc.**  
**ADMINISTRATIVE EXPENSES**  
**For the Three Months and Year to Date Ended December 31, 2010**  
**(Unaudited)**

EXPENSES	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
Outsourced Services	\$48,878	\$144,888	\$96,011	\$237,264	\$526,853	\$289,590	\$426,910	\$217,704	(\$209,206)	\$974,296	\$890,816	(\$83,480)
Legal Services	3,061	16,250	13,189	8,317	65,000	56,683						
Salaries and Related Expenses	379,231	430,010	50,779	1,588,598	1,719,260	130,661	112,826	137,311	24,485	461,527	549,246	87,719
Supplies		1,125	1,125	1,162	4,500	3,338		750	750	472	3,000	2,528
Telephone	240	900	660	1,175	4,100	2,925				38		(38)
Postage and Shipping Expenses		750	750	816	3,000	2,184		2,500	2,500		10,000	10,000
Noncapitalized Equipment								500	500	1,774	2,000	226
Printing and Publications	153	125	(28)	350	500	150	2,248	6,250	4,002	13,218	25,000	11,782
Travel	6,636	8,270	1,634	24,513	33,080	8,567	74	2,500	2,426	1,041	10,000	8,959
Conference, Training & Mtngs	14,182	30,023	15,840	80,246	120,091	39,845	(1,382)	3,250	4,632	3,230	13,000	9,770
Interest Expense and Bank Fees				5,000		(5,000)						
Miscellaneous Expenses	22	19	(3)	92	75	(17)						
Dues, Licenses and Fees	(861)	2,669	3,529	9,301	9,495	194	2,273	2,500	227	5,113	10,000	4,887
Shared Allocation (Note 1)	30,154	30,941	787	116,022	136,953	20,932	12,354	13,202	848	46,450	58,435	11,985
IT Service Allocation (Note 2)	95,048	158,637	63,589	368,857	608,686	239,829	38,748	64,671	25,923	150,371	248,142	97,771
Planning & Eval (Note 3)	8,100	9,596	1,496	28,134	37,887	9,753	5,676	6,750	1,074	19,713	26,650	6,936
<b>TOTAL EXPENSES</b>	<b>584,844</b>	<b>834,203</b>	<b>249,359</b>	<b>2,469,847</b>	<b>3,269,480</b>	<b>799,633</b>	<b>599,727</b>	<b>457,888</b>	<b>(141,839)</b>	<b>1,677,246</b>	<b>1,846,288</b>	<b>169,043</b>

Note 1) Represents allocation of Shared (General Office Management) Costs

Note 2) Represents allocation of Shared IT Costs

Note 3) Represents allocation of Planning & Evaluations Costs

**Energy Trust of Oregon, Inc**  
**BALANCE SHEET**  
**December 31, 2010**  
**(Unaudited)**

	DEC 2010	NOV 2010	DEC 2009	Change from Prior Month	Change from Beg. of Year
<b>Current Assets</b>					
Cash & Cash Equivalents	67,600,402	72,151,134	63,059,796	(4,550,732)	4,540,606
Restricted Cash (Escrow Funds)	1,436,544	1,436,240	5,533,972	305	(4,097,427)
Investments	8,042,156	8,042,156		0	8,042,156
Receivables	72,173	22,773	106,937	49,400	(34,764)
Prepaid Expenses	417,886	427,513	182,941	(9,627)	234,946
Advances to Vendors	1,789,025	1,509,424	39,065	279,601	1,749,960
<b>Total Current Assets</b>	<b>79,358,186</b>	<b>83,589,240</b>	<b>68,922,710</b>	<b>(4,231,053)</b>	<b>10,435,476</b>
<b>Fixed Assets</b>					
Program Equipment	87,564	101,675	101,675	(14,111)	(14,111)
Computer Hardware and Software	969,603	1,079,910	1,010,947	(110,307)	(41,344)
Software Development	397,503	397,503		0	397,503
Leasehold Improvements	22,382	22,382	22,382	0	0
Office Equipment and Furniture	138,156	138,156	127,354	0	10,802
<b>Total Fixed Assets</b>	<b>1,615,208</b>	<b>1,739,626</b>	<b>1,262,358</b>	<b>(124,418)</b>	<b>352,850</b>
Less Depreciation	(984,210)	(1,094,471)	(991,562)	110,261	7,352
<b>Net Fixed Assets</b>	<b>630,998</b>	<b>645,156</b>	<b>270,796</b>	<b>(14,158)</b>	<b>360,202</b>
<b>Other Assets</b>					
Rental Deposit	28,000	28,000	26,000	0	2,000
Deferred Compensation Asset	233,677	203,763	144,451	29,914	89,227
<b>Total Other Assets</b>	<b>261,677</b>	<b>231,763</b>	<b>170,451</b>	<b>29,914</b>	<b>91,227</b>
<b>Total Assets</b>	<b>80,250,862</b>	<b>84,466,159</b>	<b>69,363,957</b>	<b>(4,215,297)</b>	<b>10,886,905</b>
<b>Current Liabilities</b>					
Accounts Payable and Accruals	17,530,231	7,080,765	10,090,054	10,449,466	7,440,177
Salaries, Taxes, & Benefits Payable	449,078	459,737	393,467	(10,660)	55,611
<b>Total Current Liabilities</b>	<b>17,979,308</b>	<b>7,540,502</b>	<b>10,483,521</b>	<b>10,438,806</b>	<b>7,495,787</b>
<b>Long Term Liabilities</b>					
Deferred Rent	57,397	61,356	104,910	(3,959)	(47,514)
Deferred Compensation Payable	233,677	203,763	144,451	29,914	89,227
Other Long-Term Liabilities	2,685	2,685	2,310	0	375
<b>Total Long-Term Liabilities</b>	<b>293,759</b>	<b>267,805</b>	<b>251,671</b>	<b>25,955</b>	<b>42,088</b>
<b>Total Liabilities</b>	<b>18,273,068</b>	<b>7,808,307</b>	<b>10,735,192</b>	<b>10,464,761</b>	<b>7,537,876</b>
<b>Net Assets</b>					
Temporarily Restricted Net Assets	1,515,254	1,514,949	5,611,283	305	(4,096,028)
Unrestricted Net Assets	60,462,540	75,142,902	53,017,482	(14,680,362)	7,445,058
<b>Total Net Assets</b>	<b>61,977,794</b>	<b>76,657,852</b>	<b>58,628,765</b>	<b>(14,680,057)</b>	<b>3,349,030</b>
<b>Total Liabilities and Net Assets</b>	<b>80,250,862</b>	<b>84,466,159</b>	<b>69,363,957</b>	<b>(4,215,297)</b>	<b>10,886,905</b>

**Energy Trust of Oregon, Inc**  
**INCOME STATEMENT**  
**Unaudited Interim Report for Quarter and YTD**  
**For the Period Ending December 31, 2010**

	Actual	Quarter-to-date QTD Budget	Variance	Actual	Year-to-date YTD Budget	Variance
<b>REVENUE</b>						
Contributions Received Directly				\$1,085		\$1,085
Public Purpose Funding-PGE	8,165,536	9,068,255	(902,719)	34,763,224	38,093,593	(3,330,369)
Public Purpose Funding-PacifiCorp	4,971,602	5,090,837	(119,234)	21,529,502	21,295,899	233,603
Public Purpose Funding-NW Natural	3,202,658	3,432,452	(229,794)	24,376,029	23,699,999	676,030
Public Purpose Funding-Cascade	571,585	439,717	131,868	1,442,280	1,999,322	(557,042)
Public Purpose Funding-Avista					(11,547)	11,547
<b>Total Public Purpose Funding</b>	<b>16,911,381</b>	<b>18,031,261</b>	<b>(1,119,880)</b>	<b>82,112,120</b>	<b>85,077,265</b>	<b>(2,965,145)</b>
Incremental Funding - PGE	6,336,867	5,088,843	1,248,025	22,034,356	20,391,504	1,642,853
Incremental Funding - PacifiCorp	4,764,455	4,593,172	171,283	18,988,967	19,658,167	(669,200)
Incremental Funding - NW Natural	437,499	437,500	(1)	1,581,411	1,608,333	(26,922)
NW Natural - Washington	407,500	(32,099)	439,599	815,000	423,501	391,499
Special Projects	950		950	950		950
Interest Income	113,534	17,628	95,906	417,893	117,971	299,922
<b>TOTAL REVENUE</b>	<b>28,972,186</b>	<b>28,136,305</b>	<b>835,882</b>	<b>125,950,696</b>	<b>127,276,741</b>	<b>(1,326,045)</b>
<b>EXPENSES</b>						
Program Management (Note 3)	767,917	1,474,818	706,901	4,816,726	5,852,873	1,036,147
Program Delivery	7,401,708	7,648,698	246,989	29,360,134	29,951,254	591,120
Incentives	32,705,605	38,426,013	5,720,409	71,644,081	87,180,624	15,536,543
Program Evaluation and Planning Services	664,152	1,234,973	570,821	3,130,008	4,987,355	1,857,347
Program Marketing/Outreach	1,450,915	1,638,856	187,940	4,404,612	5,490,450	1,085,838
Program Legal Services	65	2,250	2,185	65	9,000	8,935
Program Quality Assurance	35,545	55,000	19,455	123,499	210,000	86,501
Outsourced Services	424,249	627,417	203,168	1,778,711	2,568,067	789,357
Trade Allies & Customer Service Management	306,029	495,205	189,176	1,224,576	1,948,325	723,749
IT Services	410,769	685,580	274,811	1,594,082	2,630,546	1,036,464
Other Program Expenses	138,255	185,374	47,119	553,497	777,261	223,764
<b>TOTAL PROGRAM EXPENSES</b>	<b>44,305,210</b>	<b>52,474,184</b>	<b>8,168,974</b>	<b>118,629,990</b>	<b>141,605,755</b>	<b>22,975,765</b>
<b>ADMINISTRATIVE COSTS</b>						
Management & General (Notes 1 & 2)	583,049	834,203	251,154	2,468,052	3,269,480	801,428
Communications & Customer Svc (Notes 1 & 2)	599,727	457,888	(141,839)	1,677,246	1,846,288	169,043
<b>Total Administrative Costs</b>	<b>1,182,776</b>	<b>1,292,091</b>	<b>109,315</b>	<b>4,145,297</b>	<b>5,115,768</b>	<b>970,471</b>
<b>Total Expenses</b>	<b>45,487,986</b>	<b>53,766,275</b>	<b>8,278,289</b>	<b>122,775,288</b>	<b>146,721,524</b>	<b>23,946,236</b>
<b>REVENUE LESS EXPENSES</b>	<b>(16,515,800)</b>	<b>(25,629,970)</b>	<b>9,114,170</b>	<b>3,175,409</b>	<b>(19,444,782)</b>	<b>22,620,191</b>

Note 1) Both Management & General and Communications & Customer Service Expenses (Administrative) have been allocated based on total expenses.  
Note 2) Administrative costs are allocated for management reporting only. This is not a GAAP formatted Income Statement.  
Note 3) Program Management costs include both outsourced and internal staff.

**Energy Trust of Oregon, Inc**  
**Statement of Functional Expenses**  
**For the Twelve Months Ending December 31, 2010**

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total
<b>Program Expenses</b>							
Incentives/ Program Management & Delivery	89,650,537	16,722,137	106,372,674			0	106,372,674
Payroll and Related Expenses	1,617,125	864,864	2,481,989	1,588,598	461,527	2,050,125	4,532,114
Outsourced Services	4,027,300	816,498	4,843,798	245,581	974,296	1,219,877	6,063,675
Planning and Evaluation	1,357,430	201,945	1,559,375	28,134	19,713	47,847	1,607,222
Customer Service Management	781,102	77,856	858,958			0	858,958
Trade Allies Network	331,469	34,149	365,618			0	365,618
<b>Total Program Expenses</b>	<b>97,764,964</b>	<b>18,717,448</b>	<b>116,482,412</b>	<b>1,862,313</b>	<b>1,455,536</b>	<b>3,317,849</b>	<b>119,800,261</b>
<b>Program Support Costs</b>							
Supplies	10,140	4,798	14,938	8,597	3,449	12,046	26,984
Postage and Shipping Expenses	2,915	1,416	4,331	3,040	890	3,930	8,261
Telephone	4,178	2,211	6,389	3,309	892	4,201	10,590
Printing and Publications	54,568	12,000	66,568	4,351	14,820	19,171	85,739
Occupancy Expenses	103,298	50,188	153,486	78,813	31,554	110,367	263,853
Insurance	19,818	9,629	29,447	15,120	6,054	21,174	50,621
Equipment	3,010	45,743	48,753	2,297	2,694	4,991	53,744
Travel	31,638	25,939	57,577	24,513	1,041	25,554	83,131
Meetings, Trainings & Conferences	21,641	12,206	33,847	80,313	3,257	83,570	117,417
Interest Expense and Bank Fees			0	5,000		5,000	5,000
Depreciation & Amortization	4,553	20,250	24,803	3,474	1,391	4,865	29,668
Dues, Licenses and Fees	62,690	30,689	93,379	9,671	5,262	14,933	108,312
Miscellaneous Expenses	13,353	6,625	19,978	178	34	212	20,190
IT Services	1,386,160	207,922	1,594,082	368,857	150,371	519,228	2,113,310
<b>Total Program Support Costs</b>	<b>1,717,964</b>	<b>429,615</b>	<b>2,147,579</b>	<b>607,533</b>	<b>221,709</b>	<b>829,242</b>	<b>2,976,821</b>
<b>TOTAL EXPENSES</b>	<b>99,482,932</b>	<b>19,147,063</b>	<b>118,629,995</b>	<b>2,469,847</b>	<b>1,677,246</b>	<b>4,147,093</b>	<b>122,777,083</b>

OPUC measure, versus 11%

5%

Exp-Acct-YTD-002

**Energy Trust of Oregon, Inc**  
**Year to Date by Program/Service Territory - joint costs allocated at program level**  
**For the Twelve Months Ending December 31, 2010**  
**(Unaudited)**

	ENERGY EFFICIENCY							RENEWABLE ENERGY			TOTAL				
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Avista	Oregon Total	NWN WA	ETO Total	PGE	PacifiCorp	Total	Other	All Programs
<b>REVENUES</b>															
Public Purpose Funding	\$27,065,764	\$16,538,516	\$43,604,280		\$24,376,029	\$1,442,280		\$69,422,589		\$69,422,589	\$7,697,460	\$4,990,986	\$12,688,446		\$82,111,035
Incremental Funding Contributions	22,034,356	18,988,967	41,023,323	1,581,411				42,604,734	990,416	43,595,150				1,085	43,595,150
Special Projects	389		389		561			950		950					950
Revenue from Investments														417,893	417,893
<b>TOTAL PROGRAM REVENUE</b>	<b>49,100,509</b>	<b>35,527,483</b>	<b>84,627,993</b>	<b>1,581,411</b>	<b>24,376,590</b>	<b>1,442,280</b>		<b>112,028,273</b>	<b>990,416</b>	<b>113,018,690</b>	<b>7,697,460</b>	<b>4,990,986</b>	<b>12,688,446</b>	<b>418,978</b>	<b>126,126,113</b>
<b>EXPENSES</b>															
Program Management (Note 3)	1,815,067	1,149,358	2,964,425	34,232	809,454	53,918		3,862,029	87,334	3,949,363	450,173	417,191	867,364		4,816,727
Program Delivery	14,730,920	9,800,299	24,531,219	383,324	3,663,220	372,446		28,950,209	125,465	29,075,674	138,704	145,756	284,460		29,360,134
Incentives	26,664,747	18,005,869	44,670,616	840,956	8,636,994	718,403		54,866,969	341,935	55,208,904	9,661,237	6,773,940	16,435,177		71,644,081
Program Eval & Planning Svcs.	1,403,805	955,613	2,359,418	27,170	451,657	38,225		2,876,471	22,156	2,898,627	119,449	111,933	231,382		3,130,009
Program Marketing/Outreach	1,941,528	1,259,923	3,201,451	6,086	987,731	69,246		4,264,513	26,897	4,291,410	72,651	40,555	113,206		4,404,616
Program Legal Services									66	66					66
Program Quality Assurance	38,992	28,549	67,540		42,581	2,129		112,251		112,251	2,922	8,327	11,249		123,500
Outsourced Services	481,424	290,143	771,567	2,396	335,024	7,117		1,116,104		1,116,104	391,375	271,233	662,608		1,778,712
Trade Allies & Cust. Svc. Mgmt.	460,279	298,404	758,682	4,433	295,652	18,129		1,076,895	35,677	1,112,572	71,960	40,044	112,004		1,224,576
IT Services	617,566	413,674	1,031,239	11,441	292,173	21,240		1,356,094	30,064	1,386,158	108,006	99,915	207,921		1,594,079
Other Program Expenses	141,631	97,424	239,055	3,855	59,719	4,487		307,117	24,686	331,803	131,104	90,588	221,692		555,290
<b>TOTAL PROGRAM EXPENSES</b>	<b>48,295,958</b>	<b>32,299,254</b>	<b>80,595,213</b>	<b>1,313,893</b>	<b>15,574,206</b>	<b>1,305,340</b>		<b>98,788,652</b>	<b>694,280</b>	<b>99,482,932</b>	<b>11,147,582</b>	<b>7,999,481</b>	<b>19,147,063</b>		<b>118,629,995</b>
<b>ADMINISTRATIVE COSTS</b>															
Management & General (Notes 1 & 2)	1,004,779	671,974	1,676,752	27,335	324,015	27,157		2,055,260	14,444	2,069,704	229,802	168,546	398,348	1,795	2,469,847
Communications & Customer Svc (Notes 1 & 2)	682,831	456,662	1,139,493	18,576	220,195	18,456		1,396,720	9,816	1,406,536	156,170	114,540	270,710		1,677,246
<b>Total Administrative Costs</b>	<b>1,687,610</b>	<b>1,128,636</b>	<b>2,816,245</b>	<b>45,911</b>	<b>544,211</b>	<b>45,613</b>		<b>3,451,980</b>	<b>24,260</b>	<b>3,476,240</b>	<b>385,972</b>	<b>283,086</b>	<b>669,058</b>	<b>1,795</b>	<b>4,147,093</b>
<b>TOTAL PROG &amp; ADMIN EXPENSES</b>	<b>49,983,568</b>	<b>33,427,889</b>	<b>83,411,457</b>	<b>1,359,804</b>	<b>16,118,417</b>	<b>1,350,952</b>		<b>102,240,630</b>	<b>718,536</b>	<b>102,959,166</b>	<b>11,533,556</b>	<b>8,282,566</b>	<b>19,816,122</b>	<b>1,795</b>	<b>122,777,083</b>
<b>TOTAL REVENUE LESS EXPENSES</b>	<b>(883,059)</b>	<b>2,099,594</b>	<b>1,216,536</b>	<b>221,607</b>	<b>8,258,173</b>	<b>91,328</b>		<b>9,787,643</b>	<b>271,880</b>	<b>10,059,524</b>	<b>(3,836,096)</b>	<b>(3,291,580)</b>	<b>(7,127,676)</b>	<b>417,183</b>	<b>3,349,030</b>
Cumulative Carryover at 12/31/09 (Note 4)	15,974,053	(3,722,624)	12,251,429	583,282	(2,370,484)	435,084	25,458	10,924,769	402,975	11,327,744	25,411,648	11,987,317	37,398,965	9,902,055	58,628,764
Interest attributed	1,740,000	1,160,000	2,900,000		5,000,000			7,900,000		7,900,000		1,700,000	1,700,000	(9,600,000)	
Interest re-attributed	(1,740,000)		(1,740,000)					(1,740,000)		(1,740,000)				1,740,000	
<b>TOTAL NET ASSETS CUMULATIVE</b>	<b>15,090,994</b>	<b>(463,030)</b>	<b>14,627,965</b>	<b>804,889</b>	<b>10,887,689</b>	<b>526,412</b>	<b>25,458</b>	<b>26,872,412</b>	<b>674,855</b>	<b>27,547,268</b>	<b>21,575,552</b>	<b>10,395,737</b>	<b>31,971,289</b>	<b>2,459,238</b>	<b>61,977,794</b>

Note 1) Both Management & General and Communications & Customer Service Expenses (Administrative) have been allocated based on total expenses.  
Note 2) 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 3) Program Management costs include both outsourced and internal staff.  
Note 4) Cumulative carryover at 12/31/2009 reflects audited results.

**Energy Trust of Oregon, Inc**  
**ENERGY EFFICIENCY**  
**Unaudited Interim Report for Quarter and Year to Date**  
**For the Period Ending December 31, 2010**

	QTD						YTD					
	Commercial	Industrial	Residential	Total EE	Total Budget	Variance	Commercial	Industrial	Residential	Total EE	Total Budget	Variance
<b>EXPENSES</b>												
Program Management (Note 4)	\$146,104	\$81,975	\$341,970	\$570,049	\$1,256,742	\$686,694	\$1,533,070	\$454,675	\$1,961,617	\$3,949,362	\$4,980,569	\$1,031,207
Program Delivery	3,096,573	1,389,192	2,823,681	7,309,445	7,603,598	294,153	11,060,607	5,640,524	12,374,544	29,075,675	29,761,254	685,580
Incentives	14,227,557	6,465,494	7,510,907	28,203,957	25,381,373	(2,822,584)	23,801,039	12,366,964	19,040,901	55,208,904	57,665,896	2,456,992
Program Evaluation & Planning Svcs.	287,696	91,739	226,576	606,010	1,133,593	527,583	1,439,188	505,620	953,818	2,898,625	4,585,401	1,686,776
Program Marketing/Outreach	258,161	41,748	1,140,400	1,440,310	1,501,793	61,483	859,944	82,551	3,348,912	4,291,407	5,127,061	835,654
Program Legal Services	22		43	65	1,250	1,185	22		43	65	5,000	4,935
Program Quality Assurance			32,022	32,022	52,500	20,478			112,251	112,251	200,000	87,749
Outsourced Services	220,992	20,849	30,107	271,949	375,717	103,768	518,633	83,371	514,099	1,116,103	1,505,867	389,764
Trade Allies & Customer Svc. Mgmt.	53,549	1,429	236,154	291,132	446,526	155,394	266,470	10,928	835,174	1,112,572	1,756,828	644,257
IT Services	139,551	30,879	186,762	357,191	596,157	238,966	541,557	119,831	724,772	1,386,160	2,287,435	901,275
Other Program Expenses	24,409	17,910	38,021	80,339	124,694	44,354	106,028	61,062	164,713	331,803	515,658	183,855
<b>TOTAL PROGRAM EXPENSES</b>	<b>18,454,612</b>	<b>8,141,214</b>	<b>12,566,643</b>	<b>39,162,469</b>	<b>38,473,944</b>	<b>(688,525)</b>	<b>40,126,557</b>	<b>19,325,526</b>	<b>40,030,845</b>	<b>99,482,928</b>	<b>108,390,970</b>	<b>8,908,042</b>
<b>ADMINISTRATIVE COSTS</b>												
Management & General	285,180	118,407	136,287	539,875	638,553	98,679	834,818	402,060	832,826	2,069,704	2,502,674	432,970
Communications & Customer Service	253,140	111,089	167,814	532,044	350,498	(181,546)	567,328	273,233	565,975	1,406,536	1,413,270	6,735
<b>Total Administrative Costs</b>	<b>538,321</b>	<b>229,496</b>	<b>304,102</b>	<b>1,071,919</b>	<b>989,051</b>	<b>(82,868)</b>	<b>1,402,145</b>	<b>675,293</b>	<b>1,398,801</b>	<b>3,476,240</b>	<b>3,915,945</b>	<b>439,705</b>
<b>Total Expenses</b>	<b>18,992,933</b>	<b>8,370,710</b>	<b>12,870,745</b>	<b>40,234,388</b>	<b>39,462,995</b>	<b>(771,393)</b>	<b>41,528,702</b>	<b>20,000,820</b>	<b>41,429,644</b>	<b>102,959,166</b>	<b>112,306,915</b>	<b>9,347,747</b>

**Energy Trust of Oregon, Inc**  
**RENEWABLE ENERGY**  
**Unaudited Interim Report for Quarter and Year to Date**  
**For the Period Ending December 31, 2010**

	QTD						YTD					
	Biopower	Solar	Other Renewable	Total RR	Total Budget	Variance	Biopower	Solar	Other Renewable	Total RR	Total Budget	Variance
<b>EXPENSES</b>												
Program Management (Note 4)	\$41,130	\$77,468	\$79,270	\$197,869	\$218,076	\$20,207	\$185,935	\$342,048	\$339,381	\$867,364	\$872,304	\$4,940
Program Delivery		72,713	19,551	92,264	45,100	(47,163)	5,000	217,203	62,257	284,460	190,000	(94,460)
Incentives	229,547	3,036,153	1,235,947	4,501,647	13,041,284	8,539,637	559,385	10,520,728	5,355,064	16,435,177	29,511,368	13,076,191
Program Evaluation & Planning Svcs.	14,758	17,161	26,222	58,142	101,380	43,238	51,261	89,043	91,078	231,382	401,954	170,572
Program Marketing/Outreach	149	7,139	3,317	10,606	137,062	126,457	3,164	100,712	9,329	113,205	363,388	250,183
Program Legal Services					1,000	1,000					4,000	4,000
Program Quality Assurance			3,523	3,523	2,500	(1,023)			11,248	11,248	10,000	(1,248)
Outsourced Services	40,695	45,491	66,114	152,300	251,700	99,400	169,284	203,067	290,257	662,608	1,062,200	399,593
Trade Allies & Customer Svc. Mgmt.		13,716	1,181	14,897	48,679	33,782		107,105	4,899	112,004	191,497	79,493
IT Services	8,779	19,371	25,428	53,578	89,423	35,845	34,069	75,173	98,679	207,922	343,111	135,190
Other Program Expenses	9,623	28,986	19,307	57,916	60,680	2,764	33,735	124,639	63,319	221,693	261,603	39,909
<b>TOTAL PROGRAM EXPENSES</b>	<b>344,682</b>	<b>3,318,198</b>	<b>1,479,861</b>	<b>5,142,741</b>	<b>13,996,884</b>	<b>8,854,143</b>	<b>1,041,834</b>	<b>11,779,717</b>	<b>6,325,511</b>	<b>19,147,062</b>	<b>33,211,425</b>	<b>14,064,363</b>
<b>ADMINISTRATIVE COSTS</b>												
Management & General	3,994	30,474	8,706	43,174	195,649	152,475	21,675	245,073	131,600	398,347	766,806	368,458
Communications & Customer Service	4,623	43,877	19,184	67,683	107,391	39,707	14,730	166,547	89,433	270,710	433,018	162,308
<b>Total Administrative Costs</b>	<b>8,617</b>	<b>74,351</b>	<b>27,889</b>	<b>110,857</b>	<b>303,040</b>	<b>192,183</b>	<b>36,405</b>	<b>411,620</b>	<b>221,033</b>	<b>669,057</b>	<b>1,199,824</b>	<b>530,766</b>
<b>Total Expenses</b>	<b>353,299</b>	<b>3,392,549</b>	<b>1,507,750</b>	<b>5,253,598</b>	<b>14,299,924</b>	<b>9,046,326</b>	<b>1,078,239</b>	<b>12,191,337</b>	<b>6,546,546</b>	<b>19,816,122</b>	<b>34,411,249</b>	<b>14,595,129</b>