

Energy Trust of Oregon
BALANCE SHEET
September 30, 2015
(Unaudited)



	September 2015	August 2015	September 2014	Change from one month ago	Change from Beg. of Year	Change from one year ago
Current Assets						
Cash & Cash Equivalents	34,300,080	36,770,275	68,193,921	(2,470,196)	(17,111,287)	(33,893,841)
Investments	67,132,386	66,153,365	54,364,342	979,021	2,642,142	12,768,044
Receivables	269,258	358,376	193,214	(89,118)	(54,273)	76,044
Prepaid Expenses	494,000	447,890	582,006	46,110	88,571	(88,006)
Advances to Vendors	2,164,517	847,012	2,452,757	1,317,505	682,368	(288,240)
Current Portion Note Receivable			10,000	0	0	(10,000)
Total Current Assets	104,360,241	104,576,918	125,796,241	(216,677)	(13,752,479)	(21,436,000)
Fixed Assets						
Computer Hardware and Software	3,481,079	3,481,079	1,634,233	0	1,827,317	1,846,845
Software Development	133,154	123,293	549,063.12	9,862	(892,754)	(415,909)
Leasehold Improvements	318,964	318,964	313,333	0	0	5,631
Office Equipment and Furniture	698,874	698,874	600,662	0	19,531	98,212
Total Fixed Assets	4,632,071	4,622,210	3,097,292	9,862	954,093	1,534,780
Less Depreciation	(2,443,554)	(2,360,728)	(1,718,690)	(82,826)	(612,003)	(724,864)
Net Fixed Assets	2,188,518	2,261,482	1,378,602	(72,965)	342,090	809,916
Other Assets						
Rental Deposit	132,340	132,340	64,461	0	(3,000)	67,879
Deferred Compensation Asset	707,711	699,461	564,334	8,250	77,535	143,377
Receivable	86,789	86,789	90,000	0	0	(3,211)
Total Other Assets	926,840	918,590	718,795	8,250	74,535	208,045
Total Assets	107,475,599	107,756,991	127,893,638	(281,392)	(13,335,855)	(20,418,039)
Current Liabilities						
Accounts Payable and Accruals	8,517,590	8,474,295	9,379,251	43,295	(23,407,041)	(861,662)
Salaries, Taxes, & Benefits Payable	753,231	721,697	691,885	31,534	81,382	61,346
Total Current Liabilities	9,270,820	9,195,992	10,071,136	74,829	(23,325,659)	(800,316)
Long Term Liabilities						
Deferred Rent	324,686	327,465	354,611	(2,778)	(25,005)	(29,924)
Deferred Compensation Payable	707,711	699,461	567,134	8,250	74,735	140,577
Other Long-Term Liabilities	6,630	5,420	8,308	1,210	1,445	(1,678)
Total Long-Term Liabilities	1,039,027	1,032,345	930,052	6,682	51,175	108,975
Total Liabilities	10,309,847	10,228,337	11,001,189	81,510	(23,274,485)	(691,341)
Net Assets						
Unrestricted Net Assets	97,165,752	97,528,654	116,892,449	(362,902)	9,938,630	(19,726,698)
Total Net Assets	97,165,752	97,528,654	116,892,449	(362,902)	9,938,630	(19,726,698)
Total Liabilities and Net Assets	107,475,599	107,756,991	127,893,638	(281,392)	(13,335,855)	(20,418,039)

Energy Trust of Oregon
Quarterly Income Statement
For the Nine Months Ending September 30, 2015
(Unaudited)

	Quarter-to-date			Year-to-date		
	<u>Actual</u>	<u>PY Actual</u>	<u>Variance</u>	<u>Actual</u>	<u>Prior YTD Actual</u>	<u>Variance</u>
Public Purpose Funding-PGE	\$9,474,129	\$8,855,693	\$618,436	\$28,306,675	\$28,410,584	(\$103,908)
Public Purpose Funding-PacifiCorp	6,912,903	6,645,123	267,780	20,704,588	20,924,787	(220,199)
Public Purpose Funding-NW Natural	1,249,838	1,660,925	(411,087)	10,969,207	15,302,011	(4,332,804)
Public Purpose Funding-Cascade	97,789	139,028	(41,239)	995,458	2,152,814	(1,157,356)
Total Public Purpose Funding	17,734,658	17,300,768	433,890	60,975,928	66,790,196	(5,814,267)
Incremental Funding - PGE	10,627,339	11,320,759	(693,420)	32,479,941	38,287,151	(5,807,210)
Incremental Funding - PacifiCorp	5,231,174	6,123,798	(892,624)	16,278,810	20,046,875	(3,768,065)
Incremental Funding - NW Natural	1,026,144	1,024,350	1,794	2,052,288	2,048,702	3,586
NW Natural - Washington				678,392	527,177	151,215
Contributions	350		350	1,050	13,400	(12,350)
Interest Income	153,448	77,872	75,576	463,812	173,876	289,937
TOTAL REVENUE	34,773,113	35,847,547	(1,074,434)	112,930,221	127,887,377	(14,957,154)
Program Management	1,568,660	1,747,521	178,861	4,782,837	4,997,339	214,502
Program Delivery	10,788,976	10,162,526	(626,450)	33,141,802	30,735,686	(2,406,117)
Incentives	18,260,702	14,964,887	(3,295,815)	50,596,993	39,090,154	(11,506,840)
Program Evaluation and Planning Services	1,022,965	1,008,140	(14,825)	2,886,905	3,455,024	568,119
Program Marketing/Outreach	1,213,592	1,164,899	(48,693)	3,788,047	3,328,124	(459,922)
Program Quality Assurance	13,235	32,279	19,044	32,809	90,281	57,472
Outsourced Services	403,640	422,926	19,286	1,106,542	689,262	(417,280)
Trade Allies & Customer Service Management	223,162	236,263	13,101	717,955	777,139	59,184
IT Services	518,479	326,029	(192,450)	1,300,974	1,157,686	(143,288)
Other Program Expenses	135,252	200,145	64,892	501,617	611,386	109,770
TOTAL PROGRAM EXPENSES	34,148,664	30,265,614	(3,883,050)	98,856,481	84,932,081	(13,924,399)
Management & General	737,407	639,438	(97,969)	2,164,931	2,039,481	(125,450)
Communications & Customer Svc	692,445	913,896	221,451	1,970,182	1,953,938	(16,244)
Total Administrative Costs	1,429,852	1,553,334	123,482	4,135,113	3,993,419	(141,693)
Total Expenses	35,578,516	31,818,948	(3,759,568)	102,991,592	88,925,500	(14,066,093)
REVENUE LESS EXPENSES	(805,403)	4,028,599	(4,834,002)	9,938,627	38,961,877	(29,023,247)

Energy Trust of Oregon
Quarterly Income Statement
For the Nine Months Ending September 30, 2015
(Unaudited)

	Quarter-to-date			Year-to-date		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Public Purpose Funding-PGE	\$9,474,129	\$8,813,301	\$660,828	\$28,306,675	\$28,274,575	\$32,100
Public Purpose Funding-PacifiCorp	6,912,903	6,839,620	73,283	20,704,588	20,930,617	(226,029)
Public Purpose Funding-NW Natural	1,249,838	1,254,590	(4,752)	10,969,207	11,558,466	(589,260)
Public Purpose Funding-Cascade	97,789	172,234	(74,445)	995,458	1,320,459	(325,001)
Total Public Purpose Funding	17,734,658	17,079,744	654,913	60,975,928	62,084,117	(1,108,190)
Incremental Funding - PGE	10,627,339	9,206,089	1,421,251	32,479,941	31,135,272	1,344,670
Incremental Funding - PacifiCorp	5,231,174	4,976,932	254,242	16,278,810	15,406,191	872,619
Incremental Funding - NW Natural	1,026,144	999,140	27,004	2,052,288	1,998,281	54,007
NW Natural - Washington		705,676	(705,676)	678,392	1,411,352	(732,960)
Contributions	350		350	1,050		1,050
Interest Income	153,448	72,000	81,448	463,812	216,000	247,812
TOTAL REVENUE	34,773,113	33,039,582	1,733,531	112,930,221	112,251,213	679,009
Program Management	1,568,660	1,765,334	196,674	4,782,837	5,257,600	474,763
Program Delivery	10,788,976	11,434,374	645,398	33,141,802	33,357,935	216,132
Incentives	18,260,702	18,950,278	689,576	50,596,993	49,905,416	(691,578)
Program Evaluation and Planning Services	1,022,965	1,227,482	204,517	2,886,905	3,697,092	810,187
Program Marketing/Outreach	1,213,592	1,351,640	138,048	3,788,047	4,141,061	353,015
Program Quality Assurance	13,235	37,500	24,265	32,809	75,000	42,191
Outsourced Services	403,640	602,124	198,484	1,106,542	1,414,423	307,881
Trade Allies & Customer Service Management	223,162	239,149	15,987	717,955	707,995	(9,960)
IT Services	518,479	574,970	56,490	1,300,974	1,568,345	267,371
Other Program Expenses	135,252	210,073	74,821	501,617	705,265	203,649
TOTAL PROGRAM EXPENSES	34,148,664	36,392,925	2,244,261	98,856,481	100,830,132	1,973,652
Management & General	737,407	831,128	93,720	2,164,931	2,491,029	326,098
Communications & Customer Svc	692,445	793,381	100,936	1,970,182	2,149,497	179,316
Total Administrative Costs	1,429,852	1,624,508	194,656	4,135,113	4,640,526	505,414
Total Expenses	35,578,516	38,017,433	2,438,917	102,991,592	105,470,658	2,479,067
REVENUE LESS EXPENSES	(805,403)	(4,977,852)	4,172,448	9,938,627	6,780,555	3,158,075

Energy Trust of Oregon
Statement of Functional Expenses
For the Nine Months Ending September 30, 2015
(Unaudited)

	Energy Efficiency	Renewable Energy	Total Program Expenses	Management & General	Communications & Customer Service	Total Admin Expenses	Total	Budget	Variance	% Var
Program Expenses										
Incentives/ Program Management & Delivery	\$ 79,276,835	\$ 8,913,264	\$ 88,190,099				\$ 88,190,099	\$ 88,037,867	\$ (152,232)	0%
Payroll and Related Expenses	2,258,457	688,740	2,947,196	1,536,006	902,197	2,438,203	5,385,400	5,844,180	458,780	8%
Outsourced Services	3,054,462	620,730	3,675,192	176,359	737,033	913,392	4,588,584	5,867,135	1,278,551	22%
Planning and Evaluation	1,474,498	49,012	1,523,510	1,089		1,089	1,524,599	1,794,699	270,100	15%
Customer Service Management	435,548	32,619	468,167				468,167	406,843	(61,324)	-15%
Trade Allies Network	233,871	15,917	249,788				249,788	301,152	51,364	17%
Total Program Expenses	86,733,671	10,320,281	97,053,952	1,713,454	1,639,230	3,352,684	100,406,637	102,251,875	1,845,238	2%
Program Support Costs										
Supplies	6,352	2,634	8,986	6,908	3,124	10,031	19,017	23,363	4,346	19%
Postage and Shipping Expenses	1,646	2,463	4,110	2,529	690	3,219	7,329	6,080	(1,249)	-21%
Telephone	1,902	636	2,538	1,164	917	2,081	4,619	7,480	2,861	38%
Printing and Publications	42,326	1,527	43,853	3,164	4,112	7,277	51,130	95,377	44,247	46%
Occupancy Expenses	138,113	46,213	184,326	84,527	57,919	142,446	326,772	367,897	41,125	11%
Insurance	22,450	7,512	29,962	13,740	9,415	23,154	53,116	54,819	1,703	3%
Equipment	5,366	57,663	63,029	3,284	2,250	5,534	68,563	101,087	32,524	32%
Travel	23,020	11,923	34,943	18,988	33,535	52,523	87,466	120,600	33,134	27%
Meetings, Trainings & Conferences	20,088	10,239	30,328	39,935	11,066	51,001	81,328	198,177	116,849	59%
Interest Expense and Bank Fees				1,774		1,774	1,774	1,875	101	5%
Depreciation & Amortization	37,431	12,525	49,956	22,909	15,697	38,606	88,562	77,755	(10,807)	-14%
Dues, Licenses and Fees	41,970	7,170	49,140	(6,034)	14,231	8,197	57,337	(57,337)		
Miscellaneous Expenses	375	10	386	19	13	32	418	69,656	69,238	
IT Services	1,149,355	151,618	1,300,974	258,570	177,982	436,553	1,737,526	2,094,616	357,090	17%
Total Program Support Costs	1,490,394	312,134	1,802,528	451,476	330,952	782,428	2,584,956	3,218,782	633,826	20%
TOTAL EXPENSES	88,224,065	10,632,415	98,856,480	2,164,931	1,970,180	4,135,110	102,991,592	105,470,657	2,479,066	2%

OPUC Measure vs. 9%

5.3%

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Nine Months Ending September 30, 2015
Unaudited

	ENERGY EFFICIENCY								
	PGE	PacifiCorp	Total	NWN Industrial	NW Natural	Cascade	Oregon Total	NWN WA	ETO Total
REVENUES									
Public Purpose Funding	\$21,937,820	\$16,163,470	\$38,101,291	\$0	\$10,969,207	\$995,458	\$50,065,955	\$0	\$50,065,955
Incremental Funding	32,479,941	16,278,810	48,758,752	2,052,288			50,811,040	678,392	51,489,432
Contributions									
Revenue from Investments									
TOTAL PROGRAM REVENUE	41,890,353	25,042,110	66,932,463	2,052,288	10,139,415	927,925	80,052,092	678,392	80,730,484
EXPENSES									
Program Management (Note 3)	2,003,779	1,308,324	3,312,103	103,133	499,292	77,250	3,991,778	87,337	4,079,115
Program Delivery	16,954,826	11,448,825	28,403,652	572,843	3,168,050	455,692	32,600,235	267,416	32,867,652
Incentives	22,256,273	13,613,019	35,869,291	373,292	4,917,737	509,128	41,669,450	303,431	41,972,881
Program Eval & Planning Svcs.	1,455,879	979,081	2,434,960	25,063	313,721	31,502	2,805,247	31,567	2,836,814
Program Marketing/Outreach	1,730,503	1,176,111	2,906,612	17,281	595,281	49,546	3,568,722	41,824	3,610,546
Program Quality Assurance	13,828	10,610	24,439	0	7,832	539	32,809	0	32,809
Outsourced Services	344,910	221,110	566,021	11,040	78,435	8,895	664,391	0	664,391
Trade Allies & Cust. Svc. Mgmt.	286,353	215,596	501,949	2,481	131,880	9,859	646,168	23,251	669,419
IT Services	537,412	378,963	916,374	9,015	181,166	16,394	1,122,948	26,407	1,149,355
Other Program Expenses - all	171,151	108,074	279,226	5,521	33,866	4,325	322,938	18,148	341,086
TOTAL PROGRAM EXPENSES	45,754,914	29,459,713	75,214,627	1,119,669	9,927,260	1,163,130	87,424,686	799,381	88,224,065
ADMINISTRATIVE COSTS									
Management & General (Notes 1 & 2)	1,002,019	645,161	1,647,180	24,520	217,404	25,471	1,914,576	17,506	1,932,082
Communications & Customer Svc (Notes 1 & 2)	911,883	587,122	1,499,005	22,314	197,847	23,181	1,742,350	15,931	1,758,280
Total Administrative Costs	1,913,902	1,232,283	3,146,185	46,834	415,251	48,652	3,656,926	33,437	3,690,362
TOTAL PROG & ADMIN EXPENSES	47,668,816	30,691,996	78,360,812	1,166,503	10,342,511	1,211,782	91,081,612	832,818	91,914,430
TOTAL REVENUE LESS EXPENSES	6,748,946	1,750,285	8,499,230	885,785	626,696	(216,324)	9,795,383	(154,426)	9,640,957
NET ASSETS - RESERVES									
Cumulative Carryover at 12/31/14 (Note 4)	27,816,061	15,090,308	42,906,369	580,920	9,503,289	1,156,900	54,147,478	217,848	54,365,326
Change in net assets this year	6,748,946	1,750,285	8,499,230	885,785	626,696	(216,324)	9,795,383	(154,426)	9,640,957
Ending Net Assets - Reserves	34,565,007	16,840,593	51,405,599	1,466,705	10,129,985	940,576	63,942,861	63,422	64,006,283
Ending Reserve by Category									
Program Reserves (Efficiency and Renewables)	34,565,007	16,840,593	51,405,599	1,466,705	10,129,985	940,576	63,942,861	63,422	64,006,283
Assets Released for General Purpose									
Emergency Contingency Pool									
TOTAL NET ASSETS CUMULATIVE	34,565,007	16,840,593	51,405,599	1,466,705	10,129,985	940,576	63,942,861	63,422	64,006,283

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.
Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.
Note 3) Program Management costs include both outsourced and internal staff.
Note 4) Cumulative carryover at 12/31/2014 reflects audited results.

ENERGY TRUST OF OREGON
Year to Date by Program/Service Territory
For the Nine Months Ending September 30, 2015
Unaudited

	RENEWABLE ENERGY			Other	TOTAL	Approved budget	Change	% Change
	PGE	PacifiCorp	Total		All Programs			
REVENUES								
Public Purpose Funding	\$6,368,855	\$4,541,118	\$10,909,973	\$0	\$60,975,928	\$62,084,118	(\$1,108,190)	-2%
Incremental Funding					51,489,432	49,951,096	1,538,336	3%
Contributions				1,050	1,050		1,050	
Revenue from Investments				463,812	463,812	216,000	247,812	115%
TOTAL PROGRAM REVENUE	4,894,062	3,496,985	8,391,047	464,862	112,930,222	112,251,214	679,008	1%
EXPENSES								
Program Management (Note 3)	464,378	239,347	703,724		4,782,839	5,257,600	474,761	9%
Program Delivery	170,921	103,229	274,150		33,141,802	33,357,936	216,134	1%
Incentives	6,040,930	2,583,183	8,624,113		50,596,994	49,905,415	(691,579)	-1%
Program Eval & Planning Svcs.	32,773	17,317	50,091		2,886,905	3,697,093	810,188	22%
Program Marketing/Outreach	107,242	70,259	177,500		3,788,046	4,141,063	353,017	9%
Program Quality Assurance	0	0	0		32,809	75,000	42,191	56%
Outsourced Services	149,676	292,475	442,151		1,106,542	1,414,423	307,881	22%
Trade Allies & Cust. Svc. Mgmt.	33,826	14,711	48,536		717,955	707,996	(9,959)	-1%
IT Services	100,115	51,502	151,619		1,300,974	1,568,346	267,372	17%
Other Program Expenses - all	105,676	54,855	160,532		501,618	705,268	203,650	29%
TOTAL PROGRAM EXPENSES	7,205,537	3,426,878	10,632,415	-	98,856,480	100,830,140	1,973,660	2%
ADMINISTRATIVE COSTS								
Management & General (Notes 1 & 2)	157,799	75,047	232,847		2,164,931	2,491,029	326,098	13%
Communications & Customer Svc (Notes 1 & 2)	143,604	68,297	211,901		1,970,180	2,149,498	179,318	8%
Total Administrative Costs	301,403	143,344	444,748		4,135,110	4,640,527	505,417	11%
TOTAL PROG & ADMIN EXPENSES	7,506,940	3,570,222	11,077,164		102,991,592	105,470,667	2,479,066	2%
TOTAL REVENUE LESS EXPENSES	(1,138,085)	970,896	(167,191)	464,862	9,938,630	6,780,547	3,158,084	47%
NET ASSETS - RESERVES								
Cumulative Carryover at 12/31/14 (Note 4)	13,736,997	10,937,994	24,674,991	8,186,804	87,227,121	88,912,387	(1,685,266)	-2%
Change in net assets this year	(1,138,085)	970,896	(167,191)	464,862	9,938,630	6,780,547	3,158,084	47%
Ending Net Assets - Reserves	12,598,912	11,908,890	24,507,800	8,651,666	97,165,752	95,692,934	1,472,818	2%
Ending Reserve by Category								
Program Reserves (Efficiency and Renewables)	12,598,912	11,908,890	24,507,800		92,165,752			
Assets Released for General Purpose				3651666				
Emergency Contingency Pool				5,000,000				
TOTAL NET ASSETS CUMULATIVE	12,598,912	11,908,890	24,507,800	8,651,666	97,165,752	95,692,934	1,472,818	2%

Note 1) Management & General and Communications & Customer Service Expenses (Admin) have been allocated based on total expenses.
Note 2) Admin costs are allocated for mgmt reporting only. GAAP for Not for Profits does not allow allocation of admin costs to program expenses.
Note 3) Program Management costs include both outsourced and internal staff.
Note 4) Cumulative carryover at 12/31/2012 reflects audited results.

Energy Trust of Oregon
Administrative Expenses
For the 3rd Quarter and Nine Months Ending September 30, 2015
(Unaudited)

EXPENSES	MANAGEMENT & GENERAL						COMMUNICATIONS & CUSTOMER SERVICE					
	QUARTER			YTD			QUARTER			YTD		
	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	REMAINING	ACTUAL	BUDGET	VARIANCE
Outsourced Services	\$43,612	\$80,922	\$37,310	\$161,346	\$301,766	\$140,420	\$266,426	\$336,775	\$70,349	\$737,033	\$801,100	\$64,067
Legal Services	248	6,750	6,503	15,013	20,250	5,237						
Salaries and Related Expenses	522,574	530,459	7,885	1,535,978	1,572,297	36,320	296,187	332,886	36,699	902,177	998,657	96,480
Supplies	1,779	1,075	(704)	3,220	3,225	5	110	250	140	597	750	153
Postage and Shipping Expenses							80		(80)	120		(120)
Printing and Publications	256		(256)	1,522		(1,522)						
Travel	1,133	88	(1,046)	2,680	263	(2,417)	2,376	1,250	(1,126)	3,780	3,750	(30)
Conference, Training & Mtngs	4,676	12,387	7,712	18,988	37,162	18,175	18,211	6,250	(11,961)	33,535	18,750	(14,785)
Interest Expense and Bank Fees	13,445	36,672	23,227	39,716	98,617	58,901	5,355	3,500	(1,855)	10,915	10,500	(416)
Miscellaneous Expenses		625	625	1,774	1,875	101						
Dues, Licenses and Fees	4,125	1,419	(2,706)	(6,034)	4,486	10,520	4,260	2,125	(2,135)	14,231	6,375	(7,856)
Shared Allocation (Note 1)	42,115	46,031	3,916	131,069	138,094	7,025	28,509	31,685	3,176	89,810	95,054	5,244
IT Service Allocation (Note 2)	103,049	114,276	11,228	258,570	311,711	53,140	70,932	78,660	7,728	177,982	214,561	36,578
Planning & Eval	395	423	28	1,089	1,282	193						
TOTAL EXPENSES	737,407	831,127	93,722	2,164,931	2,491,028	326,098	692,446	793,381	100,935	1,970,180	2,149,497	179,315

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

Note 2) Represents allocation of Shared IT Costs

Energy Trust of Oregon
Energy Efficiency
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended September 30, 2015

	Quarter to Date			Total EE	Total Budget	Variance	Year to Date			Total EE	Total Budget	Variance
	Commercial	Industrial	Residential				Commercial	Industrial	Residential			
EXPENSES												
Program Management	\$ 456,008	\$ 339,917	\$ 536,198	\$ 1,332,122	\$ 1,509,067	\$ 176,945	\$ 1,507,138	\$ 966,584	\$ 1,605,391	\$ 4,079,113	\$ 4,488,799	\$ 409,686
Program Delivery	5,001,217	2,514,706	3,176,386	10,692,308	11,357,874	665,566	14,988,311	7,547,192	10,332,149	32,867,652	33,162,434	294,783
Incentives	6,261,927	3,591,222	5,418,550	15,271,700	16,080,254	808,554	17,524,274	8,410,398	16,038,208	41,972,880	42,198,027	225,147
Program Evaluation & Planning Svcs.	438,746	207,291	359,157	1,005,193	1,180,711	175,518	1,177,165	567,928	1,091,721	2,836,814	3,556,147	719,333
Program Marketing/Outreach	408,805	22,447	715,586	1,146,837	1,289,140	142,303	1,266,019	185,126	2,159,402	3,610,546	3,953,561	343,015
Program Quality Assurance			13,235	13,235	37,500	24,265			32,809	32,809	75,000	42,191
Outsourced Services	61,416	12,100	93,903	167,419	447,874	280,455	149,239	247,425	267,726	664,391	1,080,173	415,782
Trade Allies & Customer Svc. Mgmt.	43,071	7,681	159,160	209,913	222,699	12,786	126,898	22,284	520,237	669,419	659,290	(10,128)
IT Services	142,822	60,909	254,325	458,055	507,962	49,907	358,369	152,832	638,154	1,149,355	1,385,567	236,211
Other Program Expenses	29,876	43,903	24,901	98,680	143,957	45,277	108,857	117,517	114,711	341,085	508,491	167,406
TOTAL PROGRAM EXPENSES	12,843,888	6,800,176	10,751,401	30,395,463	32,777,038	2,381,575	37,206,270	18,217,286	32,800,508	88,224,064	91,067,489	2,843,425
ADMINISTRATIVE COSTS												
Management & General	279,367	147,080	229,876	656,323	748,780	92,457	821,010	398,954	712,120	1,932,084	2,241,417	309,334
Communications & Customer Service	260,445	137,620	218,318	616,382	714,774	98,392	741,510	363,065	653,705	1,758,281	1,931,910	173,630
Total Administrative Costs	539,812	284,700	448,194	1,272,705	1,463,554	190,849	1,562,520	762,019	1,365,825	3,690,364	4,173,327	482,964
Total Expenses	13,383,700	7,084,876	11,199,595	31,668,169	34,240,592	2,572,425	38,768,790	18,979,305	34,166,333	91,914,429	95,240,816	3,326,389

**Energy Trust of Oregon
Renewables
Unaudited Interim Report for Quarter and Year to Date
For the Period Ended September 30, 2015**

	Solar	Other Renewable	Total RR	Total Budget	Variance	Solar	Other Renewable	Total RR	Total Budget	Variance
<u>EXPENSES</u>										
Program Management	\$ 136,872	\$ 99,666	\$ 236,538	\$ 256,267	\$ 19,729	\$ 403,731	\$ 299,993	\$ 703,724	\$ 768,801	\$ 65,077
Program Delivery	96,668		96,668	76,500	(20,168)	271,750	2,400	274,150	195,500	(78,650)
Incentives	2,551,596	437,406	2,989,002	2,870,024	(118,978)	6,800,172	1,823,941	8,624,113	7,707,389	(916,724)
Program Evaluation & Planning Svcs.	8,455	9,317	17,772	46,771	28,999	24,395	25,696	50,091	140,945	90,854
Program Marketing/Outreach	38,787	27,968	66,755	62,500	(4,255)	133,319	44,181	177,500	187,500	10,000
Program Quality Assurance										
Outsourced Services	87,514	148,707	236,221	154,250	(81,971)	154,644	287,507	442,151	334,250	(107,901)
Trade Allies & Customer Svc. Mgmt.	12,856	393	13,249	16,450	3,201	47,399	1,137	48,536	48,705	168
IT Services	33,614	26,810	60,425	67,008	6,584	84,346	67,273	151,618	182,778	31,160
Other Program Expenses	22,999	13,574	36,573	66,116	29,544	117,390	43,142	160,531	196,774	36,243
TOTAL PROGRAM EXPENSES	2,989,361	763,841	3,753,201	3,615,887	(137,315)	8,037,146	2,595,270	10,632,416	9,762,643	(869,773)
<u>ADMINISTRATIVE COSTS</u>										
Management & General	64,652	16,432	81,084	82,347	1,263	176,011	56,836	232,847	249,612	16,765
Communications & Customer Service	60,503	15,559	76,062	78,606	2,544	160,178	51,723	211,901	217,587	5,686
Total Administrative Costs	125,155	31,991	157,147	160,953	3,807	336,189	108,559	444,748	467,199	22,451
Total Expenses	3,114,516	795,832	3,910,348	3,776,840	(133,508)	8,373,335	2,703,829	11,077,164	10,229,841	(847,322)