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Form **990**

Department of the Treasury
Internal Revenue Service

# Return of Organization Exempt From Income Tax

**Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)**

▶ The organization may have to use a copy of this return to satisfy state reporting requirements

OMB No 1545-0047

**2009**

**Open to Public Inspection**

**A For the 2009 calendar year, or tax year beginning 01-01-2009 and ending 12-31-2009**

B Check if applicable
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Terminated
- ☐ Amended return
- ☐ Application pending

Please use IRS label or print or type. See Specific Instructions.

C Name of organization
ENERGY TRUST OF OREGON INC

Doing Business As

Number and street (or P O box if mail is not delivered to street address) | Room/suite
851 SW SIXTH AVENUE SUITE 1200

City or town, state or country, and ZIP + 4
PORTLAND, OR 97204

**D Employer identification number**
93-1313663

**E Telephone number**
(503) 493-8888

G Gross receipts $ 91,891,565

F Name and address of principal officer
MARGIE HARRIS
851 SW 6TH AVE STE1200
PORTLAND,OR 97204

H(a) Is this a group return for affiliates? ☐ Yes ☑ No

H(b) **Are all affiliates included?** ☐ Yes ☐ No
If "No," attach a list (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status ☑ 501(c) ( 3 ) ◀ (insert no ) ☐ 4947(a)(1) or ☐ 527

J **Website:** ▶ WWW ENERGYTRUST ORG

K Form of organization ☑ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation 2002

M State of legal domicile OR

## Part I Summary

**Activities & Governance**

1 Briefly describe the organization's mission or most significant activities
INVEST "PUBLIC PURPOSE FUNDING" FOR ENERGY EFFICIENCY & RENEWABLE ENERGY RESOURCES IN OREGON

2 Check this box ▶☐ if the organization discontinued its operations or disposed of more than 25% of its net assets

| | | | |
|---|---|---|---|
| 3 | Number of voting members of the governing body (Part VI, line 1a) | 3 | 13 |
| 4 | Number of independent voting members of the governing body (Part VI, line 1b) | 4 | 13 |
| 5 | Total number of employees (Part V, line 2a) | 5 | 80 |
| 6 | Total number of volunteers (estimate if necessary) | 6 | 0 |
| 7a | Total gross unrelated business revenue from Part VIII, column (C), line 12 | 7a | 0 |
| b | Net unrelated business taxable income from Form 990-T, line 34 | 7b | 0 |

| | | | Prior Year | Current Year |
|---|---|---|---|---|
| Revenue | 8 | Contributions and grants (Part VIII, line 1h) | 77,570,232 | 91,303,373 |
| | 9 | Program service revenue (Part VIII, line 2g) | 292,714 | 0 |
| | 10 | Investment income (Part VIII, column (A), lines 3, 4, and 7d ) | 1,766,864 | 588,192 |
| | 11 | Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) | | 0 |
| | 12 | Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 79,629,810 | 91,891,565 |
| Expenses | 13 | Grants and similar amounts paid (Part IX, column (A), lines 1–3 ) | | 0 |
| | 14 | Benefits paid to or for members (Part IX, column (A), line 4) | | 0 |
| | 15 | Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) | 5,198,575 | 5,888,238 |
| | 16a | Professional fundraising fees (Part IX, column (A), line 11e) | | 0 |
| | b | Total fundraising expenses (Part IX, column (D), line 25) ▶0 | | |
| | 17 | Other expenses (Part IX, column (A), lines 11a–11d, 11f–24f) | 70,312,887 | 91,112,149 |
| | 18 | Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25) | 75,511,462 | 97,000,387 |
| | 19 | Revenue less expenses Subtract line 18 from line 12 | 4,118,348 | -5,108,822 |

| | | | Beginning of Current Year | End of Year |
|---|---|---|---|---|
| Net Assets or Fund Balances | 20 | Total assets (Part X, line 16) | 74,463,272 | 69,363,955 |
| | 21 | Total liabilities (Part X, line 26) | 10,725,687 | 10,735,192 |
| | 22 | Net assets or fund balances Subtract line 21 from line 20 | 63,737,585 | 58,628,763 |

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge

**Sign Here**

****** | 2010-07-08
Signature of officer | Date

MARGIE HARRIS EXECUTIVE DIRECTOR
Type or print name and title

**Paid Preparer's Use Only**

| | | | |
|---|---|---|---|
| Preparer's signature ▶ Roy Abramowitz | Date | Check if self-employed ▶ ☐ | Preparer's identifying number (see instructions) |
| Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ PERKINS & COMPANY PC<br>1211 SW FIFTH AVE SUITE 1000<br>PORTLAND, OR 972043710 | | | EIN ▶<br>Phone no ▶ (503) 221-0336 |

May the IRS discuss this return with the preparer shown above? (see instructions) ☑ Yes ☐ No

## Part III Statement of Program Service Accomplishments

1 Briefly describe the organization's mission

The Energy Trust mission is to "change how Oregonians produce and use energy by investing in efficient technologies and renewable resources that save dollars and protect the environment "

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . Yes ☑ No

If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . Yes ☑ No

If "Yes," describe these changes on Schedule O

4 Describe the exempt purpose achievements for each of the organization's three largest program services by expenses Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a (Code ) (Expenses $ including grants of $ ) (Revenue $ )

Background, Mission and Goals See Schedule O for information on background, mission and goals A BackgroundSince March 2002, Energy Trust has invested public purpose funds from utility customers to help Oregonians benefit from energy efficiency improvements and renewable energy generation We are funded by and provide services to Oregon customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas Energy Trust serves all of these utilities' residential customers and most of their commercial and industrial customers We offer technical and other assistance and financial incentives through nine programs, helping customers learn about the value of clean energy investments and derive direct benefits from them Five programs are managed internally and four-the residential and commercial efficiency programs-are competitively bid and managed by contractors For most programs, services are provided by specialized local businesses who are part of a network of almost 1,500 trade allies from throughout the state Our work is shaped by two advisory councils and is led by an independent, diverse board of directors whose members volunteer their time and expertise Via contract with the Oregon Public Utility Commission, we comply with reporting and other requirements it establishes for our operations, performance and achievements B Mission The Energy Trust mission is to "change how Oregonians produce and use energy by investing in efficient technologies and renewable resources that save dollars and protect the environment " C Vision Imagine meeting the future energy needs of Oregonians in a way that lowers energy costs, adds comfort to homes, strengthens our economy and leaves our environment healthier for generations to come This will happen when we choose to use energy more efficiently and develop renewable energy resources The people at Energy Trust are committed to this future D 2012 Goals (1) 1 Save 300 average megawatts of electricity 2 Save 21 million annual therms of natural gas 3 Help Oregonians meet 10 percent of their electricity needs from renewable resources 4 Expand participation by customers that have been hard to reach historically 5 Help businesses thrive by promoting energy efficiency and renewable energy 6 Encourage Oregonians to integrate energy efficiency and renewable energy in daily life ****************************************************************************2009 Results A GENERAL- Since 2002, cumulatively saved 222 average megawatts of electricity and 13 1 million annual therms of natural gas, equivalent to 74 percent and 62 percent, respectively, of our 2012 electric and gas saving goals - Cumulatively generated 99 7 average megawatts of renewable energy, approximately 66 percent of the aggressive 2012 goal of 150 average megawatts - Saved Oregon utility customers $165 million in 2009 Since 2002, cumulative customer bill savings total $593 million - Generated $32 million in wages, $5 3 million in new business income and created 750 new jobs (2) as a result of 2009 program activity - Through cumulative effects of these savings since 2002, generated $76 million in wages, $11 million in new business income and almost 2,300 new jobs - Cumulatively improved air quality by offsetting more than 4 3 million tons of carbon dioxide generated by fossil fuels (3), the equivalent of taking more than 750,000 cars off the road for one year - Completed nearly 93,000 clean energy projects in 2009, a new annual record and an increase of 58 percent over 2008 The value of incentives paid increased by 30 percent More Oregonians participated than ever before However, spending per project was less than in the past, likely due to the economy - In 2009, saved 32 3 average megawatts of electricity at a levelized cost of 2 8 cents per kilowatt hour This savings is close to the midpoint between our conservative and stretch year-end goals (4) Compared to 2008, annual savings declined by 6 percent likely linked to economic conditions, which led to delay and cancellation of many commercial and industrial projects - Saved nearly 2 9 million annual therms of natural gas at a levelized cost of 48 cents per therm Gas savings achieved 90 percent of the 2009 stretch goal and exceeded 2008 results by 16 percent - Electric and gas efficiency savings, averaged over three years, comfortably exceeded Oregon Public Utility Commission performance measures, as did annual levelized life-cycle costs - Increased solar electric generation by 50 percent over 2008-an exciting outcome Overall renewable energy generation for the year of 2 6 average megawatts was below 2008 levels as the transition from utility scale projects to smaller projects was completed Delays in project completion shifted 4 average megawatts of new generation into 2010 - Small-scale renewable energy generation, averaged over three years, continues to come in lower than OPUC performance targets and we expect to catch up, with 4 average megawatts projected annually over the next several years - Maintained low administrative costs of 6 2 percent, in full compliance with the OPUC performance measure of 11 percent - Obtained an unqualified financial audit and strong customer satisfaction ratings, which satisfied additional OPUC performance requirements - Expanded the number of Oregon trade allies by 25 percent, helping support Oregon's economy during tough times ****************************************************************************(1) The 2012 goals were adopted as part of Energy Trust's first strategic plans and reflect the term of Energy Trust's funding agreement with the Oregon Public Utility Commission In 2007, the Oregon Legislature extended the public purpose charge, Energy Trust's principal funding mechanism, through 2025, and allowed utilities to seek supplemental funds for energy conservation programs These funds provide additional resources for Energy Trust programs and allow it to achieve more energy savings In December 2010, Energy Trust's board adopted a new strategic plan with goals for 2014 Beginning first quarter 2010, we will report progress toward those goals (2) Source ECONorthwest 2007 Economic impact numbers are in addition to what would have occurred without Energy Trust's investment of public purpose funds A new study was not done for 2008 The economic impact for 2008 is based on the results of the 2007 study (3) Source Northwest Power and Conservation Council, 76 lbs of carbon dioxide reduction per kWh of energy saved or generation using renewable resources, 11 7 lbs of carbon dioxide reduction per therm saved (4) Energy Trust reflects annual goals in a range, with a 25 percent difference between the conservative and stretch goals The range is based on our assessment of the extent of factors beyond our control, such as variability in market conditions, project completion dates and technology performance ****************************************************************************

4b (Code ) (Expenses $ 80,196,357 including grants of $ ) (Revenue $ )

Energy Efficiency ProgramsSee Schedule O for information on Energy Efficiency B Residential Efficiency Programs- Came within 6 percent of electric stretch goals in both Existing Homes and New Homes and Products New Homes and Products achieved 98 percent of its gas stretch goal, while Existing Homes met 83 percent of its gas stretch goal - Conducted 9,100 Home Energy Reviews, a 43 percent increase over 2008 - Helped fund the purchase of 50,806 energy-efficient clothes washers and refrigerators The volume of high-efficiency clothes washers and refrigerators sold more than doubled in 2009 compared to 2008 - Installed energy-efficient measures such as sealed ducts, insulation, high-efficiency space heating equipment and energy-efficient windows in 15,490 single-family homes, 11,245 multifamily units and 1,805 manufactured homes - In collaboration with the City of Portland and other organizations, launched the 500-home Clean Energy Works Portland pilot, offering no-upfront-cost financing for set packages of home efficiency upgrades with pay back over 20 years on utility bills - Saw the share of the New Homes efficient construction market increase to 15 percent in 2009, compared to 11 percent in 2008 - The number of refrigerators and freezers recycled grew by 88 percent - Single-family efficiency retrofits grew 42 percent and multifamily units retrofitted increased 11 percent compared to 2008 - Installed solar water heating systems in 108 homes with electric hot water and 56 homes with gas hot water Compared to 2008, the number of residential solar water installations in 2009 declined by 29 percent, reflecting in part the down economy and also the increased demand for residential photovoltaic systems C Commercial Efficiency Programs- Saw many projects cancelled or delayed in the slow economy, impacting results Existing Buildings and New Buildings both came at or just below their conservative electric savings goals Existing Buildings hit midpoint between its conservative and stretch gas savings goals New Buildings exceeded its gas stretch goal, a result of a few large gas projects that offered a unique opportunity, without these, the effect of the recession would have been much more apparent - Installed high-efficiency measures including energy-efficient lights and efficient heating, ventilation and air conditioning equipment in 1,608 commercial buildings, 17 percent more activity than in 2008 Average incentive payment per site was approximately $6,107 - Completed 250 efficient new commercial buildings The number of new construction projects declined 9 percent from 2008, as economic conditions led to delays and cancellations - Installed solar water heating systems in 15 businesses with gas hot water and 13 with electric hot water, for a total of 28 systems compared to 18 in 2008 D Industrial Efficiency Programs- Achieved 73 percent of the program's electric stretch goal (just below its conservative goal) Gas results were stronger, at 82 percent of the stretch gas goal Completed electric energy saving projects at 645 manufacturing firms - The nearly 70 percent growth in the number of industrial efficiency projects over 2008 is attributed to the small industrial initiative, which provides streamlined operations for agriculture and smaller industrial operations - Began a NW Natural industrial pilot program at mid-year that by year-end had committed funds for 11 projects to install in 2010 ****************************************************************************

4c (Code ) (Expenses $ 13,135,516 including grants of $ ) (Revenue $ )

Renewable Energy ProgramsSEE SCHEDULE O FOR INFORMATION ON RENEWABLE ENERGY PROGRAMS E Renewable Energy Programs- Provided incentives to help install solar electric systems in 365 homes and 116 commercial buildings More than twice as many residential solar electric projects were completed in 2009 than in 2008, while commercial solar projects increased by 14 percent - Remained flexible and maintained commitment to completing 10 small wind systems, 3 biopower projects, a large solar project, another large geothermal project and numerous commercial solar projects Many encountered delays as a consequence of uncertainty around the Business Energy Tax Credit, as well as economic conditions - Built a robust pipeline of projects into 2010 and beyond ****************************************************************************

(Code ) (Expenses $ 1,496,129 including grants of $ ) (Revenue $ )

COMMUNICATION AND OUTREACH PROGRAMSStaff, services and materials necessary for outreach and communications functions and activities supporting general and cross-program Energy Trust needs These activities contribute to all strategic goals and include timely involvement of key citizens and stakeholders in program development, coordination of messages, web site development and maintenance, quarterly and annual reporting, stakeholder newsletters, media relations and other public communications, general education and outreach activities, events sponsorship, creative services for organization and program communications, program marketing support , production and implementation of advertising campaigns, development of image guidelines, and provision of a centralized call center ****************************************************************************

4d Other program services (Describe in Schedule O )

(Expenses $ 1,496,129 including grants of $ ) (Revenue $ )

4e **Total program service expenses**▶$ 94,828,002

**Part IV Checklist of Required Schedules**

| | | | Yes | No |
|---|---|---|---|---|
| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A* | 1 | Yes | |
| 2 | Is the organization required to complete Schedule B, Schedule of Contributors? | 2 | Yes | |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I* | 3 | | No |
| 4 | **Section 501(c)(3) organizations.** Did the organization engage in lobbying activities? *If "Yes," complete Schedule C, Part II* | 4 | | No |
| 5 | **Section 501(c)(4), 501(c)(5), and 501(c)(6) organizations.** Is the organization subject to the section 6033(e) notice and reporting requirement and proxy tax? *If "Yes," complete Schedule C, Part III* | 5 | | |
| 6 | Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I* | 6 | | No |
| 7 | Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? *If "Yes," complete Schedule D, Part II* | 7 | | No |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III* | 8 | | No |
| 9 | Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV* | 9 | | No |
| 10 | Did the organization, directly or through a related organization, hold assets in term, permanent,or quasi-endowments? *If "Yes," complete Schedule D, Part V* | 10 | | No |
| 11 | Is the organization's answer to any of the following questions "Yes"? *If so,complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.* | 11 | Yes | |
| | • Did the organization report an amount for land, buildings, and equipment in Part X, line10? *If "Yes," complete Schedule D, Part VI.* | | | |
| | • Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII.* | | | |
| | • Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII.* | | | |
| | • Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX.* | | | |
| | • Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X.* | | | |
| | • Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48? *If "Yes," complete Schedule D, Part X.* | | | |
| 12 | Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI, XII, and XIII* | 12 | Yes | |
| 12A | Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," completing Schedule D, Parts XI, XII, and XIII is optional* — 12A: Yes [ ] No: No | | | |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E* | 13 | | No |
| 14a | Did the organization maintain an office, employees, or agents outside of the United States? | 14a | | No |
| b | Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, and program service activities outside the United States? *If "Yes," complete Schedule F, Part I* | 14b | | No |
| 15 | Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or assistance to any organization or entity located outside the U S ? *If "Yes," complete Schedule F, Part II* | 15 | | No |
| 16 | Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or assistance to individuals located outside the U S ? *If "Yes," complete Schedule F, Part III* | 16 | | No |
| 17 | Did the organization report a total of more than $15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I* | 17 | | No |
| 18 | Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II* | 18 | | No |
| 19 | Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III* | 19 | | No |
| 20 | Did the organization operate one or more hospitals? *If "Yes," complete Schedule H* | 20 | | No |

**Part IV Checklist of Required Schedules** *(continued)*

| | | | Yes | No |
|---|---|---|---|---|
| 21 | Did the organization report more than $5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II* | 21 | | No |
| 22 | Did the organization report more than $5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III* | 22 | | No |
| 23 | Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J* | 23 | Yes | |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to line 25* | 24a | | No |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | |
| c | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? | 24c | | |
| d | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | |
| 25a | **Section 501(c)(3) and 501(c)(4) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I* | 25a | | No |
| b | Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I* | 25b | | No |
| 26 | Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? *If "Yes," complete Schedule L, Part II* | 26 | | No |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? *If "Yes," complete Schedule L, Part III* | 27 | | No |
| 28 | Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions) | | | |
| a | A current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV* | 28a | | No |
| b | A family member of a current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV* | 28b | | No |
| c | An entity of which a current or former officer, director, trustee, or key employee of the organization (or a family member) was an officer, director, trustee, or owner? *If "Yes," complete Schedule L, Part IV* | 28c | Yes | |
| 29 | Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M* | 29 | | No |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M* | 30 | | No |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I* | 31 | | No |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II* | 32 | | No |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? *If "Yes," complete Schedule R, Part I* | 33 | | No |
| 34 | Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1* | 34 | | No |
| 35 | Is any related organization a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2* | 35 | | No |
| 36 | **Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2* | 36 | | No |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI* | 37 | | No |
| 38 | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? **Note.** All Form 990 filers are required to complete Schedule O | 38 | Yes | |

**Part V Statements Regarding Other IRS Filings and Tax Compliance**

| Line | Question | Box | Amount | Line | Yes | No |
|---|---|---|---|---|---|---|
| 1a | Enter the number reported in Box 3 of Form 1096, *Annual Summary and Transmittal of U.S. Information Returns. Enter -0-* if not applicable | 1a | 774 | | | |
| b | Enter the number of Forms W-2G included in line 1a *Enter -0-* if not applicable | 1b | 0 | | | |
| c | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? | | | 1c | | |
| 2a | Enter the number of employees reported on Form W-3, *Transmittal of Wage and Tax Statements* filed for the calendar year ending with or within the year covered by this return | 2a | 80 | | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? **Note:** If the sum of lines 1a and 2a is greater than 250, you may be required to e-file this return (see instructions) | | | 2b | Yes | |
| 3a | Did the organization have unrelated business gross income of $1,000 or more during the year covered by this return? | | | 3a | | No |
| b | If "Yes," has it filed a Form 990-T for this year? *If "No," provide an explanation in Schedule O* | | | 3b | | |
| 4a | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? | | | 4a | | No |
| b | If "Yes," enter the name of the foreign country ▶ See the instructions for exceptions and filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial Accounts | | | | | |
| 5a | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | | | 5a | | No |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | | | 5b | | No |
| c | If "Yes" to line 5a or 5b, did the organization file Form 8886-T, Disclosure by Tax-Exempt Entity Regarding Prohibited Tax Shelter Transaction? | | | 5c | | |
| 6a | Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible? | | | 6a | | No |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? | | | 6b | | |
| 7 | **Organizations that may receive deductible contributions under section 170(c).** | | | | | |
| a | Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor? | | | 7a | | No |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? | | | 7b | | |
| c | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? | | | 7c | | No |
| d | If "Yes," indicate the number of Forms 8282 filed during the year | 7d | | | | |
| e | Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | | | 7e | | No |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | | | 7f | | No |
| g | For all contributions of qualified intellectual property, did the organization file Form 8899 as required? | | | 7g | | |
| h | For contributions of cars, boats, airplanes, and other vehicles, did the organization file a Form 1098-C as required? | | | 7h | | |
| 8 | **Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.** Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year? | | | 8 | | |
| 9 | **Sponsoring organizations maintaining donor advised funds.** | | | | | |
| a | Did the organization make any taxable distributions under section 4966? | | | 9a | | |
| b | Did the organization make a distribution to a donor, donor advisor, or related person? | | | 9b | | |
| 10 | **Section 501(c)(7) organizations.** Enter | | | | | |
| a | Initiation fees and capital contributions included on Part VIII, line 12 | 10a | | | | |
| b | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities | 10b | | | | |
| 11 | **Section 501(c)(12) organizations.** Enter | | | | | |
| a | Gross income from members or shareholders | 11a | | | | |
| b | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them ) | 11b | | | | |
| 12a | **Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041? | | | 12a | | |
| b | If "Yes," enter the amount of tax-exempt interest received or accrued during the year | 12b | | | | |

## Part VI Governance, Management, and Disclosure

For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

### Section A. Governing Body and Management

| | | | | Yes | No |
|---|---|---|---|---|---|
| 1a | Enter the number of voting members of the governing body . . | 1a 13 | | | |
| b | Enter the number of voting members that are independent . . | 1b 13 | | | |
| 2 | Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? | | 2 | | No |
| 3 | Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? | | 3 | | No |
| 4 | Did the organization make any significant changes to its organizational documents since the prior Form 990 was filed? | | 4 | | No |
| 5 | Did the organization become aware during the year of a material diversion of the organization's assets? | | 5 | | No |
| 6 | Does the organization have members or stockholders? | | 6 | | No |
| 7a | Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body? | | 7a | Yes | |
| b | Are any decisions of the governing body subject to approval by members, stockholders, or other persons? | | 7b | | No |
| 8 | Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following | | | | |
| a | The governing body? | | 8a | Yes | |
| b | Each committee with authority to act on behalf of the governing body? | | 8b | Yes | |
| 9 | Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O | | 9 | | No |

### Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

| | | | Yes | No |
|---|---|---|---|---|
| 10a | Does the organization have local chapters, branches, or affiliates? | 10a | | No |
| b | If "Yes," does the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with those of the organization? | 10b | | |
| 11 | Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form? | 11 | Yes | |
| 11A | Describe in Schedule O the process, if any, used by the organization to review the Form 990 | | | |
| 12a | Does the organization have a written conflict of interest policy? *If "No," go to line 13* | 12a | Yes | |
| b | Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b | Yes | |
| c | Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done | 12c | Yes | |
| 13 | Does the organization have a written whistleblower policy? | 13 | Yes | |
| 14 | Does the organization have a written document retention and destruction policy? | 14 | Yes | |
| 15 | Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? | | | |
| a | The organization's CEO, Executive Director, or top management official | 15a | Yes | |
| b | Other officers or key employees of the organization | 15b | Yes | |
| | If "Yes" to line a or b, describe the process in Schedule O (See instructions ) | | | |
| 16a | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? | 16a | | No |
| b | If "Yes," has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization's exempt status with respect to such arrangements? | 16b | | |

### Section C. Disclosure

17 List the States with which a copy of this Form 990 is required to be filed ▶OR

18 Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection Indicate how you make these available Check all that apply

☐ Own website ☐ Another's website ☑ Upon request

19 Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of interest policy, and financial statements available to the public See Additional Data Table

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶

susanne meyer sample CFO
851 SW SIXTH AVENUE SUITE 1200
PORTLAND, OR 97204
(503) 493-8888

**Part VII** **Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

## Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

**1a** Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year Use Schedule J-2 if additional space is needed

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's **current** key employees See instructions for definition of "key employee "
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than $100,000 from the organization and any related organizations
- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

☐ Check this box if the organization did not compensate any current or former officer, director, trustee or key employee

| (A) Name and Title | (B) Average hours per week | (C) Position (check all that apply) Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (D) Reportable compensation from the organization (W-2/1099-MISC) | (E) Reportable compensation from related organizations (W- 2/1099-MISC) | (F) Estimated amount of other compensation from the organization and related organizations |
|---|---|---|---|---|---|---|---|---|---|---|
| John Reynolds<br>PRESIDENT | 5 00 | X | | X | | | | 0 | 0 | 0 |
| Rick APPLEGATE<br>Vice PRESIDENT | 3 00 | X | | X | | | | 0 | 0 | 0 |
| Debbie Kitchin<br>Secretary | 3 00 | X | | X | | | | 0 | 0 | 0 |
| John Klosterman<br>Treasurer | 2 00 | X | | X | | | | 0 | 0 | 0 |
| DAN DAVIS<br>BOARd Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| Jason Eisdorfer<br>Board Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| Dan Enloe<br>Board Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| ROGer Hamilton<br>BOARd Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| JULie Hammond<br>BOARd Member | 3 00 | X | | | | | | 0 | 0 | 0 |
| AL Jubitz<br>BOARd Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| ALAn Meyer<br>BOARd Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| PRESton Michie<br>BOARd Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| Catherine Mckeown<br>BOARd Member | 2 00 | X | | | | | | 0 | 0 | 0 |
| JOHN SAVAGE<br>EX-Officio, OPUC | | X | | | | | | 0 | 0 | 0 |
| MARK LONG<br>SPecial Advisor, ODOE | | X | | | | | | 0 | 0 | 0 |
| MARGIE HARRIS<br>EXECUTIVE DIRECTOR | 40 00 | | | X | | | | 160,171 | 0 | 24,142 |
| SUSANNE Meyer SAMPLE<br>CFO | 40 00 | | | X | | | | 131,835 | 0 | 9,621 |

**Part VII** **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** (continued)

| (A) Name and Title | (B) Average hours per week | (C) Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (D) Reportable compensation from the organization (W-2/1099-MISC) | (E) Reportable compensation from related organizations (W- 2/1099-MISC) | (F) Estimated amount of other compensation from the organization and related organizations |
|---|---|---|---|---|---|---|---|---|---|---|
| Fred GORDON<br>Dir of Planning and Eva | 40 00 | | | | | X | | 120,761 | 0 | 20,089 |
| STEVE LACEY<br>Dir of E E P | 40 00 | | | | | X | | 124,030 | 0 | 22,829 |
| PETER WEST<br>DIR of R E P | 40 00 | | | | | X | | 119,106 | 0 | 25,309 |
| JOhn Volkman<br>General Counsel | 40 00 | | | | | X | | 124,031 | 0 | 22,738 |
| BETTy Merrill<br>SPEcial Advisor, ODOE | 2 00 | | | | | | X | 0 | 0 | 0 |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| **1b Total** . . . . . . . . . . . . . . . . . . . . ▶ | | | | | | | | 779,934 | 0 | 124,728 |

**2** Total number of individuals (including but not limited to those listed above) who received more than $100,000 in reportable compensation from the organization ▶6

| | | Yes | No |
|---|---|---|---|
| **3** Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual* | 3 | | No |
| **4** For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual* | 4 | Yes | |
| **5** Did any person listed on line 1a receive or accrue compensation from any unrelated organization for services rendered to the organization? *If "Yes," complete Schedule J for such person* | 5 | | No |

## Section B. Independent Contractors

**1** Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization

| (A) Name and business address | (B) Description of services | (C) Compensation |
|---|---|---|
| Portland Energy Conservation Inc<br>1400 SW 5th avenue suite 700<br>PORTLAND, OR 97201 | Program Delivery | 10,630,964 |
| Conservation Services Group Inc<br>PO Box 415768<br>Boston, MA 02241 | Program Delivery | 6,076,062 |
| Lockheed Martin SERVICES INC<br>2339 Route 70 W<br>Cherry Hill, NJ 08002 | Program Delivery | 4,234,530 |
| Northwest Energy Efficiency Alliance<br>529 SW 3rd Avenue Suite 600<br>Portland, OR 97204 | Program Delivery | 3,180,049 |
| Cascade Energy Engineering<br>19 E Cherry St<br>Walla Walla, WA 99362 | Program Delivery | 1,229,544 |

**2** Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 in compensation from the organization ▶21

**Part VIII Statement of Revenue**

| | | | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512, 513, or 514 |
|---|---|---|---|---|---|---|
| **Contributions, gifts, grants and other similar amounts** | **1a** Federated campaigns . . . **1a** | | | | | |
| | **b** Membership dues . . . . **1b** | | | | | |
| | **c** Fundraising events . . . . **1c** | | | | | |
| | **d** Related organizations . . . **1d** | | | | | |
| | **e** Government grants (contributions) **1e** | 91,303,373 | | | | |
| | **f** All other contributions, gifts, grants, and similar amounts not included above **1f** | | | | | |
| | **g** Noncash contributions included in lines 1a-1f $ | | | | | |
| | **h** **Total.** Add lines 1a-1f . . . . . . . ▶ | | 91,303,373 | | | |
| **Program Service Revenue** | | Business Code | | | | |
| | **2a** | | | | | |
| | **b** | | | | | |
| | **c** | | | | | |
| | **d** | | | | | |
| | **e** | | | | | |
| | **f** All other program service revenue | | | | | |
| | **g** **Total.** Add lines 2a–2f . . . . . . . . ▶ | | | | | |
| **Other Revenue** | **3** Investment income (including dividends, interest and other similar amounts) . . . . . ▶ | | 588,192 | | | 588,192 |
| | **4** Income from investment of tax-exempt bond proceeds . . ▶ | | | | | |
| | **5** Royalties . . . . . . . . . . . . . ▶ | | | | | |
| | | (i) Real / (ii) Personal | | | | |
| | **6a** Gross Rents | | | | | |
| | **b** Less rental expenses | | | | | |
| | **c** Rental income or (loss) | | | | | |
| | **d** Net rental income or (loss) . . . . . . . ▶ | | | | | |
| | | (i) Securities / (ii) Other | | | | |
| | **7a** Gross amount from sales of assets other than inventory | | | | | |
| | **b** Less cost or other basis and sales expenses | | | | | |
| | **c** Gain or (loss) | | | | | |
| | **d** Net gain or (loss) . . . . . . . . . . . ▶ | | | | | |
| | **8a** Gross income from fundraising events (not including $ of contributions reported on line 1c) See Part IV, line 18 . . . **a** | | | | | |
| | **b** Less direct expenses . . . **b** | | | | | |
| | **c** Net income or (loss) from fundraising events . . ▶ | | | | | |
| | **9a** Gross income from gaming activities See Part IV, line 19 . . . **a** | | | | | |
| | **b** Less direct expenses . . . **b** | | | | | |
| | **c** Net income or (loss) from gaming activities . . . ▶ | | | | | |
| | **10a** Gross sales of inventory, less returns and allowances . **a** | | | | | |
| | **b** Less cost of goods sold . . **b** | | | | | |
| | **c** Net income or (loss) from sales of inventory . . ▶ | | | | | |
| | Miscellaneous Revenue | Business Code | | | | |
| | **11a** | | | | | |
| | **b** | | | | | |
| | **c** | | | | | |
| | **d** All other revenue . . . . | | | | | |
| | **e** **Total.** Add lines 11a–11d . . . . . . ▶ | | | | | |
| | **12** **Total revenue.** See Instructions . . . ▶ | | 91,891,565 | 0 | 0 | 588,192 |

**Part IX** **Statement of Functional Expenses**

**Section 501(c)(3) and 501(c)(4) organizations must complete all columns.**
**All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).**

| **Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.** | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraising expenses |
|---|---|---|---|---|
| **1** Grants and other assistance to governments and organizations in the U S See Part IV, line 21 | | | | |
| **2** Grants and other assistance to individuals in the U S See Part IV, line 22 | | | | |
| **3** Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16 | | | | |
| **4** Benefits paid to or for members | | | | |
| **5** Compensation of current officers, directors, trustees, and key employees | 325,769 | | 325,769 | |
| **6** Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) | | | | |
| **7** Other salaries and wages | 4,177,015 | 3,347,590 | 829,425 | |
| **8** Pension plan contributions (include section 401(k) and section 403(b) employer contributions) | 269,129 | 223,097 | 46,032 | |
| **9** Other employee benefits | 729,235 | 589,209 | 140,026 | |
| **10** Payroll taxes | 387,090 | 293,633 | 93,457 | |
| **11** Fees for services (non-employees) | | | | |
| **a** Management | | | | |
| **b** Legal | 10,597 | 523 | 10,074 | |
| **c** Accounting | 78,128 | | 78,128 | |
| **d** Lobbying | | | | |
| **e** Professional fundraising *See Part IV, line 17* | | | | |
| **f** Investment management fees | | | | |
| **g** Other | 5,284,504 | 4,877,209 | 407,295 | |
| **12** Advertising and promotion | 1,629,389 | 1,629,389 | | |
| **13** Office expenses | 73,337 | 49,755 | 23,582 | |
| **14** Information technology | 124,462 | 107,520 | 16,942 | |
| **15** Royalties | | | | |
| **16** Occupancy | 227,738 | 158,815 | 68,923 | |
| **17** Travel | 67,513 | 49,628 | 17,885 | |
| **18** Payments of travel or entertainment expenses for any federal, state, or local public officials | | | | |
| **19** Conferences, conventions, and meetings | 98,296 | 37,666 | 60,630 | |
| **20** Interest | | | | |
| **21** Payments to affiliates | | | | |
| **22** Depreciation, depletion, and amortization | 24,182 | 21,596 | 2,586 | |
| **23** Insurance | 57,375 | 40,011 | 17,364 | |
| **24** Other expenses Itemize expenses not covered above (Expenses grouped together and labeled miscellaneous may not exceed 5% of total expenses shown on line 25 below ) | | | | |
| **a** INCENTIVES | 53,248,861 | 53,248,861 | 0 | |
| **b** PROGRAM MNGMNT & DLVRY | 29,473,268 | 29,473,268 | 0 | |
| **c** PLANNING & EVALUATION | 302,937 | 299,008 | 3,929 | |
| **d** CUSTOMER SVC MNGMNT | 206,199 | 206,199 | 0 | |
| **e** PRINTING & PUBLICATIONS | 108,728 | 102,860 | 5,868 | |
| **f** All other expenses | 96,635 | 72,165 | 24,470 | |
| **25** **Total functional expenses.** Add lines 1 through 24f | 97,000,387 | 94,828,002 | 2,172,385 | 0 |
| **26** **Joint costs.** Check here ▶ ☐ if following SOP 98-2 Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation | | | | |

**Part X Balance Sheet**

| | | | | (A) Beginning of year | | (B) End of year |
|---|---|---|---|---|---|---|
| Assets | 1 | Cash—non-interest-bearing | | 300 | 1 | 300 |
| | 2 | Savings and temporary cash investments | | 62,029,818 | 2 | 68,593,466 |
| | 3 | Pledges and grants receivable, net | | | 3 | |
| | 4 | Accounts receivable, net | | 324,410 | 4 | 106,937 |
| | 5 | Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L | | | 5 | |
| | 6 | Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L | | | 6 | |
| | 7 | Notes and loans receivable, net | | | 7 | |
| | 8 | Inventories for sale or use | | | 8 | |
| | 9 | Prepaid expenses and deferred charges | | 978,119 | 9 | 222,006 |
| | 10a | Land, buildings, and equipment cost or other basis *Complete Part VI of Schedule D* | 10a 1,262,358 | | | |
| | b | Less accumulated depreciation | 10b 991,562 | 158,436 | 10c | 270,796 |
| | 11 | Investments—publicly traded securities | | | 11 | |
| | 12 | Investments—other securities See Part IV, line 11 | | 10,877,235 | 12 | |
| | 13 | Investments—program-related See Part IV, line 11 | | | 13 | |
| | 14 | Intangible assets | | | 14 | |
| | 15 | Other assets See Part IV, line 11 | | 94,954 | 15 | 170,450 |
| | 16 | **Total assets.** Add lines 1 through 15 (must equal line 34) | | 74,463,272 | 16 | 69,363,955 |
| Liabilities | 17 | Accounts payable and accrued expenses | | 10,173,620 | 17 | 10,092,364 |
| | 18 | Grants payable | | | 18 | |
| | 19 | Deferred revenue | | | 19 | |
| | 20 | Tax-exempt bond liabilities | | | 20 | |
| | 21 | Escrow or custodial account liability *Complete Part IV of Schedule D* | | | 21 | |
| | 22 | Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons *Complete Part II of Schedule L* | | | 22 | |
| | 23 | Secured mortgages and notes payable to unrelated third parties | | | 23 | |
| | 24 | Unsecured notes and loans payable to unrelated third parties | | | 24 | |
| | 25 | Other liabilities Complete Part X of Schedule D | | 552,067 | 25 | 642,828 |
| | 26 | **Total liabilities.** Add lines 17 through 25 | | 10,725,687 | 26 | 10,735,192 |
| Net Assets or Fund Balances | | **Organizations that follow SFAS 117, check here ▶ ☑ and complete lines 27 through 29, and lines 33 and 34.** | | | | |
| | 27 | Unrestricted net assets | | 63,737,585 | 27 | 58,628,763 |
| | 28 | Temporarily restricted net assets | | | 28 | |
| | 29 | Permanently restricted net assets | | | 29 | |
| | | **Organizations that do not follow SFAS 117, check here ▶ ☐ and complete lines 30 through 34.** | | | | |
| | 30 | Capital stock or trust principal, or current funds | | | 30 | |
| | 31 | Paid-in or capital surplus, or land, building or equipment fund | | | 31 | |
| | 32 | Retained earnings, endowment, accumulated income, or other funds | | | 32 | |
| | 33 | Total net assets or fund balances | | 63,737,585 | 33 | 58,628,763 |
| | 34 | Total liabilities and net assets/fund balances | | 74,463,272 | 34 | 69,363,955 |

## Part XI Financial Statements and Reporting

| | | | Yes | No |
|---|---|---|---|---|
| 1 | Accounting method used to prepare the Form 990 ☐ Cash ☑ Accrual ☐ Other ____<br>If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? . . | 2a | | No |
| b | Were the organization's financial statements audited by an independent accountant? . . . . . . . . . | 2b | Yes | |
| c | If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?<br>If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O . . . | 2c | Yes | |
| d | If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a consolidated basis, separate basis, or both<br>☑ Separate basis ☐ Consolidated basis ☐ Both consolidated and separated basis | | | |
| 3a | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? . . . . . . . . . . . . . . . . | 3a | | No |
| b | If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits . . | 3b | | |

# SCHEDULE A
(Form 990 or 990EZ)

Department of the Treasury
Internal Revenue Service

## Public Charity Status and Public Support

**Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.**

**▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.**

OMB No 1545-0047

**2009**

**Open to Public Inspection**

Name of the organization
ENERGY TRUST OF OREGON INC

**Employer identification number**
93-1313663

**Part I Reason for Public Charity Status** (All organizations must complete this part.) See instructions

The organization is not a private foundation because it is (For lines 1 through 11, check only one box )

1 ☐ A church, convention of churches, or association of churches **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E )

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II )

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☑ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)** (Complete Part II )

8 ☐ A community trust described in **section 170(b)(1)(A)(vi)** (Complete Part II )

9 ☐ An organization that normally receives (1) more than 331/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III )

10 ☐ An organization organized and operated exclusively to test for public safety See **section 509(a)(4).**

11 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2) See **section 509(a)(3).** Check the box that describes the type of supporting organization and complete lines 11e through 11h

**a** ☐ Type I **b** ☐ Type II **c** ☐ Type III - Functionally integrated **d** ☐ Type III - Other

**e** ☐ By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2)

**f** If the organization received a written determination from the IRS that it is a Type I, Type II or Type III supporting organization, check this box ☐

**g** Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

| | | Yes | No |
|---|---|---|---|
| **(i)** a person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the the supported organization? | **11g(i)** | | |
| **(ii)** a family member of a person described in (i) above? | **11g(ii)** | | |
| **(iii)** a 35% controlled entity of a person described in (i) or (ii) above? | **11g(iii)** | | |

**h** Provide the following information about the supported organization(s)

| (i) Name of supported organization | (ii) EIN | (iii) Type of organization (described on lines 1- 9 above or IRC section (see instructions)) | (iv) Is the organization in col (i) listed in your governing document? Yes | (iv) No | (v) Did you notify the organization in col (i) of your support? Yes | (v) No | (vi) Is the organization in col (i) organized in the U S ? Yes | (vi) No | (vii) Amount of support? |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| **Total** | | | | | | | | | |

**Part II** **Support Schedule for Organizations Described in IRC 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I.)

### Section A. Public Support

| Calendar year (or fiscal year beginning in) | (a) 2005 | (b) 2006 | (c) 2007 | (d) 2008 | (e) 2009 | (f) Total |
|---|---|---|---|---|---|---|
| 1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ") | 52,602,527 | 58,101,063 | 63,328,071 | 77,570,232 | 91,303,373 | 342,905,266 |
| 2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | | | | | | |
| 3 The value of services or facilities furnished by a governmental unit to the organization without charge | | | | | | |
| 4 **Total.** Add lines 1 through 3 | 52,602,527 | 58,101,063 | 63,328,071 | 77,570,232 | 91,303,373 | 342,905,266 |
| 5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) | | | | | | |
| 6 **Public Support.** Subtract line 5 from line 4 | | | | | | 342,905,266 |

### Section B. Total Support

| Calendar year (or fiscal year beginning in) | (a) 2005 | (b) 2006 | (c) 2007 | (d) 2008 | (e) 2009 | (f) Total |
|---|---|---|---|---|---|---|
| 7 Amounts from line 4 | 52,602,527 | 2,270,829 | 63,328,071 | 77,570,232 | 91,303,373 | 342,905,266 |
| 8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources | 1,250,909 | 2,270,829 | 3,197,780 | 1,766,864 | 588,192 | 9,074,574 |
| 9 Net income from unrelated business activities, whether or not the business is regularly carried on | | | | | | |
| 10 Other income (Explain in Part IV ) Do not include gain or loss from the sale of capital assets | | | | | | |
| 11 **Total support** (Add lines 7 through 10) | | | | | | 351,979,840 |

12 Gross receipts from related activities, etc (See instructions ) | **12** | 896,312

13 **First Five Years** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and **stop here** ▶☐

### Section C. Computation of Public Support Percentage

14 Public Support Percentage for 2009 (line 6 column (f) divided by line 11 column (f)) | **14** | 97 420 %

15 Public Support Percentage for 2008 Schedule A, Part II, line 14 | **15** | 97 120 %

16a **33 1/3% support test—2009.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶☑

b **33 1/3% support test—2008.** If the organization did not check the box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶☐

17a **10%-facts-and-circumstances test—2009.** If the organization did not check a box on line 13, 16a, or 16b and line 14 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization ▶☐

b **10%-facts-and-circumstances test—2008.** If the organization did not check a box on line 13, 16a, 16b, or 17a and line 15 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization ▶☐

18 **Private Foundation** If the organization did not check a box on line 13, 16a, 16b, 17a or 17b, check this box and see instructions ▶☐

**Part III** **Support Schedule for Organizations Described in IRC 509(a)(2)**
(Complete only if you checked the box on line 9 of Part I.)

## Section A. Public Support

| **Calendar year** (or fiscal year beginning in) | **(a)** 2005 | **(b)** 2006 | **(c)** 2007 | **(d)** 2008 | **(e)** 2009 | **(f)** Total |
|---|---|---|---|---|---|---|
| **1** Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ") | | | | | | |
| **2** Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose | | | | | | |
| **3** Gross receipts from activities that are not an unrelated trade or business under section 513 | | | | | | |
| **4** Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | | | | | | |
| **5** The value of services or facilities furnished by a governmental unit to the organization without charge | | | | | | |
| **6** **Total.** Add lines 1 through 5 | | | | | | |
| **7a** Amounts included on lines 1, 2, and 3 received from disqualified persons | | | | | | |
| **b** Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year | | | | | | |
| **c** Add lines 7a and 7b | | | | | | |
| **8** **Public Support** (Subtract line 7c from line 6 ) | | | | | | |

## Section B. Total Support

| **Calendar year** (or fiscal year beginning in) | **(a)** 2005 | **(b)** 2006 | **(c)** 2007 | **(d)** 2008 | **(e)** 2009 | **(f)** Total |
|---|---|---|---|---|---|---|
| **9** Amounts from line 6 | | | | | | |
| **10a** Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources | | | | | | |
| **b** Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 | | | | | | |
| **c** Add lines 10a and 10b | | | | | | |
| **11** Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on | | | | | | |
| **12** Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV ) | | | | | | |
| **13** **Total support** (Add lines 9, 10c, 11 and 12 ) | | | | | | |

**14** **First Five Years** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and **stop here** ☐

## Section C. Computation of Public Support Percentage

| | | |
|---|---|---|
| **15** Public Support Percentage for 2009 (line 8 column (f) divided by line 13 column (f)) | **15** | |
| **16** Public support percentage from 2008 Schedule A, Part III, line 15 | **16** | |

## Section D. Computation of Investment Income Percentage

| | | |
|---|---|---|
| **17** Investment income percentage for **2009** (line 10c column (f) divided by line 13 column (f)) | **17** | |
| **18** Investment income percentage from **2008** Schedule A, Part III, line 17 | **18** | |

**19a** **33 1/3% support tests—2009.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3% and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

**b** **33 1/3% support tests—2008.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

**20** **Private Foundation** If the organization did not check a box on line 14, 19a or 19b, check this box and see instructions ☐

**Part IV** **Supplemental Information.** Supplemental Information. Complete this part to provide the explanation required by Part II, line 10; Part II, line 17a or 17b; or Part III, line 12. Provide any other additional information. See instructions

| efile GRAPHIC print - DO NOT PROCESS | As Filed Data - | DLN: 93493224004290 |
|---|---|---|

**SCHEDULE D**
(Form 990)

Department of the Treasury
Internal Revenue Service

# Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11, or 12.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

**2009**

**Open to Public Inspection**

**Name of the organization**
ENERGY TRUST OF OREGON INC

**Employer identification number**
93-1313663

## Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

| | | (a) Donor advised funds | (b) Funds and other accounts |
|---|---|---|---|
| 1 | Total number at end of year | | |
| 2 | Aggregate contributions to (during year) | | |
| 3 | Aggregate grants from (during year) | | |
| 4 | Aggregate value at end of year | | |

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit ☐ Yes ☐ No

## Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or pleasure)
☐ Preservation of an historically importantly land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a–2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

| | | | Held at the End of the Year |
|---|---|---|---|
| a | Total number of conservation easements | 2a | |
| b | Total acreage restricted by conservation easements | 2b | |
| c | Number of conservation easements on a certified historic structure included in (a) | 2c | |
| d | Number of conservation easements included in (c) acquired after 8/17/06 | 2d | |

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ▶ ______

4 Number of states where property subject to conservation easement is located ▶ ______

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ▶ ______

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ $ ______

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

## Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1 ▶ $ ______

(ii) Assets included in Form 990, Part X ▶ $ ______

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a Revenues included in Form 990, Part VIII, line 1 ▶ $ ______

b Assets included in Form 990, Part X ▶ $ ______

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** *(continued)*

3 Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange programs
e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5 During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV and complete the following table

| | | Amount |
|---|---|---|
| c Beginning balance | 1c | |
| d Additions during the year | 1d | |
| e Distributions during the year | 1e | |
| f Ending balance | 1f | |

2a Did the organization include an amount on Form 990, Part X, line 21? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV

**Part V Endowment Funds.** Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

| | (a) Current Year | (b) Prior Year | (c) Two Years Back | (d) Three Years Back | (e) Four Years Back |
|---|---|---|---|---|---|
| 1a Beginning of year balance | | | | | |
| b Contributions | | | | | |
| c Investment earnings or losses | | | | | |
| d Grants or scholarships | | | | | |
| e Other expenditures for facilities and programs | | | | | |
| f Administrative expenses | | | | | |
| g End of year balance | | | | | |

2 Provide the estimated percentage of the year end balance held as

a Board designated or quasi-endowment ▶ %

b Permanent endowment ▶ %

c Term endowment ▶ %

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by

| | | Yes | No |
|---|---|---|---|
| (i) unrelated organizations | 3a(i) | | |
| (ii) related organizations | 3a(ii) | | |
| b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R? | 3b | | |

4 Describe in Part XIV the intended uses of the organization's endowment funds

**Part VI Investments—Land, Buildings, and Equipment.** See Form 990, Part X, line 10.

| Description of investment | (a) Cost or other basis (investment) | (b) Cost or other basis (other) | (c) Accumulated depreciation | (d) Book value |
|---|---|---|---|---|
| 1a Land | | | | |
| b Buildings | | | | |
| c Leasehold improvements | | 22,382 | 22,382 | 0 |
| d Equipment | | 1,239,976 | 969,180 | 270,796 |
| e Other | | | | |
| **Total.** Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ▶ | | | | 270,796 |

**Part VII Investments—Other Securities.** See Form 990, Part X, line 12.

| (a) Description of security or category (including name of security) | (b) Book value | (c) Method of valuation Cost or end-of-year market value |
|---|---|---|
| Financial derivatives | | |
| Closely-held equity interests | | |
| Other | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| **Total.** *(Column (b) should equal Form 990, Part X, col (B) line 12 )* ▶ | | |

**Part VIII Investments—Program Related.** See Form 990, Part X, line 13.

| (a) Description of investment type | (b) Book value | (c) Method of valuation Cost or end-of-year market value |
|---|---|---|
| | | |
| | | |
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| | | |
| | | |
| **Total.** *(Column (b) should equal Form 990, Part X, col (B) line 13 )* ▶ | | |

**Part IX Other Assets.** See Form 990, Part X, line 15.

| (a) Description | (b) Book value |
|---|---|
| | |
| | |
| | |
| | |
| | |
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| | |
| | |
| | |
| **Total.** *(Column (b) should equal Form 990, Part X, col.(B) line 15.)* . . . . . . . . . . . ▶ | |

**Part X Other Liabilities.** See Form 990, Part X, line 25.

| 1 (a) Description of Liability | (b) Amount |
|---|---|
| Federal Income Taxes | |
| ACCRUED PAYROLL AND RELATED EXPENSES | 537,918 |
| Deferred Rent Liability | 104,910 |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| **Total.** *(Column (b) should equal Form 990, Part X, col (B) line 25 )* ▶ | 642,828 |

**2.** Fin 48 Footnote In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48

## Part XI Reconciliation of Change in Net Assets from Form 990 to Financial Statements

| | | | |
|---|---|---|---|
| 1 | Total revenue (Form 990, Part VIII, column (A), line 12) | 1 | 91,891,565 |
| 2 | Total expenses (Form 990, Part IX, column (A), line 25) | 2 | 97,000,387 |
| 3 | Excess or (deficit) for the year Subtract line 2 from line 1 | 3 | -5,108,822 |
| 4 | Net unrealized gains (losses) on investments | 4 | |
| 5 | Donated services and use of facilities | 5 | |
| 6 | Investment expenses | 6 | |
| 7 | Prior period adjustments | 7 | |
| 8 | Other (Describe in Part XIV) | 8 | |
| 9 | Total adjustments (net) Add lines 4 - 8 | 9 | 0 |
| 10 | Excess or (deficit) for the year per financial statements Combine lines 3 and 9 | 10 | -5,108,822 |

## Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

| | | | | | |
|---|---|---|---|---|---|
| 1 | Total revenue, gains, and other support per audited financial statements | | | 1 | 91,891,565 |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12 | | | | |
| a | Net unrealized gains on investments | 2a | | | |
| b | Donated services and use of facilities | 2b | | | |
| c | Recoveries of prior year grants | 2c | | | |
| d | Other (Describe in Part XIV) | 2d | | | |
| e | Add lines **2a** through **2d** | | | 2e | 0 |
| 3 | Subtract line **2e** from line **1** | | | 3 | 91,891,565 |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line **1** | | | | |
| a | Investment expenses not included on Form 990, Part VIII, line 7b | 4a | | | |
| b | Other (Describe in Part XIV) | 4b | | | |
| c | Add lines **4a** and **4b** | | | 4c | 0 |
| 5 | Total Revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12 ) | | | 5 | 91,891,565 |

## Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

| | | | | | |
|---|---|---|---|---|---|
| 1 | Total expenses and losses per audited financial statements | | | 1 | 97,000,387 |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25 | | | | |
| a | Donated services and use of facilities | 2a | | | |
| b | Prior year adjustments | 2b | | | |
| c | Other losses | 2c | | | |
| d | Other (Describe in Part XIV) | 2d | | | |
| e | Add lines **2a** through **2d** | | | 2e | 0 |
| 3 | Subtract line **2e** from line **1** | | | 3 | 97,000,387 |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line **1:** | | | | |
| a | Investment expenses not included on Form 990, Part VIII, line 7b | 4a | | | |
| b | Other (Describe in Part XIV) | 4b | | | |
| c | Add lines **4a** and **4b** | | | 4c | 0 |
| 5 | Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18 ) | | | 5 | 97,000,387 |

## Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b Also complete this part to provide any additional information

| Identifier | Return Reference | Explanation |
|---|---|---|

| efile GRAPHIC print - DO NOT PROCESS | As Filed Data - | DLN: 93493224004290 |
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**Schedule J**
(Form 990)

Department of the Treasury
Internal Revenue Service

# Compensation Information

**For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**
**▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.**
**▶ Attach to Form 990. ▶ See separate instructions.**

OMB No 1545-0047

**2009**

**Open to Public Inspection**

**Name of the organization**
ENERGY TRUST OF OREGON INC

**Employer identification number**
93-1313663

## Part I Questions Regarding Compensation

| | | | Yes | No |
|---|---|---|---|---|
| **1a** | Check the appropiate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items<br>☐ First-class or charter travel ☐ Housing allowance or residence for personal use<br>☐ Travel for companions ☐ Payments for business use of personal residence<br>☐ Tax idemnification and gross-up payments ☐ Health or social club dues or initiation fees<br>☐ Discretionary spending account ☐ Personal services (e g , maid, chauffeur, chef) | | | |
| **b** | If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement orprovision of all the expenses described above? If "No," complete Part III to explain | **1b** | | |
| **2** | Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a? | **2** | | |
| **3** | Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply<br>☐ Compensation committee ☐ Written employment contract<br>☑ Independent compensation consultant ☑ Compensation survey or study<br>☐ Form 990 of other organizations ☑ Approval by the board or compensation committee | | | |
| **4** | During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization | | | |
| **a** | Receive a severance payment or change-of-control payment? | **4a** | | No |
| **b** | Participate in, or receive payment from, a supplemental nonqualified retirement plan? | **4b** | Yes | |
| **c** | Participate in, or receive payment from, an equity-based compensation arrangement? | **4c** | | No |
| | If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III | | | |
| | **Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.** | | | |
| **5** | For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of | | | |
| **a** | The organization? | **5a** | | No |
| **b** | Any related organization? | **5b** | | No |
| | If "Yes," to line 5a or 5b, describe in Part III | | | |
| **6** | For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of | | | |
| **a** | The organization? | **6a** | | No |
| **b** | Any related organization? | **6b** | | No |
| | If "Yes," to line 6a or 6b, describe in Part III | | | |
| **7** | For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III | **7** | | No |
| **8** | Were any amounts reported in Form 990, Part VII, paid or accured pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III | **8** | | No |
| **9** | If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)? | **9** | | |

**Part II** **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use Schedule J-1 if additional space needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

**Note.** The sum of columns (B)(i)-(iii) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a

| (A) Name | | (B) Breakdown of W-2 and/or 1099-MISC compensation | | | (C) Retirement and other deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)-(D) | (F) Compensation reported in prior Form 990 or Form 990-EZ |
|---|---|---|---|---|---|---|---|---|
| | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | | | | |
| MARGIE HARRIS | (i)<br>(ii) | 138,527 | | 21,644 | 8,358 | 15,784 | 184,313 | |
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**Part III Supplemental Information**

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8 Also complete this part for any additional information

| Identifier | Return Reference | Explanation |
|---|---|---|
| | Part I, Line 4a | SERP PAYMENTS MARGIE HARRIS - $14,000 SUSANNE MEYER SAMPLE - $5,000 FRED GORDON - $2,886 STEVE LACEY - $4,725 PETER WEST - $21,868 |

| efile GRAPHIC print - DO NOT PROCESS | As Filed Data - | DLN: 93493224004290 |
|---|---|---|

**Schedule L**
**(Form 990 or 990-EZ)**

Department of the Treasury
Internal Revenue Service

# Transactions with Interested Persons

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V lines 38a or 40b.**
▶ **Attach to Form 990 or Form 990-EZ.** ▶**See separate instructions.**

OMB No 1545-0047
**2009**
**Open to Public Inspection**

| **Name of the organization** | **Employer identification number** |
|---|---|
| ENERGY TRUST OF OREGON INC | 93-1313663 |

## Part I Excess Benefit Transactions (section 501(c)(3) and section 501 (c)(4) organizations only).

Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b

| 1 | **(a)** Name of disqualified person | **(b)** Description of transaction | **(c)** Corrected? Yes | No |
|---|---|---|---|---|

2 Enter the amount of tax imposed on the organization managers or disqualified persons during the year under section 4958 . . . . . . . . . . . . . . . . . . . . . . . . . ▶ $

3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization . . . . . . . ▶ $

## Part II Loans to and/or From Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 26, or Form 990-EZ, Part V, line 38a

| **(a)** Name of interested person and purpose | **(b)** Loan to or from the organization? To | From | **(c)** Original principal amount | **(d)** Balance due | **(e)** In default? Yes | No | **(f)** Approved by board or committee? Yes | No | **(g)** Written agreement? Yes | No |
|---|---|---|---|---|---|---|---|---|---|---|
| Total . . . . . . . . . . . . . . . ▶ $ | | | | | | | | | | |

## Part III Grants or Assistance Benefitting Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

| **(a)** Name of interested person | **(b)** Relationship between interested person and the organization | **(c)** Amount of grant or type of assistance |
|---|---|---|

## Part IV Business Transactions Involving Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

| **(a)** Name of interested person | **(b)** Relationship between interested person and the organization | **(c)** Amount of transaction | **(d)** Description of transaction | **(e)** Sharing of organization's revenues? Yes | No |
|---|---|---|---|---|---|
| Margie Harris | Executive Director | 3,180,049 | See Sch OMs Harris is a Board Member of the NW Energy Efficiency Alliance (NEEA) A contractual agreement exists between Energy Trust and NEEA to operate Market Transformation Programs NEEA board membership assists in the coordination of this program | | No |

**SCHEDULE O**
**(Form 990)**

Department of the Treasury
Internal Revenue Service

# Supplemental Information to Form 990

**Complete to provide information for responses to specific questions on Form 990 or to provide any additional information.**
**▶ Attach to Form 990.**

OMB No 1545-0047

**2009**

**Open to Public Inspection**

**Name of the organization**
ENERGY TRUST OF OREGON INC

**Employer identification number**
93-1313663

| Identifier | Return Reference | Explanation |
|---|---|---|
| Form 990, Part VI, Section A, line 7a | | dIRECTORS MAY BE ELECTED AT ANY BOARD OF DIRECTORS MEETING BY A MAJORITY VOTE OF DIRECTORS THEN IN OFFICE |
| Form 990, Part VI, Section B, line 11 | | A copy of the completed Form 990 return w as presented for review to the full Board prior to their July 28th Board meeting |
| Form 990, Part VI, Section B, line 12c | | THE ORGANIZATION ENSURES THAT EACH DIRECTOR AND EMPLOYEE HAS FILED A DISCLOSURE FORM ANNUALLY BEGINNING IN 2010, ANY DIRECTOR WHO FAILS TO COMPLY WITH DISCLOSURE REQUIREMENTS MAY BE REMOVED BY THE OREGON PUBLIC UTILITY COMMISSION |

| Identifier | Return Reference | Explanation |
|---|---|---|
| Form 990, Part VI, Section B, line 15 | | Compensation Program Summary Energy Trust w ill target a market position that provides a competitive advantage in attracting and retaining extraordinarily talented individuals Energy Trust encourages and rew ards high-performing individuals w ho excel in their position and therefore contribute to the company's success To keep the compensation program targeted to the market trend, the Compensation committee annually review s the compensation program Base Salary An employee's base compensation is determined by various components job skills, experience, performance in the job, comparable w orth of the position w ithin the company, and geographic location The compensation structure has salary grades and the employee's position is slotted to the appropriate salary grade Base compensation for employees generally targets the midpoint or below of Energy Trust's salary grade that corresponds w ith the market average Job descriptions must be kept current to truly reflect the level of responsibility and accurate requirements of every position The primary responsibility for this rests w ith the manager Job descriptions should be review ed at least annually, typically at the time of employee performance appraisals and w ork-plan development Salary Surveys A necessary step in the development and maintenance of a salary administration program is the determination of actual salary levels found in the labor market in w hich the Energy Trust competes This is essential to ensure Energy Trust is adequately compensating and continuing to attract and retain qualified individuals Accurate job descriptions are a key to obtaining valuable results in the survey process Salary survey data, w hich is updated at least biennially, is extremely helpful in maintaining our policies We w ill continue to exercise considerable judgment and interpretation in our use of this data We currently utilize the services of a compensation consultant w ho has access to several very detailed, professionally prepared surveys as our benchmark surveys, such as Milliman, Abbott-Langer, Mercer, Payscale com, CompData, and other related applicable surveys In addition, w e obtain custom survey data from organizations similar to Energy Trust at least biennially Salary Structure Our salary structure has been designed through the use of logical mathematical techniques, w hich are long recognized as sound in the field of salary administration There is equity/parity betw een the ranges from the minimum to the maximum Our salary structures contain a number of salary ranges that are represented by a minimum and maximum dollar amount The minimum of the salary range is the least amount generally w e w ill pay an individual w ho is qualified for a position slotted in this range The maximum of the range is the top salary an individual can usually receive regardless of level of performance The midpoint of the salary range usually represents a competitive salary level for a fully experienced and qualified individual w ho can perform all aspects of the position Progression through the salary structure w ill usually, but not necessarily, occur in conjunction w ith the employee's level of performance All salary adjustments are based on the salary structure and percentage increase guidelines in place at the time of the change Annual Review and Merit Program Energy Trust generally has an annual review and merit process for performance evaluation and salary planning It is the mechanism used by management to allocate merit increases to base salary to appropriately rew ard employees for their outstanding job performance w ith the company Employees hired prior to September 1 of the year are eligible to participate in the annual review program but are generally not eligible to participate in the merit increase program When aw arded, merit increases are typically effective February 1st A performance appraisal form must be completed by the employee and the supervisor Once the results of that appraisal have been discussed w ith the appropriate Management Team member, the Management Team w ill meet and review all proposed merit increases The purpose of this review is to maintain equity across the entire organization Follow ing the return of the signed review to the supervisor, a performance appraisal session is scheduled and completed w ith the individual The employee signs the performance appraisal form indicating they have covered the information The form is then placed in the employee's personnel file The Human Resources Manager w ill review all increases for conformance to organizational guidelines All salary increases outside the guidelines require formal consultation w ith the Human Resources Manager, Chief Financial Officer, and Executive Director The Human Resources Manager w ill then prepare a Payroll Action form for the manager's approval and subsequent payroll processing Executive Director Review The Board of Directors of Energy Trust annually appoints an Executive Director Review Committee, w ho are charged w ith the responsibility of review ing the performance of the Executive Director and recommending any merit increase This committee is composed entirely of individuals w ho do not have a conflict of interest w ith respect to the compensation arrangement When the Executive Director Review Committee is considering compensation to the Executive Director, it also relies on the comparability data described in Step III that demonstrates the fair market value of the compensation in question The Executive Director Review Committee must document how it reached its decisions, including the data upon w hich it relied Written or electronic records of the Committee w ill note 1 the terms of the compensation and the date it w as approved 2 the members of the ED Review Committee w ho w ere present during the debate on the compensation that w as approved and w ho voted on it, 3 the comparability data obtained and relied upon and how the data w ere obtained 4 any actions taken w ith respect to consideration of the compensation by anyone w ho is otherw ise a member of the ED Review Committee but w ho had a conflict of interest w ith respect to the decision on the compensation Results of the performance evaluation are discussed by the executive director review committee and are review ed at executive session of the Board to maintain confidentiality Merit increases for the Executive Director are approved by resolution of the full board and typically take effect on January 1st |

Form 990, Part VI, Section C, line 19 Form 990, Part VI, Section C, Line 19 Energy Trust makes it governing documents, conflict of interest policy, and financial statements available to the public upon request and on its website www energytrust org Form 990, Part XI, Line 2C Audit Oversight and Accountant Selection The process for overseeing the audit of the financial statements and selecting an independent accountant has not changed from the prior year

## Additional Data

**Software ID:**
**Software Version:**
**EIN:** 93-1313663
**Name:** ENERGY TRUST OF OREGON INC

### Form 990, Part IX - Statement of Functional Expenses - 24a - 24e Other Expenses

| *Do not include amounts reported on line 6b, 8b, 9b, and 10b of Part VIII.* | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraising expenses |
|---|---|---|---|---|
| INCENTIVES | 53,248,861 | 53,248,861 | 0 | |
| PROGRAM MNGMNT & DLVRY | 29,473,268 | 29,473,268 | 0 | |
| PLANNING & EVALUATION | 302,937 | 299,008 | 3,929 | |
| CUSTOMER SVC MNGMNT | 206,199 | 206,199 | 0 | |
| PRINTING & PUBLICATIONS | 108,728 | 102,860 | 5,868 | |