



**ENERGY
NORTHWEST**

**Business Development
O&M/Professional Services**

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Business Development O&M/Professional Services

✦ Target Markets

- Main Focus - Manage, operate, maintain, modify and support facilities related to power generation
 - EN members and publics – services provided at cost
 - All Others – services provided with margin
- Other Focus – Sell services to any reasonable market to maintain low cost and spread overhead

Business Development O&M/Professional Services

✦ Strategy to Meet Objectives

- High quality operation and maintenance of current facilities
- Preparation to support new internal/external Wind operations
- Continue to provide professional and technical services
- Analyze/prepare to aggregate public power needs (minimize costs/maximize results)

Financial Summary O&M/ Professional Services

(Dollars in Thousands)

Description	Revenue	Costs	Gross Margin
Engineering Services	\$ 442	\$ 442	\$ -
Technical Services	232	232	-
Roving Work Force	100	100	-
Special Coatings	250	250	-
Miscellaneous	8	7	1
Total	<u>1,032</u>	<u>1,031</u>	<u>1</u>

Budget Book Reference: BDF Tab, Table 2, Page 6 for the FY 2012 Budget

Financial Summary O&M/ Professional Services - History

(Dollars in Thousands)

	FY08	FY09	FY10	FY11 LRE	FY12 Budget
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Gross Margin \$ (295) \$(238) \$(109) \$ (62) \$ 1

Gross Margin - () Unfavorable