

PPM Energy goes “all in” for Earth Share

Architects build green and give green

Ever wonder what happens when you pit 75 competitive people against each other in a poker tournament?

Earth Share of Oregon and business partner PPM Energy found out this year – they raise almost \$7,500 for environmental nonprofits!

In November, PPM Energy hosted a special fundraiser for Earth Share of Oregon: a Texas Hold’Em poker tournament. PPM paid all the event costs, and asked Earth Share to collect all the proceeds. PPM Energy also offered to double the money their employees gave at the tournament by matching their donations.

Several Stoel Rives employees played along too; PPM invited attorneys from their primary law firm to join in the action. PPM Energy’s executives donated terrific prizes for tournament winners, including an Oregon Coast weekend trip, restaurant gift certificates, and a new iPod.

The grand prize, a trip for two to Las Vegas, was won by, surprisingly, a novice poker player. She learned the game at the tournament, but still defeated some veteran players. Her boyfriend, a PPM employee, said he was happy to benefit from her stroke of beginner’s luck.

Earth Share of Oregon appreciates the time, effort, and funds that PPM Energy and the Heathman Hotel put into this event. We especially thank Staci Schwartz at PPM Energy, who single-handedly planned much of the event.



“We deeply appreciate our business partners; they are the center of our success.

Most hold employee giving campaigns; some raise additional funds for us; others introduce us to new workplaces.”

– Deb Furry, BOARD PRESIDENT,
EARTH SHARE OF OREGON

Together, employees at Oregon’s most prominent architecture, design and engineering firms give tens of thousands of dollars annually to Earth Share of Oregon (ESOR) through workplace giving campaigns. This year, three new firms joined our growing list of business partners, mostly due to the efforts of one architect, Linda Barnes.

Linda, a principal with Robertson, Merryman, Barnes (and Board Chair at ESOR member group Solar Oregon), along with Logan Cravens from SERA Architects, called on their colleagues to attend the third annual Earth Share of Oregon business partner luncheon.

Decision makers from 14 local firms filled the room. Earth Share business partners PGE and PCC Structurals sponsored the event. Leaders from each sponsor shared stories of Earth Share’s attractiveness among their employees. Keynote speaker Bob Stacey, Executive Director at 1000 Friends of Oregon, introduced those gathered to Envision Oregon, their citizen listening project for today’s land use planning.

Supported by so many prominent individuals and companies, Earth Share staff members needed to say very little and the work of friends paid off. Three firms chose to begin employee giving campaigns for Earth Share: Yost Grube Hall Architecture, MIG Consulting, and Ankrom Moisan.

These new partners join good company such as SERA Architects, BOORA Architects, Zimmer Gunsul Frasca Architects, Parametrix, CH2M Hill in Corvallis, David Evans & Associates, and OTAK.

REI's outdoor ethic goes beyond just giving to Earth Share



Earth Share
OF OREGON

Three things you should know about the outdoor gear co-op REI: it's rated #27 in Fortune Magazine's list of Best Companies to Work For; it expects all new employees to participate in community service work; and it is a growing and key fundraiser for Earth Share – both through employee gifts and matching grants.

All of these attributes came together in 2006, when REI stores around the state sponsored habitat restoration projects in collaboration with Earth Share members. In Tualatin, REI employees joined Tualatin Riverkeepers (TRK) in their efforts to restore the Fanno Creek Greenway Trail.

The Greenway Trail is a proposed pedestrian/bicycle trail that will connect downtown Portland to cities in Washington County. This is close to home for REI employees, many of whom use the trail to commute by bicycle and enjoy the unexpected chance to spot mink, red-tailed hawks or river otters on their way to work.

TRK and other groups are now restoring the Fanno Creek Greenway Trail's riparian and floodplain habitat for wildlife and for cleaner water. TRK's worksites along the trail include Fanno Creek Park, Bonita Park and Metro-owned Brown Natural Area.

Employees of the Tualatin REI store have planted more than 2,000 native plants at the Brown Natural Area. And they keep coming back – to pull out invasive English ivy and other weeds. "They are a great group," says TRK volunteer crew leader Bob Fuquay, "REI employees come motivated, with loads of energy and they get a lot of work done. I'll work with them any time."

REI also supported this work with a grant of \$10,000, enabling TRK to continue to engage the community and REI employees in stewardship along the Fanno Creek Greenway Trail.

The REI store in Tualatin isn't the only REI in Oregon helping Earth Share member groups – employees at REI's Eugene store partnered with Willamette Riverkeeper last July. The Willamette River Enhancement Initiative brought REI Eugene employees out, along with hundreds of local residents, to clear garbage and debris from a seven-mile urban stretch of the Willamette.



Earth Share of Oregon's staff members:
(l to r) Holli Ballestrem; Trudy Toliver; Ariel Zimmer;
Lucy Vinis and Meghan Humphreys.

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Board of Directors as of end of fiscal year, June 30th, 2006

Deb Furry, *President, At Large (term expires 3.08)*; Cynthia Beckwith, *Vice President, The Nature Conservancy (9.07)*; Rob Guttridge, *Secretary, Recycling Advocates (5.08)*; Beth Bown, *Treasurer, At Large (2.07)*; Diane Zipper, *New Business Development Committee Chair, Renewable Northwest Project (3.08)*; Guerry Dean, *At Large, (6.07)*; Paula Del Giudice, *National Wildlife Federation, (6.08)*; Robin Denburg, *At Large, (6.07)*; Carson Lord, *Oregon Trout, (9.06)*; Karlene McCabe, *Greenbelt Land Trust (9.06)*; Clare Naber, *Oregon Environmental Council, (6.07)*; Gillian Ockner, *David Evans & Associates (9.06)*; Dresden Skees-Gregory, *Portland State University, (6.07)*; Dorothy Sosnowski, *Portland General Electric (6.07)*; Julia Spence, *Neil Kelly, (9.06)*; Betsy Toll, *Friends of the Columbia Gorge, (2.07)*; David Wilkins, *At Large, (2.07)*; Steve Wise, *Opal Creek Ancient Forest Center, (9.07)*.

Annual Report 2006



Earth Share
OF OREGON

Building loyalty, gaining momentum



This year marks the culmination of Earth Share's two-year Strategic Planning process. In that time, our team of board members initiated conversations with donors, chief executives of our business partners, member organizations and workplace fundraising colleagues to gather insights about priorities and trends that might affect the way we fulfill our mission.

The conclusion? Our mission is as critical as ever: *to provide Oregonians with a convenient way to support environmental groups that keep people healthy, protect places for wildlife and reduce global warming.* But changes in the structure of workplaces, in technology, and in donor desires pose challenges that call for us to do three things: remain alert to shifts in the marketplace, be agile and prepared when changes occur, and focus on broadening awareness of the environmental values most Oregonians share.

The heart of this work is building loyalty with our donors and business partners through meaningful relationships.

Raising funds is the way we translate those relationships into changes on the ground. And we expect to grow; by 2010, we intend to raise \$1 million annually.

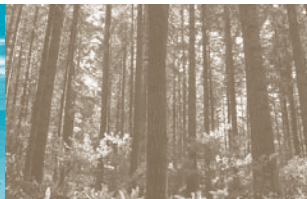
But that's not all. In 2006 we raised new operating funds from outside of our payroll contribution program. This bore fruit through partnerships with Powell's Books, Better World Travel Club and GoodSearch.com. Our cell phone recycling project continues to be a popular funding source.

In September, donors, business partners and member groups gathered for our first "Green Books & Brown Bags" luncheon. We see this event as another way to deepen the relationships with our supporters and to reinforce their efforts to be informed and active in environmental protection.

In sum, we look forward to an energized 2007, strengthened by a well-conceived strategic plan and renewed by the increasing public momentum toward more conscious, sustainable lifestyles.

Planning for a strong future is a collaborative process. Earth Share is indebted to the commitment and hard work of the board members who undertook this challenging process. Thank you to Strategic Planning Committee members:

- Deb Furry, President, and consultant for nonprofits with Tippens & Furry
- Cynthia Beckwith, Vice President representing The Nature Conservancy in Oregon;
- Carson Lord, Owner, Treefrog Nursery and formerly representing Oregon Trout;
- Gillian Ockner, Sustainability Director with David Evans & Associates.



2006 Financial Statement 2006

Earth Share's Accomplishments – By The Numbers

Fiscal Year ending June 2006

68

Environmental nonprofits helped by Earth Share of Oregon

100

Business Partners in Oregon offering Earth Share to their employees

170

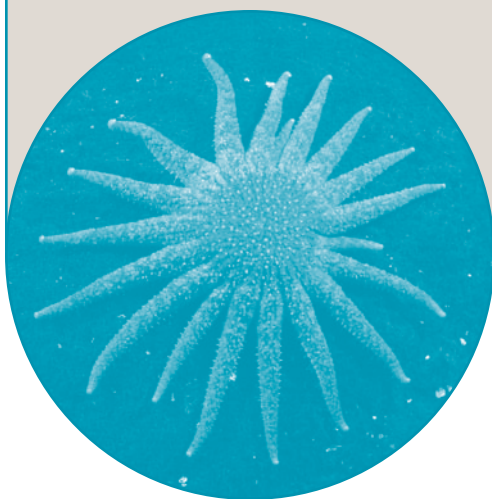
Presentations, tablings and other events attended during campaigns

3,483

Donors' pledges processed

160,000+

Employees reached by Earth Share of Oregon



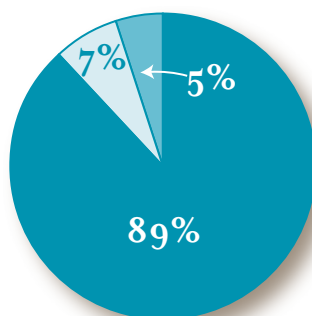
For three years now, we have held operating costs low. This year just 9 percent of revenue is dedicated to operations. Nearly \$526,000 went directly to our 68 member groups in cash. With no increase in support costs, Earth Share of Oregon touched more than 160,000 Oregonians in 100 workplaces.

Matching gifts from our business partners make up nearly 20 percent of our total workplace contributions. Another \$24,000 in corporate donations supports our operations. These gifts leverage our ability to reach out to new business partners, build loyal relationships with donors and keep our fiscal management admirable.

Many individual donors choose to designate their gift to particular member groups. Those dollars go directly to those groups. The majority of Earth Share donors, however, recognize value in giving to the broader environmental community. Since 2000, an average of 64% of donors make an undesignated gift that we share among all of our groups.

Those undesignated gifts allow the largest and the smallest groups to receive the funds they need to keep people healthy, reduce global warming and preserve places for wildlife – and joyful human life.

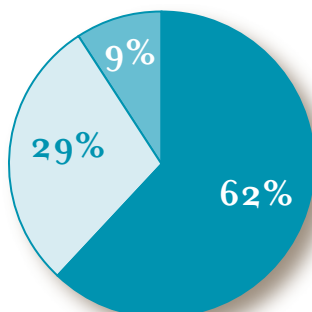
Earth Share of Oregon Revenue 2006



Total Revenue: \$781,352

- Workplace Contributions & Corporate Matches: \$692,581
- Grants & Contributions: \$53,389
- Interest & Other Income: \$35,382

Earth Share of Oregon Expenses 2006



Total Expenses: \$758,331

- Cash to Member Groups: \$467,656
An additional \$58,158 was paid to member groups directly from ESOR's workplace partners.
- Direct Support to Member Groups: \$219,451
- ESOR Operations: \$71,224

Honoring Great Organizations

Our business partners come through with amazing support, year after year. Once again, Earth Share of Oregon honors the most successful workplace giving campaigns, in companies large and small. For 2006 the stars are:

- **CITY OF LAKE OSWEGO** – 25% more City employees gave to Earth Share and giving increased by 53%
- **FIRST ALTERNATIVE CO-OP, CORVALLIS** – this local grocery co-operative boosted giving by 60%, and 50% more employees contributed to Earth Share
- **HOUSING AUTHORITY OF PORTLAND** – more than doubled their giving, while the number of employees supporting Earth Share jumped 71%
- **KAISER PERMANENTE** – employees boosted their generosity by 57%, and Kaiser raised its percentage of corporate matching gifts
- **LANE COUNCIL OF GOVERNMENTS** – increased giving by 56% and spurred 57% more employees to donate
- **MERCER HUMAN RESOURCE CONSULTING** – employees boosted their giving by 205%
- **NEIL KELLY COMPANY** – more than doubled both the amount of donations and the number of employees who chose Earth Share
- **TUALITY HEALTHCARE** – employees' gifts increased by 81%, and 114% more employees gave to Earth Share



Earth Share of Oregon Workplace Partners

ALLSTATE INSURANCE
AMERICAN AIRLINES
AMERICAN EXPRESS
AMERIPRISE FINANCIAL
ANKROM MOISAN ARCHITECTS
ANTHRO CORPORATION
APPLIED MATERIALS
ARROW ELECTRONICS
ASHLAND FOOD CO-OP
ATER WYNNE
AVEDA
BEAVERTON, CITY OF
BEND METRO PARKS & RECREATION DISTRICT
BEND, CITY OF
BEND-LA PINE PUBLIC SCHOOLS
BENTON COUNTY
BEST CARE TREATMENT SERVICES
BOORA ARCHITECTS
BROOKS RESOURCES CORPORATION
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FIRST ALTERNATIVE CO-OP
GALES CREEK INSURANCE SERVICES
GREEN MOUNTAIN ENERGY

HANNA ANDERSSON
HEWLETT PACKARD - CORVALLIS
HEWLETT PACKARD - VANCOUVER
HIGH DESERT MUSEUM
HILLSBORO, CITY OF
HOUSING AUTHORITY OF PORTLAND
KAISER PERMANENTE – NORTHWEST REGION
KETTLE FOODS
LAKE OSWEGO, CITY OF
LANE COUNCIL OF GOVERNMENTS
LANE COUNTY LAW & ADVOCACY CENTER
LEUPOLD & STEVENS
LEWIS & CLARK COLLEGE
MCKENZIE RIVER BROADCASTING
MERCER HUMAN RESOURCE CONSULTING
METRO
MIG, INC.
MILWAUKIE, CITY OF
MOLECULAR PROBES / INVITROGEN
MORRISON CHILD & FAMILY SERVICES
MULTNOMAH COUNTY
MULTNOMAH EDUCATION SERVICE DISTRICT
THE NATURE CONSERVANCY
NEIL KELLY COMPANY
NIKE
NORM THOMPSON
NW NATURAL
ODS COMPANIES
OREGON HEALTH & SCIENCE UNIVERSITY
OREGON RESEARCH INSTITUTE
OTAK, INCORPORATED
PACIFICORP
PACIFIC POWER

PACIFIC UNIVERSITY
PARAMETRIX
PBS ENGINEERING AND ENVIRONMENTAL
PCC STRUCTURALS, INC.
PERKINS COIE
PLEXIS HEALTHCARE SYSTEMS
PORT OF PORTLAND
PORTLAND GENERAL ELECTRIC
PORTLAND PUBLIC SCHOOLS
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PSC, INC.
REED COLLEGE
REI
SCHWABE, WILLIAMSON & WYATT
SEARS
SERA ARCHITECTS, INC.
SHOREBANK PACIFIC
SKY RESEARCH
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STOEL RIVES LLP
TOKYO ELECTRON
TONKON TORP LLP
TRIMET
TRUST FOR PUBLIC LAND
TUALITY HEALTHCARE
UNITED HEALTH GROUP
URS CORPORATION
VANCOUVER, CITY OF
WASHINGTON COUNTY
WELLS FARGO
YOST GRUBE HALL
ZIMMER GUNSUL FRASCA ARCHITECTS LLP

Earth Share of Oregon Member Groups

<p>1000 FRIENDS OF OREGON AFRICAN WILDLIFE FOUNDATION AMERICAN FARMLAND TRUST AMERICAN FORESTS AMERICAN RIVERS AUDUBON SOCIETY OF PORTLAND BEYOND PESTICIDES/NCAMP BICYCLE TRANSPORTATION ALLIANCE BRING RECYCLING CENTER FOR HEALTH, ENVIRONMENT AND JUSTICE CENTRAL OREGON ENVIRONMENTAL CENTER CLEAN WATER FUND THE CONSERVATION FUND CONSERVATION INTERNATIONAL CORVALLIS ENVIRONMENTAL CENTER DEFENDERS OF WILDLIFE EARTH DAY NETWORK ENVIRONMENTAL AND ENERGY STUDY INSTITUTE ENVIRONMENTAL DEFENSE ENVIRONMENTAL LAW INSTITUTE FOREST SERVICE EMPLOYEES FOR ENVIRONMENTAL ETHICS</p>	<p>FRIENDS OF THE COLUMBIA GORGE FRIENDS OF THE EARTH FRIENDS OF TREES GREENBELT LAND TRUST, INC. HELLS CANYON PRESERVATION COUNCIL INFORM, INC. IZAACK WALTON LEAGUE OF AMERICA LAND TRUST ALLIANCE NATIONAL PARKS CONSERVATION ASSOCIATION NATIONAL WILDLIFE FEDERATION NATIVE PLANT SOCIETY OF OREGON NATURAL RESOURCES DEFENSE COUNCIL THE NATURE CONSERVANCY IN OREGON NORTHWEST COALITION FOR ALTERNATIVES TO PESTICIDES NORTHWEST EARTH INSTITUTE THE OCEAN CONSERVANCY OPAL CREEK ANCIENT FOREST CENTER OREGON ENVIRONMENTAL COUNCIL OREGON NATURAL DESERT ASSOCIATION OREGON TROUT OREGON WILD (FORMERLY ONRC) OSPIRG FOUNDATION PACIFIC RIVERS COUNCIL</p>	<p>THE PEREGRINE FUND PESTICIDE ACTION NETWORK RAILS-TO-TRAILS CONSERVANCY RAINFOREST ALLIANCE RECYCLING ADVOCATES RENEWABLE NORTHWEST PROJECT RESOURCE RIVER NETWORK ROCKY MOUNTAIN INSTITUTE SCENIC AMERICA THE SIERRA CLUB FOUNDATION SISKIYOU REGIONAL EDUCATION PROJECT SOLAR OREGON (FORMERLY SEAO) STUDENT CONSERVATION ASSOCIATION SURFRIDER FOUNDATION TRUST FOR PUBLIC LAND TUALATIN RIVERKEEPERS UNION OF CONCERNED SCIENTISTS WATERWATCH THE WETLANDS CONSERVANCY THE WILDERNESS SOCIETY WILDLIFE CONSERVATION SOCIETY WILLAMETTE RIVERKEEPER WORLD WILDLIFE FUND</p>
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Earth Share of Oregon Leadership Donors

<p>\$10,000+</p> <p><i>HEWLETT PACKARD</i> <i>KAISER PERMANENTE</i> <i>NW NATURAL</i> <i>PACIFICORP</i></p>	<p><i>NIKE INC.</i> GARY OXMAN PAUL RAETHER <i>REI</i> DAVID SCHMIDT BETH SHELBY ELAINE SMITH LOUISE SOLLIDAY SCOTT SPETTEL MICAH STOLOWITZ KAREN STRAL JAMES TUCHSCHMIDT THERESA VALENTINE SCOTT WEAVER & CURVIN C. CARBAUGH DAVID WEBER RICK AND KAREN WILSON LES YOUNGBAR ROBERT ZIMMERMAN</p>	<p>ELAINE BIGGS CHERRY BISGUERA STEVEN BLACKMORE SUSAN BLAKE KIRSTEN BOYUM KRISTIN BURNEY BRANDON BYARS GLORIA CANDANOZA JAMES CARLSON EDWIN CASE & JANET LEWIS HAROLD CLIFFORD CORSON COLLET STEPHEN COOK TERRENCE DAVIS DAVID DE LA ROCHA JANICE DEARDORFF DAN DOVER PAUL DROUKAS JOSEPH EBERHARDT JOHN ECHLIN PAMELA FARNSWORTH DANIEL FIELD ERIC FORD ANNE FORRESTEL ALAN AND LOIS FRASER DANIEL FRENCH CHRISTINE GARRICK JEANNE GARST LINDA GINENTHAL ELEANOR GODFREY</p>	<p>JOHN GOLDEN ROBERT GOOTEE ROBERT GUTTRIDGE DENNIS HARPER DEBORAH HARRIS SUSAN HASBROOK CURTIS HEIKKINEN MICHAEL HEMELSTRAND ERIC HIAASEN ANN HJEMBOE ROBERT HOUGEN DONALD AND LYNNETTE HOUGHTON RHONDA HURT LESLIE JOHNSON GEOFFREY KAISER GREGG KANTOR WILLIAM KAYE TODD KELLEY ANDREA KELLY JENNIFER KELLY LEE KILBOURN WILLIAM KIRCHNER ROBERT KRUM THOMAS KUHN REUEL KURZET RHONE LEE SCOTT LINN MARY LOCKHART LEZLEE LORD HARVEGO ROBERT LORENZEN &</p>	<p>PRISCILLA ELDER DAVID MANN MARK MANULIK ROBERT MCANALLY KAREN MCCUNE DARLENE MCKINNEY RONALD MERTENS LARRY MESTON ALEX MILLER ANTHONY MOISO KENNETH MORRIS CHARLES MUEHLECK MARK OLSON STEVEN OULMAN <i>PBS ENGINEERING & ENVIRONMENTAL</i> KATHLEEN PETERSEN THOMAS PLANT NICK POTTS STEVEN PRICE THOMAS RATLIFF RON RHODES MARTHA ROBECK HEINZ RUDOLF LYNNE SAMPSON JON SANDERS ROSELLE SATTERTHWAIT MICHAEL AND LOIS SCALES GAY SCOTT-DALE PETER SERGIENKO MARY SINCLAIR</p>	<p>JOAN SNYDER & PHIL VANDER WEEK JUDITH SOMES LIEUANN STARR RONALD STEWART DIANA STOTZ LINDA STRAHM BRENDA STROMBO THOMAS TERAMURA CAROL TRACY LORI TULLY BETH UGORETZ MARGARET VAN VALKENBURG MARGARET VAN VLIET WILLIAM VOLLMER & JEAN MOORE-VOLLMER DANIEL WACHENHEIM KATHLEEN WALL JON WILLIAMS JAMES WILSON SCOTT WILSON GREG ZARELLI</p>
<p>\$5,000–\$9,999</p> <p><i>NORM THOMPSON OUTFITTERS</i> <i>PSC, INC.</i> <i>ZIMMER GUNSL FRASCA PARTNERSHIP</i></p>	<p>\$500–\$999</p> <p><i>AMERICAN EXPRESS/AMERIPRISE</i> DAVID ANDERSON GARY ANSON JOHN BAKER LEE BARRETT KIMBERLEY BEAUDET KENNETH BEESON TERRY BEQUETTE & MARY TEGEL KENNETH BIERLY</p>				<p>\$1–\$499</p> <p>2756 DONORS Italicized items indicate Business Partners' corporate gifts or match of employee gifts.</p>
<p>\$2,500–\$4,999</p> <p>APRIL LAWRENTZ <i>ODS COMPANIES</i> <i>PORTLAND GENERAL ELECTRIC</i> <i>PPM ENERGY</i></p>					
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