

# 2012 Annual Incentive Plan

## Introduction and Objectives

PacifiCorp's Annual Incentive Plan provides performance awards based on the following: achieving the goals of PacifiCorp, Pacific Power, Rocky Mountain Power and PacifiCorp Energy; achieving individual goals; overall individual performance; company management of risk and safety; and success in addressing new issues and opportunities that may arise during the course of the year. Awards will be made based upon measurable achievement of results. Achievement will be measured by senior management. This approach supports the philosophy of incentive compensation as pay at risk that is earned based on the company, business unit and individual performance.

## Plan Details

### Eligibility

- ❑ All regular, full and part-time nonrepresented employees of PacifiCorp are eligible to participate in the Annual Incentive Plan (AIP).
- ❑ A participant must be employed in an incentive-eligible position prior to Sept. 1, 2012 to be eligible to receive an award. Any employee hired on or after Sept. 1, 2012 is not eligible.
- ❑ Employees who are employed for less than the plan term due to retirement (as defined by the company) or disability will be considered eligible and may receive a prorated award at the discretion of management, reflective of achievement of goals, company and individual performance, and other factors.
- ❑
  - Employees who are on a qualified leave during the plan term will be eligible for participation in the plan.
- ❑ Employees who are employed for less than the plan term due to a termination for cause, voluntary resignation, are affiliated with the Hiring Hall, are contractors or are bargaining unit employees are ineligible for participation.

#### **Please note:**

- *Award recipients who are "inactive" but eligible (retirees/disability) can expect to receive their awards approximately two weeks after active employees.*
- *Bargaining unit employees who transfer into incentive-eligible positions must have been employed in their incentive-eligible positions prior to Sept. 1, 2012 in order to be eligible for participation.*
- *Those transferring from bargaining unit to incentive-eligible positions will have their awards calculated based on eligible earnings while in incentive-eligible positions only. (Eligible earnings accumulated while occupying bargaining unit jobs will NOT be considered as eligible earnings for the purposes of incentive payment.)*

### Plan Term

The plan term is Jan. 1, 2012 through Dec. 31, 2012.

### Plan Components

Incentive awards are structured to achieve a target incentive payout. Target award percentages are based on job classification derived from competitive market data.

All participants will have an award opportunity based upon company, business unit and individual performance as measured and assessed by senior management.

Company and business unit performance will be evaluated based on meeting objectives established in operating and business plans and the organization's success in responding to unexpected events.

Any adjustments for individual performance will be reviewed by each president (business unit leader) and a final decision made in collaboration with senior management prior to final award determination.

### **Eligible Earnings**

For full plan year participants, awards under the plan will be based on the greater of eligible earnings or annualized salary, as described below. For partial year participation and part-time employees, awards will be based on eligible earnings only.

- Regular pay
- Overtime pay
- 401(k) pre-tax employee deferrals
- Pre-tax insurance plan contributions and reimbursement account contributions

#### **Please note:**

- Bonuses of any kind are not considered part of eligible earnings for the purposes of AIP calculation.

### **Payment of Awards**

Payment is targeted for Dec. 17, 2012, pending approvals.

### **Term, Amendment and Termination of the Plan**

This plan is discretionary and can be terminated or modified by PacifiCorp with or without cause or notice.

This plan, and any award hereunder, is not a contract of employment and nothing in this document is intended to guarantee a fixed term of employment, a specific level of income, an award or any other terms or conditions of employment.