Customer Energy Solutions - Financial Performance - June

Customer Energy Solutions	June				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	**$4,216**	**$16,619**	**($12,403)**	**-26%**	**$23,983**	**$34,540**	**($10,557)**	**-22%**	**$48,039**
CES VP	**$37**	**$30**	**$6**	**2%**	**$263**	**$173**	**$90**	**23%**	**$400**
Customer Programs	**$2,676**	**$13,012**	**($10,336)**	**-36%**	**$14,035**	**$24,098**	**($10,063)**	**-35%**	**$28,476**
CES Pricing Products	$1,896	$12,434	($10,538)	-54%	$9,120	$19,746	($10,626)	-55%	$19,430
Demand Response	$33	($65)	$98	9%	$950	$806	$144	13%	$1,136
Distributed Generation	$267	$306	($39)	-1%	$1,555	$1,518	$37	1%	$3,142
Electric Vehicles	$240	$123	$117	6%	$971	$804	$167	8%	$2,113
Service Analysis	$241	$214	$27	1%	$1,439	$1,224	$215	8%	$2,655
Strategy Research & Analytics	**$154**	**$251**	**($97)**	**-8%**	**$498**	**$528**	**($30)**	**-3%**	**$1,148**
Data Analytics & Governance	$25	$10	$15	5%	$150	$120	$30	10%	$300
EE Strategy	$129	$241	($112)	-13%	$348	$408	($60)	-7%	$848
New Revenue Development	**$1,349**	**$3,326**	**($1,977)**	**-11%**	**$9,187**	**$9,741**	**($554)**	**-3%**	**$18,016**
CAPITAL	**$242**	**$152**	**$90**	**3%**	**$2,034**	**$1,766**	**$268**	**8%**	**$3,534**
CES VP	**$25**	**$2**	**$23**	**23%**	**$50**	**$9**	**$41**	**41%**	**$100**
Customer Programs	**$217**	**$150**	**$67**	**2%**	**$1,984**	**$1,757**	**$227**	**7%**	**$3,434**
CES Pricing Products	$0	$10	($10)	-1%	$700	$724	($24)	-3%	$700
Distributed Generation	$67	$140	($73)	-4%	$1,034	$1,033	$1	0%	$1,734
Electric Vehicles	$150		$150	15%	$250		$250	25%	$1,000
NON EARNINGS EXPENSE	**$69,802**	**$61,874**	**$7,929**	**1%**	**$369,650**	**$339,000**	**$30,650**	**4%**	**$784,384**
CES VP	**($671)**		**($671)**	**8%**	**($4,024)**	**$5**	**($4,029)**	**50%**	**($8,048)**
Office of the VP	**$157**	**$140**	**$17**	**1%**	**$820**	**$669**	**$150**	**9%**	**$1,715**
Customer Programs	**$30,658**	**$28,468**	**$2,191**	**1%**	**$160,065**	**$141,548**	**$18,517**	**6%**	**$323,955**
CES Pricing Products	$13,467	$12,384	$1,083	1%	$71,668	$70,763	$905	1%	$152,429
Demand Response	$4,734	$3,767	$967	2%	$20,642	$17,894	$2,749	6%	$44,895
Distributed Generation	$12,225	$12,288	($63)	0%	$66,886	$52,679	$14,207	11%	$125,570
Electric Vehicles	$232	$29	$204	19%	$868	$212	$656	62%	$1,061
Energy Efficiency Programs	**$37,108**	**$30,599**	**$6,509**	**1%**	**$197,809**	**$181,606**	**$16,203**	**4%**	**$437,004**
Energy Efficiency Operations	$6,367	($2,210)	$8,576	11%	$38,431	$25,541	$12,890	17%	$75,247
Energy Efficiency Products	$4,190	$898	$3,292	6%	$28,044	$25,320	$2,724	5%	$57,927
Energy Efficiency Programs	$28,303	$31,910	($3,607)	-1%	$141,848	$130,745	$11,102	3%	$324,857
Energy Efficiency Programs Sr. Director	($1,752)		($1,752)	8%	($10,513)		($10,513)	50%	($21,026)
Strategy Research & Analytics	**$2,550**	**$2,665**	**($115)**	**0%**	**$14,980**	**$15,011**	**($30)**	**0%**	**$29,757**
EM&V	$1,326	$1,661	($336)	-2%	$7,881	$8,545	($664)	-4%	$16,251
Data Analytics & Governance	$308	$501	($193)	-5%	$1,975	$1,913	$61	2%	$3,904
EE Strategy	$279	$139	$140	5%	$1,258	$933	$324	11%	$3,065
Policy Planning	$94	$94	($0)	0%	$532	$492	$40	4%	$1,065
CP Measurement and Verification	$543	$270	$274	5%	$3,335	$3,127	$208	4%	$5,472
CES PCCs to Block		**$3**	**($3)**			**$161**	**($161)**		
OTHER BALANCE SHEET[1]	**$1,315**	**$2,204**	**($890)**	**-6%**	**$8,945**	**$10,041**	**($1,096)**	**-7%**	**$14,800**
Customer Programs		**($101)**	**$101**			**($201)**	**$201**		
Demand Response		($101)	$101			($201)	$201		
Energy Efficiency Programs	**$1,315**	**($246)**	**$1,560**	**11%**	**$8,945**	**$5,819**	**$3,127**	**21%**	**$14,800**
Energy Efficiency Operations		($38)	$38			($197)	$197		
Energy Efficiency Products		($419)	$419			$1,582	($1,582)		
Energy Efficiency Programs	$1,315	$211	$1,103	7%	$8,945	$4,433	$4,512	30%	$14,800
New Revenue Development		**$2,551**	**($2,551)**			**$4,424**	**($4,424)**		
BALANCING ACCOUNT CAPITAL	**$310**	**$89**	**$221**	**6%**	**$2,042**	**$1,599**	**$442**	**12%**	**$3,749**
Customer Programs	**$310**	**$89**	**$221**	**6%**	**$2,042**	**$1,599**	**$442**	**12%**	**$3,749**
Demand Response	$310	$89	$221	6%	$2,042	$1,599	$442	12%	$3,749
Grand Total	**$75,885**	**$80,938**	**($5,053)**	**-1%**	**$406,655**	**$386,947**	**$19,708**	**2%**	**$854,506**

[1] Other balance sheet includes items such as prepaid assets, 2015 OBF Loan Pool activity, and prepaid wireless subscriptions

Non Earnings - Budget Variance - June

Funding Cycle View	June				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	**$69,802**	**$61,874**	**$7,929**	**1%**	**$369,650**	**$339,000**	**$30,650**	**4%**	**$784,384**
2009BRIDGE		$28	($28)			$16	($16)		
ACEBA2007-11			$0			$0	($0)		
CAREBA	$1,540	$920	$620	5%	$7,315	$5,702	$1,614	12%	$13,625
CDABA	$108	$189	($81)	-5%	$824	$1,130	($306)	-21%	$1,474
CEE2006-08			$0			($5)	$5		
CEE2010-2012	$29	$1,656	($1,627)		$177	$7,159	($6,982)		$253
CEE2013-2015	$36,900	$39,379	($2,479)	-1%	$195,840	$183,998	$11,842	3%	$434,534
CSI2007-2016	$8,933	$8,322	$611	1%	$47,835	$36,369	$11,466	13%	$87,954
CSITG2010-17	$699	$870	($172)	-2%	$3,562	$3,468	$95	1%	$7,747
DPMA	$719	$638	$82	1%	$3,623	$2,781	$842	12%	$7,223
DREBA2006-08	$0		$0	71%	$0		$0	105%	$0
DREBA2009-11			$0			$1	($1)		
DREBA2012-14	$607	$407	$201	3%	$4,149	$4,575	($425)	-6%	$7,455
DREBA2015-16	$4,832	$3,324	$1,508	4%	$20,232	$12,827	$7,405	17%	$42,865
ESAP2015	$11,982	$10,795	$1,187	1%	$65,577	$67,012	($1,434)	-1%	$140,554
FERABA		$2	($2)			$15	($15)		
GHGEMA	$29	$73	($44)	-5%	$446	$410	$36	4%	$874
GHGNGBA	$184		$184	11%	$426	$15	$411	25%	$1,620
LIEE2010-11		($3,522)	$3,522			($3,522)	$3,522		
LIEE2012		($1,716)	$1,716			($1,716)	$1,716		
LIEE2013		($1,938)	$1,938			($1,938)	$1,938		
LIEE2014	($0)	($1,973)	$1,973		($0)	($2,504)	$2,504		($0)
Not assigned[1]		$611	($611)			$2,914	($2,914)		
SGIP	$2,379	$3,067	($688)	-2%	$14,471	$14,774	($302)	-1%	$27,863
SWMEO13-14	$863	$743	$119	1%	$5,171	$5,521	($351)	-3%	$10,342
Grand Total	**$69,802**	**$61,874**	**$7,929**	**1%**	**$369,650**	**$339,000**	**$30,650**	**4%**	**$784,384**

[1] Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	June				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	**$12,646**	**$996**	**$11,650**	**9%**	**$69,097**	**$49,601**	**$19,496**	**15%**	**$133,577**
CES Pricing Products	**$1,937**	**$1,316**	**$621**	**3%**	**$9,336**	**$6,892**	**$2,444**	**13%**	**$19,046**
CES Pricing Products		$116	($116)			$304	($304)		
Customer Insight	$87	$153	($66)	-5%	$703	$520	$183	13%	$1,440
IT-BusTech-Cust Care PCC	$233	$54	$178	8%	$961	$229	$732	32%	$2,297
Dir-Solutions Marketing and Adverstising	$1,165	$634	$531	5%	$4,861	$3,535	$1,326	14%	$9,694
Customer Impact - Rate Outreach	$113	$99	$14	1%	$665	$590	$75	6%	$1,340
Business Impact Operations	$80	$72	$7	1%	$466	$416	$51	5%	$940
Contact Centers	$148	$62	$86	4%	$966	$525	$440	23%	$1,917
ES&S Bay Area Region	$46	$44	$1	0%	$275	$198	$77	14%	$550
ES&S Central Coast Region North		$1	($1)			$33	($33)		
ES&S Northern Region	($0)		($0)		($1)	$11	($12)		($0)
ES&S Central Valley Region		$1	($1)			$16	($16)		
Contact Centers Support	$67	$80	($13)	-2%	$440	$515	($75)	-9%	$866
Demand Response	**$1,105**	**$1,084**	**$21**	**0%**	**$5,302**	**$3,997**	**$1,305**	**14%**	**$9,127**
Customer Insight	$34	$26	$8	2%	$180	$95	$84	16%	$531
IT/EDS		($46)	$46			$32	($32)		
IT-BusTech-Cust Care PCC	$508	$369	$138	3%	$2,598	$1,714	$884	22%	$4,056
Dir-Solutions Marketing and Adverstising	$458	$633	($175)	-5%	$1,907	$1,315	$592	18%	$3,302
Customer Billing	$12	$9	$3	2%	$72	$58	$14	9%	$146
Energy Data Services	$26	$55	($29)	-10%	$149	$518	($369)	-123%	$300
Not assigned			$0			$17	($17)		
Business Impact Operations	$5	$4	$1	2%	$29	$10	$18	32%	$58
ES&S Bay Area Region	$62	$33	$28	4%	$367	$237	$130	18%	$735
ES&S Northern Region	($0)		($0)		$0		$0		$0
ES&S Central Coast Region South	$0		$0		$0		$0		($0)
Distributed Generation	**$301**	**$331**	**($30)**	**-1%**	**$1,006**	**$1,136**	**($130)**	**-6%**	**$2,331**
Customer Insight	$21	$23	($1)	-1%	$116	$57	$58	22%	$264
Dir-Solutions Marketing and Adverstising	$277	$307	($30)	-1%	$880	$1,074	($194)	-10%	$2,043
Contact Centers Support	$2	$1	$1	5%	$11	$5	$6	24%	$24
Energy Efficiency Operations	**$2,340**	**($5,550)**	**$7,890**	**29%**	**$14,044**	**$4,631**	**$9,413**	**34%**	**$27,389**
Applied Tech Svcs	$165	$105	$59	3%	$1,192	$753	$439	21%	$2,138
Central Inspections	$607	($7,811)	$8,418	122%	$3,450	($5,101)	$8,551	123%	$6,927
IT-BusTech-Cust Care PCC	$1,212	$1,791	($578)	-4%	$7,205	$6,815	$390	3%	$14,009
Business Finance Cust Energy Solutions	$129	$133	($4)	0%	$874	$807	$67	4%	$1,775
Corp Services Sourcing PCC	$183	$182	$2	0%	$1,061	$1,078	($17)	-1%	$2,125
Law Department	$43	$50	($7)	-2%	$261	$278	($17)	-4%	$414
Energy Efficiency Products	**$259**	**($1,563)**	**$1,822**	**66%**	**$1,292**	**$1,326**	**($34)**	**-1%**	**$2,762**
IT-BusTech-Cust Care PCC	$249	($1,605)	$1,853	70%	$1,232	$1,007	$225	9%	$2,642
Contact Centers	$10	$14	($4)	-3%	$60	$77	($17)	-15%	$120
Digital Comm Strategy Sr Dir		$28	($28)			$242	($242)		
Energy Efficiency Programs	**$6,665**	**$5,325**	**$1,340**	**2%**	**$37,696**	**$31,341**	**$6,354**	**9%**	**$72,267**
Customer Insight	$143	$254	($111)	-5%	$1,262	$1,051	$211	10%	$2,188
Bay Ren/MEA	$1,084	$397	$687	5%	$7,233	$4,969	$2,263	15%	$14,607
IT-BusTech-Cust Care PCC	$425	$92	$333	13%	$866	$510	$356	14%	$2,591
Dir-Solutions Marketing and Adverstising	$2,634	$2,438	$195	1%	$14,137	$12,798	$1,339	6%	$24,340
Solutions Marketing	$375	$130	$245	5%	$2,250	$385	$1,865	41%	$4,500
Customer Impact Director			$0			($7)	$7		
Business Impact Operations	$113	$73	$41	3%	$665	$433	$232	17%	$1,340
ES&S Bay Area Region	$1,852	$1,891	($39)	0%	$11,035	$10,844	$191	1%	$22,163
ES&S Northern Region			$0			$0	($0)		
Contact Centers Support	$39	$49	($10)	-2%	$248	$287	($39)	-7%	$538
ES&S Central Coast Region South			$0			$3	($3)		
Customer Impact Operations			$0			$68	($68)		
Data Analytics & Governance	**$40**	**$53**	**($13)**	**-2%**	**$422**	**$277**	**$145**	**22%**	**$656**
IT-BusTech-Cust Care PCC	$40	$53	($13)	-2%	$422	$277	$145	22%	$656
Risk, Compliance & Improvement			**$0**			**($0)**	**$0**		
IT-BusTech-Cust Care PCC			$0			($0)	$0		
CLOSED-Policy Implementation & Reporting			**$0**			**$0**	**($0)**		
Customer Impact Director			$0			$0	($0)		
Grand Total	**$12,646**	**$996**	**$11,650**	**9%**	**$69,097**	**$49,601**	**$19,496**	**15%**	**$133,577**

New Revenue Development - June

Business Area View	June			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
Fiber Services	**$252**	**$452**	**$201**	**$1,511**	**$2,222**	**$711**	**$3,022**
EXPENSE	($164)	($189)	($25)	($983)	($1,042)	($59)	($1,967)
REIMBURSEMENTS	$58	$227	$168	$350	$1,003	$653	$700
REVENUE	$357	$415	$57	$2,144	$2,261	$117	$4,289
New Products	**$332**	**$733**	**$401**	**$3,176**	**$2,225**	**($951)**	**$5,964**
EXPENSE	($1,730)	($3,418)	($1,688)	($12,935)	($15,693)	($2,758)	($20,696)
REIMBURSEMENTS	$909	$478	($431)	$6,914	$7,274	$360	$9,011
REVENUE	$1,153	$3,673	$2,520	$9,198	$10,644	$1,446	$17,649
Wireless	**$2,191**	**$2,687**	**$496**	**$12,946**	**$15,532**	**$2,586**	**$26,232**
EXPENSE	($902)	($1,034)	($132)	($5,409)	($5,562)	($153)	($10,819)
REIMBURSEMENTS	$563	$677	$114	$3,377	$4,641	$1,264	$6,754
REVENUE	$2,529	$3,044	$515	$14,978	$16,453	$1,475	$30,296
NET REVENUE	**$2,774**	**$3,872**	**$1,098**	**$17,633**	**$19,979**	**$2,346**	**$35,218**

Cost Element View	June			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
EXPENSE	**($2,796)**	**($4,641)**	**($1,845)**	**($19,328)**	**($22,297)**	**($2,969)**	**($33,481)**
Fiber Services	($164)	($189)	($25)	($983)	($1,042)	($59)	($1,967)
New Products	($1,730)	($3,418)	($1,688)	($12,935)	($15,693)	($2,758)	($20,696)
Wireless	($902)	($1,034)	($132)	($5,409)	($5,562)	($153)	($10,819)
REIMBURSEMENTS	**$1,530**	**$1,381**	**($149)**	**$10,641**	**$12,919**	**$2,278**	**$16,465**
Fiber Services	$58	$227	$168	$350	$1,003	$653	$700
New Products	$909	$478	($431)	$6,914	$7,274	$360	$9,011
Wireless	$563	$677	$114	$3,377	$4,641	$1,264	$6,754
REVENUE	**$4,040**	**$7,132**	**$3,092**	**$26,320**	**$29,357**	**$3,037**	**$52,234**
Fiber Services	$357	$415	$57	$2,144	$2,261	$117	$4,289
New Products	$1,153	$3,673	$2,520	$9,198	$10,644	$1,446	$17,649
Wireless	$2,529	$3,044	$515	$14,978	$16,453	$1,475	$30,296
NET REVENUE	**$2,774**	**$3,872**	**$1,098**	**$17,633**	**$19,979**	**$2,346**	**$35,218**

Net Revenues

* Revenues positive, expenses negative

** Net amounts reflective of Cost Element assignments