



Customer Energy Solutions - Financial Performance - February

Customer Energy Solutions	February				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$2,028	\$1,720	\$309	1%	\$3,829	\$3,140	\$689	2%	\$31,024
CES VP	\$47	\$18	\$29	7%	\$85	\$41	\$43	11%	\$400
CES Business Operations	\$25	\$15	\$10	3%	\$50	\$40	\$10	3%	\$300
Customer Programs	\$1,869	\$1,599	\$270	1%	\$3,519	\$2,913	\$606	2%	\$28,476
CES Pricing Products	\$1,164	\$821	\$343	2%	\$2,076	\$1,473	\$603	3%	\$19,930
Demand Response	\$128	\$240	(\$112)	-18%	\$328	\$409	(\$81)	-13%	\$636
Distributed Generation	\$252	\$268	(\$17)	-1%	\$503	\$425	\$78	2%	\$3,142
Electric Vehicles	\$91	\$132	(\$40)	-2%	\$177	\$236	(\$59)	-3%	\$2,113
Service Analysis	\$233	\$138	\$96	4%	\$434	\$370	\$64	2%	\$2,655
Energy Efficiency Strategy	\$4	\$29	(\$25)	-3%	\$8	\$31	(\$23)	-3%	\$848
EE Strategy	\$4	\$29	(\$25)	-3%	\$8	\$31	(\$23)	-3%	\$848
New Revenue Development	\$83	\$59	\$24	2%	\$167	\$115	\$52	5%	\$1,000
New Revenue Development - A	\$83	\$59	\$24	2%	\$167	\$115	\$52	5%	\$1,000
CAPITAL	\$392	\$479	(\$86)	-2%	\$771	\$868	(\$97)	-3%	\$3,534
CES VP		\$5	(\$5)	-5%		\$5	(\$5)	-5%	\$100
Customer Programs	\$392	\$474	(\$81)	-2%	\$771	\$863	(\$92)	-3%	\$3,434
CES Pricing Products	\$100	\$200	(\$100)	-14%	\$150	\$370	(\$220)	-31%	\$700
Demand Response	\$0	(\$3)	\$3		(\$0)	(\$2)	\$2		\$0
Distributed Generation	\$292	\$277	\$15	1%	\$621	\$495	\$126	7%	\$1,734
Electric Vehicles			\$0	0%			\$0	0%	\$1,000
NON EARNINGS EXPENSE	\$57,601	\$34,745	\$22,856	3%	\$107,544	\$91,022	\$16,522	2%	\$784,143
CES VP	(\$671)	\$2	(\$673)	8%	(\$1,341)	\$2	(\$1,343)	17%	(\$8,048)
CES Business Operations	\$368	\$356	\$12	0%	\$768	\$640	\$128	2%	\$5,617
Customer Programs	\$25,333	\$8,835	\$16,498	5%	\$46,279	\$31,811	\$14,469	4%	\$323,955
CES Pricing Products	\$11,696	\$9,757	\$1,940	1%	\$19,510	\$18,458	\$1,052	1%	\$152,429
Demand Response	\$3,497	\$2,386	\$1,111	2%	\$6,155	\$4,322	\$1,833	4%	\$45,756
Distributed Generation	\$10,123	(\$3,317)	\$13,439	11%	\$20,581	\$9,019	\$11,562	9%	\$125,570
Electric Vehicles	\$17	\$9	\$7	4%	\$33	\$12	\$21	10%	\$200
Energy Efficiency Programs	\$30,399	\$23,138	\$7,260	2%	\$57,614	\$53,704	\$3,910	1%	\$436,895
Energy Efficiency Operations	\$6,921	\$5,969	\$952	1%	\$13,408	\$11,582	\$1,826	2%	\$75,137
Energy Efficiency Products	\$3,474	\$3,349	\$125	0%	\$9,023	\$8,336	\$687	1%	\$57,927
Energy Efficiency Programs	\$21,756	\$13,820	\$7,935	2%	\$38,688	\$33,787	\$4,901	2%	\$324,857
Energy Efficiency Programs Sr. Director	(\$1,752)		(\$1,752)	8%	(\$3,504)		(\$3,504)	17%	(\$21,026)
Energy Efficiency Strategy	\$2,172	\$2,411	(\$239)	-1%	\$4,224	\$4,766	(\$541)	-2%	\$25,724
EM&V	\$1,894	\$2,171	(\$277)	-1%	\$3,699	\$4,291	(\$592)	-3%	\$21,723
EE Strategy	\$278	\$240	\$38	1%	\$525	\$474	\$51	1%	\$4,001
CES PCCs to Block		\$3	(\$3)			\$100	(\$100)		
OTHER BALANCE SHEET₁	\$1,878	\$1,876	\$2	0%	\$2,350	\$9,464	(\$7,114)	-48%	\$14,800
Customer Programs		(\$201)	\$201			\$213	(\$213)		
Demand Response		(\$201)	\$201			\$213	(\$213)		
Energy Efficiency Programs	\$1,878	\$1,719	\$160	1%	\$2,350	\$6,608	(\$4,258)	-29%	\$14,800
Energy Efficiency Operations		(\$229)	\$229			(\$39)	\$39		
Energy Efficiency Products		(\$430)	\$430			\$3,267	(\$3,267)		
Energy Efficiency Programs	\$1,878	\$2,377	(\$499)	-3%	\$2,350	\$3,380	(\$1,029)	-7%	\$14,800
New Revenue Development		\$359	(\$359)			\$2,643	(\$2,643)		
New Revenue Development - A		\$359	(\$359)			\$2,643	(\$2,643)		
BALANCING ACCOUNT CAPITAL	\$605	\$427	\$178	5%	\$951	\$1,028	(\$77)	-2%	\$3,749
Customer Programs	\$605	\$427	\$178	5%	\$951	\$1,028	(\$77)	-2%	\$3,749
Demand Response	\$605	\$427	\$178	5%	\$951	\$1,028	(\$77)	-2%	\$3,749
Grand Total₂	\$62,505	\$39,246	\$23,259	3%	\$115,446	\$105,522	\$9,924	1%	\$837,249

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

₂ Excludes NRD

Special Reporting Items	February				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
New Revenue Development	\$1,588	\$536	\$1,052	6%	\$3,074	\$1,807	\$1,267	7%	\$17,016
EXPENSE	\$1,588	\$536	\$1,052	6%	\$3,074	\$1,807	\$1,267	7%	\$17,016
Grand Total	\$1,588	\$536	\$1,052	6%	\$3,074	\$1,807	\$1,267	7%	\$17,016



Non Earnings - Budget Variance - February

Funding Cycle View	February				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
NON EARNINGS EXPENSE	\$57,601	\$34,745	\$22,856	3%	\$107,544	\$91,022	\$16,522	2%	\$784,143
2009BRIDGE		\$21	(\$21)			\$21	(\$21)		
CAREBA	\$1,114	\$836	\$278	2%	\$2,005	\$1,530	\$475	3%	\$13,625
CEE2006-08		\$0	\$0			(\$5)	\$5		
CEE2010-2012	\$28	(\$45)	\$73	29%	\$56	\$3,887	(\$3,832)		\$253
CSI2007-2016	\$7,017	\$5,391	\$1,626	2%	\$14,325	\$9,072	\$5,253	6%	\$87,954
CSITG2010-17	\$518	\$147	\$370	5%	\$1,078	\$938	\$140	2%	\$7,747
DPMA	\$458	\$314	\$144	2%	\$853	\$605	\$248	3%	\$7,223
DREBA2006-08	(\$0)	\$0	(\$0)	-119%	(\$0)	\$0	(\$0)	-48%	\$0
DREBA2009-11		\$37	(\$37)			\$38	(\$38)		
DREBA2012-14	\$709	\$1,200	(\$491)	-5%	\$1,379	\$2,267	(\$887)	-10%	\$8,985
FERABA		\$2	(\$2)			\$5	(\$5)		
LIEE2012		\$0	(\$0)			\$0	(\$0)		
LIEE2014	\$0	(\$2,644)	\$2,644		\$0	(\$108)	\$108		(\$0)
SGIP	\$2,504	(\$8,476)	\$10,980	39%	\$4,951	(\$273)	\$5,224	19%	\$27,863
SWMEO13-14	\$861	\$440	\$421	4%	\$1,722	\$1,344	\$377	4%	\$10,342
Not assigned ₂		\$153	(\$153)			\$70	(\$70)		
DREBA2015-16	\$3,242	\$1,516	\$1,725	4%	\$5,794	\$3,160	\$2,633	6%	\$41,335
CEE2013-2015	\$29,821	\$24,097	\$5,724	1%	\$56,559	\$50,001	\$6,558	2%	\$434,293
ESAP2015	\$10,943	\$11,584	(\$641)	0%	\$18,354	\$18,160	\$194	0%	\$140,554
GHGEMA	\$59	\$25	\$34	4%	\$92	\$60	\$31	4%	\$874
GHGNGBA	\$8	\$10	(\$2)	0%	\$16	\$10	\$6	0%	\$1,620
CDABA	\$321	\$138	\$184	12%	\$361	\$238	\$123	8%	\$1,474
Grand Total:	\$57,601	\$34,745	\$22,856	3%	\$107,544	\$91,022	\$16,522	2%	\$784,143

₁ Excludes NRD

₂ Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	February				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
NON EARNINGS EXPENSE	\$10,296	\$4,768	\$5,528	4%	\$20,127	\$13,419	\$6,708	5%	\$129,755
CES Pricing Products	\$1,285	\$669	\$616	3%	\$2,266	\$1,443	\$824	4%	\$19,011
Business Impact	\$72	\$88	(\$16)	-2%	\$152	\$165	(\$13)	-1%	\$940
Energy Solutions & Service	\$45	\$15	\$30	5%	\$88	\$25	\$63	11%	\$550
CES Pricing Products		\$33	(\$33)			\$57	(\$57)		
Contact Center Ops	\$197	\$159	\$39	1%	\$384	\$375	\$9	0%	\$2,784
Customer Impact	\$103	\$60	\$43	3%	\$216	\$133	\$84	6%	\$1,340
Customer Insight	\$113	\$55	\$58	4%	\$184	\$89	\$94	7%	\$1,440
IT-BusTech-Cust Care PCC	\$98	\$6	\$92	4%	\$207	\$27	\$180	8%	\$2,297
Dir-Solutions Marketing and Advertising	\$656	\$266	\$390	4%	\$1,035	\$581	\$454	5%	\$9,659
Solutions Marketing		(\$13)	\$13			(\$9)	\$9		
Demand Response	\$970	\$621	\$348	4%	\$1,583	\$886	\$697	8%	\$9,116
Business Impact	\$5	\$1	\$4	6%	\$10	\$2	\$7	13%	\$58
Energy Solutions & Service	\$60	\$25	\$35	5%	\$117	\$51	\$66	9%	\$735
Customer Insight	\$22	\$15	\$7	1%	\$48	\$22	\$25	5%	\$531
IT/EDS		\$4	(\$4)			(\$32)	\$32		
IT-BusTech-Cust Care PCC	\$624	\$239	\$384	9%	\$1,002	\$443	\$560	14%	\$4,056
Dir-Solutions Marketing and Advertising	\$225	\$75	\$150	5%	\$335	\$117	\$219	7%	\$3,291
Customer Billing	\$13	\$10	\$3	2%	\$23	\$21	\$1	1%	\$146
Energy Data Services	\$21	\$122	(\$101)	-34%	\$47	\$222	(\$175)	-58%	\$300
Solutions Marketing		\$130	(\$130)			\$39	(\$39)		
Distributed Generation	\$64	\$73	(\$10)	0%	\$148	\$103	\$45	2%	\$2,331
Contact Center Ops	\$2	\$0	\$1	5%	\$3	\$2	\$1	6%	\$24
Customer Insight	\$12	\$9	\$3	1%	\$27	\$12	\$14	5%	\$264
Dir-Solutions Marketing and Advertising	\$50	\$64	(\$14)	-1%	\$118	\$89	\$29	1%	\$2,043
Energy Efficiency Operations	\$2,173	\$1,176	\$997	4%	\$4,434	\$3,747	\$686	3%	\$27,389
Applied Tech Svcs	\$202	\$112	\$90	4%	\$454	\$230	\$224	10%	\$2,138
Central Inspections	\$524	\$532	(\$8)	0%	\$1,076	\$1,031	\$46	1%	\$6,927
Energy Efficiency Operations		\$3	(\$3)			\$5	(\$5)		
IT-BusTech-Cust Care PCC	\$1,116	\$173	\$943	7%	\$2,222	\$1,766	\$456	3%	\$14,009
Business Finance Cust Energy Solutions	\$139	\$132	\$7	0%	\$288	\$259	\$29	2%	\$1,775
Corp Services Sourcing PCC	\$167	\$179	(\$11)	-1%	\$333	\$362	(\$29)	-1%	\$2,125
Law Department	\$24	\$44	(\$20)	-5%	\$60	\$96	(\$35)	-9%	\$414
Energy Efficiency Products	\$260	\$218	\$42	1%	\$521	\$167	\$354	10%	\$3,487
Contact Center Ops	\$10	\$16	(\$6)	-5%	\$20	\$18	\$2	1%	\$120
Energy Efficiency Products	\$58	\$62	(\$4)	-1%	\$116	(\$9)	\$125	17%	\$724
IT-BusTech-Cust Care PCC	\$192	\$140	\$52	2%	\$385	\$157	\$228	9%	\$2,642
Energy Efficiency Programs	\$5,315	\$1,966	\$3,349	5%	\$10,913	\$7,007	\$3,906	6%	\$67,767
Business Impact	\$103	\$96	\$7	0%	\$216	\$54	\$162	12%	\$1,340
Energy Solutions & Service	\$1,798	\$1,439	\$360	2%	\$3,511	\$3,168	\$343	2%	\$22,163
Contact Center Ops	\$37	\$31	\$6	1%	\$81	\$85	(\$4)	-1%	\$538
Customer Impact		\$0	\$0			\$61	(\$61)		
Customer Insight	\$198	\$161	\$37	2%	\$309	\$240	\$69	3%	\$2,188
Bay Ren/MEA	\$1,284	(\$1,227)	\$2,511	17%	\$2,496	\$425	\$2,071	14%	\$14,607
IT-BusTech-Cust Care PCC	\$68	\$49	\$19	1%	\$149	\$78	\$71	3%	\$2,591
Dir-Solutions Marketing and Advertising	\$1,827	\$1,415	\$412	2%	\$4,150	\$2,546	\$1,604	7%	\$24,340
Solutions Marketing	\$0	\$2	(\$2)		\$0	\$348	(\$348)		\$0
Not assigned		\$1	(\$1)			\$1	(\$1)		
Data Analytics & Governance	\$230	\$45	\$185	28%	\$262	\$66	\$196	30%	\$656
IT-BusTech-Cust Care PCC	\$230	\$45	\$185	28%	\$262	\$66	\$196	30%	\$656
Risk, Compliance & Improvement			\$0			(\$0)	\$0		
IT-BusTech-Cust Care PCC			\$0			(\$0)	\$0		
Channel Engagement Operations-CLOSE PCC			\$0			(\$0)	\$0		
Customer Impact			\$0			(\$0)	\$0		
Grand Total	\$10,296	\$4,768	\$5,528	4%	\$20,127	\$13,419	\$6,708	5%	\$129,755



New Revenue Development - February

New Revenue Development	February			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
Fiber Services	(\$366)	(\$252)	(\$114)	(\$630)	(\$504)	(\$127)	(\$3,022)
EXPENSE	\$175	\$164	\$11	\$306	\$328	(\$22)	\$1,967
REIMBURSEMENTS	(\$152)	(\$58)	(\$94)	(\$201)	(\$117)	(\$84)	(\$700)
REVENUE	(\$389)	(\$357)	(\$32)	(\$735)	(\$715)	(\$20)	(\$4,289)
New Products	(\$921)	(\$681)	(\$240)	(\$1,344)	(\$1,252)	(\$92)	(\$5,964)
EXPENSE	\$2,527	\$2,533	(\$6)	\$4,957	\$5,234	(\$277)	\$20,695
REIMBURSEMENTS	(\$1,979)	(\$1,389)	(\$589)	(\$3,561)	(\$3,048)	(\$513)	(\$9,011)
REVENUE	(\$1,469)	(\$1,825)	\$356	(\$2,740)	(\$3,438)	\$697	(\$17,649)
Wireless	(\$2,544)	(\$2,161)	(\$383)	(\$4,727)	(\$4,223)	(\$504)	(\$26,232)
EXPENSE	\$851	\$902	(\$50)	\$1,715	\$1,803	(\$88)	\$10,819
REIMBURSEMENTS	(\$886)	(\$563)	(\$323)	(\$1,409)	(\$1,126)	(\$283)	(\$6,754)
REVENUE	(\$2,510)	(\$2,500)	(\$10)	(\$5,033)	(\$4,901)	(\$133)	(\$30,296)
NET REVENUE	(\$3,831)	(\$3,094)	(\$737)	(\$6,701)	(\$5,979)	(\$722)	(\$35,219)

Net Revenues

* Revenues negative, expenses positive

** Net amounts reflective of Cost Element assignments