



Customer Energy Solutions - Financial Performance - May

Customer Energy Solutions	May				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE	\$4,035	\$4,516	(\$480)	-1%	\$19,768	\$17,921	\$1,847	4%	\$48,039
CES VP	\$40	\$31	\$10	2%	\$227	\$142	\$84	21%	\$400
Customer Programs	\$2,485	\$2,933	(\$449)	-2%	\$11,359	\$11,086	\$273	1%	\$28,476
CES Pricing Products	\$1,825	\$2,195	(\$370)	-2%	\$7,224	\$7,312	(\$88)	0%	\$19,430
Demand Response	\$33	\$144	(\$112)	-10%	\$917	\$872	\$46	4%	\$1,136
Distributed Generation	\$267	\$262	\$5	0%	\$1,288	\$1,212	\$76	2%	\$3,142
Electric Vehicles	\$115	\$123	(\$9)	0%	\$731	\$681	\$50	2%	\$2,113
Service Analysis	\$245	\$208	\$37	1%	\$1,198	\$1,010	\$188	7%	\$2,655
Energy Efficiency Strategy	\$104	\$31	\$73	6%	\$344	\$277	\$67	6%	\$1,148
New Revenue Development	\$1,406	\$1,521	(\$114)	-1%	\$7,838	\$6,416	\$1,422	8%	\$18,016
CAPITAL	\$67	\$159	(\$92)	-3%	\$1,792	\$1,614	\$178	5%	\$3,534
CES VP		\$2	(\$2)	-2%	\$25	\$7	\$18	18%	\$100
Customer Programs	\$67	\$157	(\$90)	-3%	\$1,767	\$1,607	\$160	5%	\$3,434
CES Pricing Products	\$0	\$35	(\$35)	-5%	\$700	\$714	(\$14)	-2%	\$700
Distributed Generation	\$67	\$122	(\$55)	-3%	\$967	\$893	\$75	4%	\$1,734
Electric Vehicles		\$0	\$0	0%	\$100	\$100	\$0	10%	\$1,000
NON EARNINGS EXPENSE	\$66,160	\$58,056	\$8,104	1%	\$299,848	\$277,126	\$22,721	3%	\$784,384
CES VP	(\$671)	\$0	(\$671)	8%	(\$3,353)	\$5	(\$3,358)	42%	(\$8,048)
Office of the VP	\$157	\$123	\$34	2%	\$663	\$529	\$134	8%	\$1,715
Customer Programs	\$29,211	\$22,840	\$6,371	2%	\$129,407	\$113,080	\$16,326	5%	\$323,955
CES Pricing Products	\$13,150	\$11,797	\$1,353	1%	\$58,201	\$58,380	(\$178)	0%	\$152,429
Demand Response	\$3,588	\$2,789	\$799	2%	\$16,460	\$14,126	\$2,334	5%	\$45,756
Distributed Generation	\$12,456	\$8,103	\$4,353	3%	\$54,662	\$40,391	\$14,270	11%	\$125,570
Electric Vehicles	\$17	\$150	(\$134)	-67%	\$83	\$183	(\$100)	-50%	\$200
Energy Efficiency Programs	\$35,010	\$32,477	\$2,533	1%	\$160,701	\$151,007	\$9,694	2%	\$437,004
Energy Efficiency Operations	\$5,930	\$5,280	\$650	1%	\$32,064	\$27,751	\$4,313	6%	\$75,247
Energy Efficiency Products	\$4,044	\$5,916	(\$1,872)	-3%	\$23,854	\$24,421	(\$568)	-1%	\$57,927
Energy Efficiency Programs	\$26,788	\$21,281	\$5,507	2%	\$113,544	\$98,835	\$14,709	5%	\$324,857
Energy Efficiency Programs Sr. Director	(\$1,752)		(\$1,752)	8%	(\$8,761)		(\$8,761)	42%	(\$21,026)
Energy Efficiency Strategy	\$2,453	\$2,567	(\$114)	0%	\$12,431	\$12,346	\$84	0%	\$29,757
CES PCCs to Block		\$49	(\$49)			\$159	(\$159)		
OTHER BALANCE SHEET¹	\$1,607	(\$3,505)	\$5,112	35%	\$7,631	\$7,837	(\$206)	-1%	\$14,800
Customer Programs		(\$104)	\$104			(\$100)	\$100		
Demand Response		(\$104)	\$104			(\$100)	\$100		
Energy Efficiency Programs	\$1,607	(\$637)	\$2,244	15%	\$7,631	\$6,064	\$1,566	11%	\$14,800
Energy Efficiency Operations		\$14	(\$14)			(\$159)	\$159		
Energy Efficiency Products		(\$423)	\$423			\$2,002	(\$2,002)		
Energy Efficiency Programs	\$1,607	(\$228)	\$1,834	12%	\$7,631	\$4,221	\$3,409	23%	\$14,800
New Revenue Development		(\$2,764)	\$2,764			\$1,873	(\$1,873)		
BALANCING ACCOUNT CAPITAL	\$308	(\$2)	\$310	8%	\$1,731	\$1,510	\$221	6%	\$3,749
Customer Programs	\$308	(\$2)	\$310	8%	\$1,731	\$1,510	\$221	6%	\$3,749
Demand Response	\$308	(\$2)	\$310	8%	\$1,731	\$1,510	\$221	6%	\$3,749
Grand Total	\$72,177	\$59,224	\$12,953	2%	\$330,770	\$306,009	\$24,761	3%	\$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 - May

Funding Cycle View	May				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$66,160	\$58,056	\$8,104	1%	\$299,848	\$277,126	\$22,721	3%	\$784,384
2009BRIDGE		(\$28)	\$28			(\$12)	\$12		
ACEBA2007-11			\$0			\$0	(\$0)		
CAREBA	\$1,582	\$1,177	\$405	3%	\$5,775	\$4,782	\$993	7%	\$13,625
CDABA	\$108	\$224	(\$116)	-8%	\$716	\$941	(\$225)	-15%	\$1,474
CEE2006-08			\$0			(\$5)	\$5		
CEE2010-2012	\$36	\$255	(\$219)	-87%	\$148	\$5,503	(\$5,355)		\$253
CEE2013-2015	\$34,733	\$32,052	\$2,681	1%	\$158,941	\$144,620	\$14,321	3%	\$434,534
CSI2007-2016	\$9,213	\$6,216	\$2,996	3%	\$38,903	\$28,047	\$10,856	12%	\$87,954
CSITG2010-17	\$673	\$788	(\$115)	-1%	\$2,864	\$2,597	\$266	3%	\$7,747
DPMA	\$735	\$487	\$249	3%	\$2,904	\$2,143	\$760	11%	\$7,223
DREBA2006-08	\$0	\$0	\$0	224%	\$0	\$0	\$0	33%	\$0
DREBA2009-11			\$0			\$1	(\$1)		
DREBA2012-14	\$581	\$673	(\$92)	-1%	\$3,542	\$4,168	(\$626)	-8%	\$7,455
DREBA2015-16	\$3,493	\$2,392	\$1,101	3%	\$15,400	\$9,503	\$5,897	14%	\$42,865
ESAP2015	\$11,582	\$10,905	\$677	0%	\$53,596	\$56,217	(\$2,621)	-2%	\$140,554
FERABA		\$3	(\$3)			\$13	(\$13)		
GHGEMA	\$45	\$116	(\$71)	-8%	\$417	\$337	\$80	9%	\$874
GHGNGBA	\$134		\$134	8%	\$242	\$15	\$227	14%	\$1,620
LIEE2012			\$0			\$0	(\$0)		
LIEE2014	(\$0)	(\$5)	\$5		\$0	(\$532)	\$532		(\$0)
Not assigned,			\$0			\$2,303	(\$2,303)		
SGIP	\$2,384	\$1,858	\$526	2%	\$12,092	\$11,707	\$386	1%	\$27,863
SWMEO13-14	\$861	\$944	(\$82)	-1%	\$4,308	\$4,778	(\$470)	-5%	\$10,342
Grand Total	\$66,160	\$58,056	\$8,104	1%	\$299,848	\$277,126	\$22,721	3%	\$784,384

† Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	May				YTD				Annual
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
NON EARNINGS EXPENSE	\$11,769	\$14,692	(\$2,923)	-2%	\$56,451	\$48,605	\$7,846	6%	\$133,577
CES Pricing Products	\$2,036	\$1,698	\$338	2%	\$7,399	\$5,576	\$1,823	10%	\$19,046
CES Pricing Products		\$51	(\$51)			\$187	(\$187)		
Customer Insight	\$146	\$72	\$74	5%	\$615	\$367	\$248	17%	\$1,440
IT-BusTech-Cust Care PCC	\$223	\$107	\$116	5%	\$728	\$175	\$554	24%	\$2,297
Dir-Solutions Marketing and Advertising	\$1,117	\$1,051	\$65	1%	\$3,696	\$2,901	\$795	8%	\$9,694
Customer Impact - Rate Outreach	\$108	\$130	(\$22)	-2%	\$551	\$491	\$61	5%	\$1,340
Business Impact Operations	\$76	\$66	\$10	1%	\$387	\$344	\$43	5%	\$940
Contact Centers	\$240	\$74	\$165	9%	\$818	\$463	\$355	18%	\$1,917
ES&S Bay Area Region	\$47	\$59	(\$13)	-2%	\$229	\$154	\$76	14%	\$550
ES&S Central Coast Region North		\$16	(\$16)			\$33	(\$33)		
ES&S Northern Region	\$0	\$0	(\$0)		(\$0)	\$11	(\$11)		(\$0)
ES&S Central Valley Region		\$6	(\$6)			\$15	(\$15)		
Contact Centers Support	\$80	\$65	\$15	2%	\$373	\$435	(\$62)	-7%	\$866
Demand Response	\$919	\$845	\$74	1%	\$4,197	\$2,913	\$1,283	14%	\$9,127
Customer Insight	\$18	\$10	\$8	1%	\$145	\$69	\$76	14%	\$531
IT/EDS		(\$3)	\$3			\$78	(\$78)		
IT-BusTech-Cust Care PCC	\$322	\$285	\$38	1%	\$2,090	\$1,345	\$745	18%	\$4,056
Dir-Solutions Marketing and Advertising	\$471	\$377	\$93	3%	\$1,449	\$682	\$767	23%	\$3,302
Customer Billing	\$14	\$10	\$4	3%	\$60	\$49	\$10	7%	\$146
Energy Data Services	\$26	\$126	(\$100)	-33%	\$123	\$463	(\$340)	-113%	\$300
Not assigned			\$0			\$17	(\$17)		
Business Impact Operations	\$5	\$1	\$4	6%	\$24	\$7	\$17	30%	\$58
ES&S Bay Area Region	\$62	\$38	\$24	3%	\$305	\$203	\$102	14%	\$735
ES&S Northern Region	\$0	\$0	\$0		\$0	\$0	\$0		\$0
ES&S Central Coast Region South	\$0	\$0	\$0		(\$0)	(\$0)	(\$0)		(\$0)
Distributed Generation	\$276	\$387	(\$111)	-5%	\$706	\$806	(\$100)	-4%	\$2,331
Customer Insight	\$9	\$1	\$8	3%	\$94	\$35	\$60	23%	\$264
Dir-Solutions Marketing and Advertising	\$264	\$385	(\$120)	-6%	\$602	\$767	(\$165)	-8%	\$2,043
Contact Centers Support	\$3	\$1	\$2	8%	\$9	\$5	\$4	19%	\$24
Energy Efficiency Operations	\$2,112	\$1,773	\$339	1%	\$11,704	\$10,181	\$1,523	6%	\$27,389
Applied Tech Svcs	\$155	\$133	\$22	1%	\$1,028	\$648	\$380	18%	\$2,138
Central Inspections	\$552	\$493	\$59	1%	\$2,843	\$2,709	\$133	2%	\$6,927
IT-BusTech-Cust Care PCC	\$1,091	\$762	\$329	2%	\$5,993	\$5,024	\$969	7%	\$14,009
Business Finance Cust Energy Solutions	\$144	\$147	(\$3)	0%	\$745	\$675	\$70	4%	\$1,775
Corp Services Sourcing PCC	\$134	\$197	(\$63)	-3%	\$878	\$896	(\$18)	-1%	\$2,125
Law Department	\$36	\$42	(\$6)	-1%	\$218	\$228	(\$10)	-2%	\$414
Energy Efficiency Products	\$213	\$2,509	(\$2,296)	-83%	\$1,033	\$2,889	(\$1,856)	-67%	\$2,762
IT-BusTech-Cust Care PCC	\$203	\$2,280	(\$2,077)	-79%	\$983	\$2,612	(\$1,629)	-62%	\$2,642
Contact Centers	\$10	\$16	(\$6)	-5%	\$50	\$64	(\$14)	-12%	\$120
Digital Comm Strategy Sr Dir		\$213	(\$213)			\$213	(\$213)		
Energy Efficiency Programs	\$6,174	\$7,415	(\$1,242)	-2%	\$31,031	\$26,016	\$5,015	7%	\$72,267
Customer Insight	\$84	\$182	(\$98)	-4%	\$1,119	\$797	\$322	15%	\$2,188
Bay Ren/MEA	\$1,540	\$2,413	(\$873)	-6%	\$6,148	\$4,572	\$1,576	11%	\$14,607
IT-BusTech-Cust Care PCC	\$150	\$126	\$24	1%	\$441	\$418	\$23	1%	\$2,591
Dir-Solutions Marketing and Advertising	\$2,005	\$2,514	(\$508)	-2%	\$11,504	\$10,359	\$1,144	5%	\$24,340
Solutions Marketing	\$375	\$145	\$230	5%	\$1,875	\$255	\$1,620	36%	\$4,500
Customer Impact Director		\$0	\$0			(\$7)	\$7		
Business Impact Operations	\$108	\$103	\$6	0%	\$551	\$360	\$191	14%	\$1,340
ES&S Bay Area Region	\$1,868	\$1,893	(\$24)	0%	\$9,183	\$8,953	\$230	1%	\$22,163
ES&S Northern Region		\$0	\$0			\$0	(\$0)		
Contact Centers Support	\$42	\$40	\$2	0%	\$209	\$237	(\$28)	-5%	\$538
ES&S Central Coast Region South		\$0	\$0			\$3	(\$3)		
Customer Impact Operations		\$0	\$0			\$68	(\$68)		
Data Analytics & Governance	\$40	\$64	(\$24)	-4%	\$382	\$224	\$158	24%	\$656
IT-BusTech-Cust Care PCC	\$40	\$64	(\$24)	-4%	\$382	\$224	\$158	24%	\$656
Risk, Compliance & Improvement	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
IT-BusTech-Cust Care PCC			\$0			(\$0)	\$0		
CLOSED-Policy Implementation & Reporting	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
Customer Impact Director			\$0			(\$0)	\$0		
Grand Total	\$11,769	\$14,692	(\$2,923)	-2%	\$56,451	\$48,605	\$7,846	6%	\$133,577



New Revenue Development - May

Business Area View	May			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
Fiber Services	\$252	\$409	\$157	\$1,259	\$1,770	\$511	\$3,022
EXPENSE	(\$164)	(\$182)	(\$18)	(\$820)	(\$853)	(\$34)	(\$1,967)
REIMBURSEMENTS	\$58	\$205	\$147	\$292	\$776	\$485	\$700
REVENUE	\$357	\$385	\$28	\$1,787	\$1,847	\$59	\$4,289
New Products	\$394	(\$290)	(\$684)	\$2,844	\$1,494	(\$1,350)	\$5,964
EXPENSE	(\$1,841)	(\$2,297)	(\$456)	(\$11,205)	(\$12,272)	(\$1,068)	(\$20,696)
REIMBURSEMENTS	\$963	\$633	(\$330)	\$6,004	\$6,796	\$792	\$9,011
REVENUE	\$1,273	\$1,375	\$102	\$8,045	\$6,970	(\$1,074)	\$17,649
Wireless	\$2,189	\$2,856	\$667	\$10,755	\$12,843	\$2,087	\$26,232
EXPENSE	(\$902)	(\$949)	(\$48)	(\$4,508)	(\$4,531)	(\$23)	(\$10,819)
REIMBURSEMENTS	\$563	\$1,124	\$561	\$2,814	\$3,965	\$1,150	\$6,754
REVENUE	\$2,528	\$2,682	\$154	\$12,449	\$13,408	\$960	\$30,296
NET REVENUE	\$2,835	\$2,976	\$141	\$14,859	\$16,106	\$1,248	\$35,218

Cost Element View	May			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
EXPENSE	(\$2,907)	(\$3,429)	(\$522)	(\$16,532)	(\$17,656)	(\$1,124)	(\$33,481)
Fiber Services	(\$164)	(\$182)	(\$18)	(\$820)	(\$853)	(\$34)	(\$1,967)
New Products	(\$1,841)	(\$2,297)	(\$456)	(\$11,205)	(\$12,272)	(\$1,068)	(\$20,696)
Wireless	(\$902)	(\$949)	(\$48)	(\$4,508)	(\$4,531)	(\$23)	(\$10,819)
REIMBURSEMENTS	\$1,584	\$1,963	\$379	\$9,110	\$11,537	\$2,427	\$16,465
Fiber Services	\$58	\$205	\$147	\$292	\$776	\$485	\$700
New Products	\$963	\$633	(\$330)	\$6,004	\$6,796	\$792	\$9,011
Wireless	\$563	\$1,124	\$561	\$2,814	\$3,965	\$1,150	\$6,754
REVENUE	\$4,158	\$4,442	\$284	\$22,280	\$22,225	(\$55)	\$52,234
Fiber Services	\$357	\$385	\$28	\$1,787	\$1,847	\$59	\$4,289
New Products	\$1,273	\$1,375	\$102	\$8,045	\$6,970	(\$1,074)	\$17,649
Wireless	\$2,528	\$2,682	\$154	\$12,449	\$13,408	\$960	\$30,296
NET REVENUE	\$2,835	\$2,976	\$141	\$14,859	\$16,106	\$1,248	\$35,218

Net Revenues

* Revenues positive, expenses negative

** Net amounts reflective of Cost Element assignments