



# Customer Energy Solutions - January

Customer Energy Solutions	January				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
<b>EXPENSE</b>	\$1,800	\$1,420	\$380	1%	\$1,800	\$1,420	\$380	1%	\$31,024
CES VP	\$37	\$23	\$14	4%	\$37	\$23	\$14	4%	\$400
CES Business Operations	\$25	\$25	(\$0)	0%	\$25	\$25	(\$0)	0%	\$300
<b>Customer Programs</b>	\$1,650	\$1,314	\$336	1%	\$1,650	\$1,314	\$336	1%	\$28,476
CES Pricing Products	\$911	\$651	\$260	1%	\$911	\$651	\$260	1%	\$19,930
Demand Response	\$200	\$169	\$31	5%	\$200	\$169	\$31	5%	\$636
Distributed Generation	\$252	\$157	\$95	3%	\$252	\$157	\$95	3%	\$3,142
Electric Vehicles	\$86	\$104	(\$18)	-1%	\$86	\$104	(\$18)	-1%	\$2,113
Service Analysis	\$201	\$232	(\$31)	-1%	\$201	\$232	(\$31)	-1%	\$2,655
<b>EE Strategy and Market Development</b>	\$4	\$2	\$2	0%	\$4	\$2	\$2	0%	\$848
<b>New Revenue Development</b>	\$83	\$56	\$28	3%	\$83	\$56	\$28	3%	\$1,000
New Revenue Development - A	\$83	\$56	\$28	3%	\$83	\$56	\$28	3%	\$1,000
<b>CAPITAL</b>	\$379	\$389	(\$10)	0%	\$379	\$389	(\$10)	0%	\$3,534
CES VP		(\$0)	\$0	0%		(\$0)	\$0	0%	\$100
<b>Customer Programs</b>	\$379	\$389	(\$10)	0%	\$379	\$389	(\$10)	0%	\$3,434
CES Pricing Products	\$50	\$170	(\$120)	-17%	\$50	\$170	(\$120)	-17%	\$700
Demand Response	(\$0)	\$1	(\$1)		(\$0)	\$1	(\$1)		\$0
Distributed Generation	\$329	\$218	\$111	6%	\$329	\$218	\$111	6%	\$1,734
Electric Vehicles			\$0	0%			\$0	0%	\$1,000
<b>NON EARNINGS EXPENSE</b>	\$49,943	\$56,277	(\$6,334)	-1%	\$49,943	\$56,277	(\$6,334)	-1%	\$781,740
CES VP	(\$671)		(\$671)	8%	(\$671)		(\$671)	8%	(\$8,048)
CES Business Operations	\$400	\$284	\$116	2%	\$400	\$284	\$116	2%	\$5,619
<b>Customer Programs</b>	\$20,947	\$22,976	(\$2,029)	-1%	\$20,947	\$22,976	(\$2,029)	-1%	\$323,728
CES Pricing Products	\$7,813	\$8,701	(\$888)	-1%	\$7,813	\$8,701	(\$888)	-1%	\$152,429
Demand Response	\$2,658	\$1,936	\$722	2%	\$2,658	\$1,936	\$722	2%	\$45,287
Distributed Generation	\$10,459	\$12,335	(\$1,877)	-1%	\$10,459	\$12,335	(\$1,877)	-1%	\$125,813
Electric Vehicles	\$17	\$3	\$14	7%	\$17	\$3	\$14	7%	\$200
<b>Energy Efficiency Programs</b>	\$27,215	\$30,566	(\$3,350)	-1%	\$27,215	\$30,566	(\$3,350)	-1%	\$434,587
Energy Efficiency Operations	\$6,487	\$5,617	\$870	1%	\$6,487	\$5,617	\$870	1%	\$71,815
Energy Efficiency Products	\$5,548	\$4,986	\$562	1%	\$5,548	\$4,986	\$562	1%	\$61,690
Energy Efficiency Programs	\$16,933	\$19,962	(\$3,030)	-1%	\$16,933	\$19,962	(\$3,030)	-1%	\$322,108
Energy Efficiency Programs Sr. Director	(\$1,752)		(\$1,752)	8%	(\$1,752)		(\$1,752)	8%	(\$21,026)
<b>EE Strategy and Market Development</b>	\$2,052	\$2,354	(\$303)	-1%	\$2,052	\$2,354	(\$303)	-1%	\$25,854
CES PCCs to Block		\$98	(\$98)			\$98	(\$98)		
<b>OTHER BALANCE SHEET<sub>1</sub></b>	\$472	\$7,588	(\$7,116)	-48%	\$472	\$7,588	(\$7,116)	-48%	\$14,800
<b>Customer Programs</b>		\$414	(\$414)			\$414	(\$414)		
Demand Response		\$414	(\$414)			\$414	(\$414)		
<b>Energy Efficiency Programs</b>	\$472	\$4,889	(\$4,418)	-30%	\$472	\$4,889	(\$4,418)	-30%	\$14,800
Energy Efficiency Operations		\$190	(\$190)			\$190	(\$190)		
Energy Efficiency Products		\$3,697	(\$3,697)			\$3,697	(\$3,697)		
Energy Efficiency Programs	\$472	\$1,003	(\$531)	-4%	\$472	\$1,003	(\$531)	-4%	\$14,800
<b>New Revenue Development</b>		\$2,284	(\$2,284)			\$2,284	(\$2,284)		
New Revenue Development - A		\$2,284	(\$2,284)			\$2,284	(\$2,284)		
<b>BALANCING ACCOUNT CAPITAL</b>	\$347	\$601	(\$255)	-7%	\$347	\$601	(\$255)	-7%	\$3,749
<b>Customer Programs</b>	\$347	\$601	(\$255)	-7%	\$347	\$601	(\$255)	-7%	\$3,749
Demand Response	\$347	\$601	(\$255)	-7%	\$347	\$601	(\$255)	-7%	\$3,749
<b>Grand Total<sub>2</sub></b>	\$52,941	\$66,275	(\$13,335)	-2%	\$52,941	\$66,275	(\$13,335)	-2%	\$834,847

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

<sub>2</sub> Excludes NRD

Special Reporting Items	January				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
<b>New Revenue Development</b>	\$1,486	\$1,271	\$215	1%	\$1,486	\$1,271	(\$215)	-1%	\$17,016
<b>EXPENSE</b>	\$1,486	\$1,271	\$215	1%	\$1,486	\$1,271	(\$215)	-1%	\$17,016
<b>Grand Total</b>	\$1,486	\$1,271	\$215	1%	\$1,486	\$1,271	(\$215)	-1%	\$17,016



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Funding Cycle View	January				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
<b>NON EARNINGS EXPENSE</b>	<b>\$49,943</b>	<b>\$56,277</b>	<b>(\$6,334)</b>	<b>-1%</b>	<b>\$49,943</b>	<b>\$56,277</b>	<b>(\$6,334)</b>	<b>-1%</b>	<b>\$781,740</b>
CAREBA	\$891	\$695	\$197	1%	\$891	\$695	\$197	1%	\$13,625
CDABA	\$40	\$100	(\$61)	-4%	\$40	\$100	(\$61)	-4%	\$1,474
CEE2006-08		(\$5)	\$5			(\$5)	\$5		
CEE2010-2012	\$28	\$3,932	(\$3,904)		\$28	\$3,932	(\$3,904)		\$253
CEE2013-2015	\$26,738	\$25,904	\$834	0%	\$26,738	\$25,904	\$834	0%	\$432,304
CSI2007-2016	\$7,308	\$3,682	\$3,626	4%	\$7,308	\$3,682	\$3,626	4%	\$87,915
CSITG2010-17	\$560	\$791	(\$231)	-3%	\$560	\$791	(\$231)	-3%	\$7,987
DPMA	\$395	\$291	\$104	1%	\$395	\$291	\$104	1%	\$7,223
DREBA2006-08	\$0		\$0	71%	\$0		\$0	71%	\$0
DREBA2009-11		\$1	(\$1)			\$1	(\$1)		
DREBA2012-14	\$671	\$1,067	(\$396)	-4%	\$671	\$1,067	(\$396)	-4%	\$9,495
DREBA2015-16	\$2,552	\$1,644	\$908	2%	\$2,552	\$1,644	\$908	2%	\$40,259
ESAP2015	\$7,411	\$6,576	\$835	1%	\$7,411	\$6,576	\$835	1%	\$140,554
FERABA		\$3	(\$3)			\$3	(\$3)		
GHGEMA	\$33	\$36	(\$3)	0%	\$33	\$36	(\$3)	0%	\$874
GHGNGBA	\$8		\$8	0%	\$8		\$8	0%	\$1,620
LIEE2014	\$0	\$2,536	(\$2,536)		\$0	\$2,536	(\$2,536)		(\$0)
Not assigned <sub>2</sub>		(\$84)	\$84			(\$84)	\$84		
SGIP	\$2,447	\$8,203	(\$5,756)	-21%	\$2,447	\$8,203	(\$5,756)	-21%	\$27,815
SWMEO13-14	\$861	\$905	(\$44)	0%	\$861	\$905	(\$44)	0%	\$10,342
<b>Grand Total<sub>1</sub></b>	<b>\$49,943</b>	<b>\$56,277</b>	<b>(\$6,334)</b>	<b>-1%</b>	<b>\$49,943</b>	<b>\$56,277</b>	<b>(\$6,334)</b>	<b>-1%</b>	<b>\$781,740</b>

<sub>1</sub> Excludes NRD

<sub>2</sub> Not assigned represents BIP incentives recovered through DRAM



# Customer Energy Solutions - January

Charge In Organizations	January				YTD				2015 Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
<b>NON EARNINGS EXPENSE</b>	<b>\$9,847</b>	<b>\$8,670</b>	<b>\$1,177</b>	<b>1%</b>	<b>\$9,847</b>	<b>\$8,670</b>	<b>\$1,177</b>	<b>1%</b>	<b>\$134,728</b>
<b>CES Pricing Products</b>	<b>\$982</b>	<b>\$774</b>	<b>\$208</b>	<b>1%</b>	<b>\$982</b>	<b>\$774</b>	<b>\$208</b>	<b>1%</b>	<b>\$19,011</b>
Business Impact	\$80	\$76	\$3	0%	\$80	\$76	\$3	0%	\$940
Energy Solutions & Service	\$43	\$10	\$33	6%	\$43	\$10	\$33	6%	\$550
CES Pricing Products		\$24	(\$24)			\$24	(\$24)		
Contact Center Ops	\$187	\$216	(\$30)	-1%	\$187	\$216	(\$30)	-1%	\$2,784
Customer Impact	\$113	\$73	\$41	3%	\$113	\$73	\$41	3%	\$1,340
Customer Insight	\$70	\$35	\$36	2%	\$70	\$35	\$36	2%	\$1,440
Solution Marketing		\$3	(\$3)			\$3	(\$3)		
IT-BusTech-Cust Care PCC	\$110	\$21	\$88	4%	\$110	\$21	\$88	4%	\$2,297
Dir-Solutions Marketing and Adverstin	\$380	\$315	\$64	1%	\$380	\$315	\$64	1%	\$9,659
<b>Channel Engagement Operations-CLOSE PCC</b>	<b>\$0</b>	<b>\$0</b>	<b>(\$0)</b>		<b>\$0</b>	<b>\$0</b>	<b>(\$0)</b>		
Customer Impact		\$0	(\$0)			\$0	(\$0)		
<b>Demand Response</b>	<b>\$613</b>	<b>\$264</b>	<b>\$349</b>	<b>4%</b>	<b>\$613</b>	<b>\$264</b>	<b>\$349</b>	<b>4%</b>	<b>\$8,647</b>
Business Impact	\$5	\$1	\$4	6%	\$5	\$1	\$4	6%	\$58
Energy Solutions & Service	\$57	\$26	\$31	4%	\$57	\$26	\$31	4%	\$735
Customer Insight	\$26	\$7	\$19	4%	\$26	\$7	\$19	4%	\$531
IT/EDS		(\$36)	\$36			(\$36)	\$36		
Solution Marketing		(\$91)	\$91			(\$91)	\$91		
IT-BusTech-Cust Care PCC	\$379	\$204	\$175	4%	\$379	\$204	\$175	4%	\$4,056
Dir-Solutions Marketing and Adverstin	\$110	\$41	\$69	2%	\$110	\$41	\$69	2%	\$2,822
Customer Billing	\$10	\$11	(\$2)	-1%	\$10	\$11	(\$2)	-1%	\$146
Energy Data Services	\$27	\$100	(\$73)	-24%	\$27	\$100	(\$73)	-24%	\$300
<b>Distributed Generation</b>	<b>\$84</b>	<b>\$30</b>	<b>\$55</b>	<b>2%</b>	<b>\$84</b>	<b>\$30</b>	<b>\$55</b>	<b>2%</b>	<b>\$2,574</b>
Contact Center Ops	\$1	\$1	\$0	1%	\$1	\$1	\$0	1%	\$24
Customer Insight	\$15	\$3	\$11	4%	\$15	\$3	\$11	4%	\$264
Dir-Solutions Marketing and Adverstin	\$68	\$25	\$43	2%	\$68	\$25	\$43	2%	\$2,285
<b>Electric Vehicles</b>	<b>\$17</b>	<b>\$3</b>	<b>\$14</b>	<b>7%</b>	<b>\$17</b>	<b>\$3</b>	<b>\$14</b>	<b>7%</b>	<b>\$200</b>
Electric Vehicles	\$17	\$3	\$14	7%	\$17	\$3	\$14	7%	\$200
<b>Energy Efficiency Operations</b>	<b>\$2,261</b>	<b>\$2,583</b>	<b>(\$323)</b>	<b>-1%</b>	<b>\$2,261</b>	<b>\$2,583</b>	<b>(\$323)</b>	<b>-1%</b>	<b>\$26,589</b>
Applied Tech Svcs	\$252	\$117	\$135	6%	\$252	\$117	\$135	6%	\$2,138
Central Inspections	\$552	\$499	\$53	1%	\$552	\$499	\$53	1%	\$6,927
Energy Efficiency Operations		\$14	(\$14)			\$14	(\$14)		
IT-BusTech-Cust Care PCC	\$1,106	\$1,593	(\$487)	-4%	\$1,106	\$1,593	(\$487)	-4%	\$13,209
Corp Services Sourcing PCC	\$166	\$183	(\$17)	-1%	\$166	\$183	(\$17)	-1%	\$2,125
Business Finance Cust Energy Solutions	\$149	\$127	\$22	1%	\$149	\$127	\$22	1%	\$1,775
Law Department	\$36	\$51	(\$15)	-4%	\$36	\$51	(\$15)	-4%	\$414
<b>Energy Efficiency Products</b>	<b>\$260</b>	<b>(\$49)</b>	<b>\$310</b>	<b>6%</b>	<b>\$260</b>	<b>(\$49)</b>	<b>\$310</b>	<b>6%</b>	<b>\$4,787</b>
Contact Center Ops	\$10	\$3	\$7	6%	\$10	\$3	\$7	6%	\$120
Energy Efficiency Products	\$58	(\$69)	\$127	18%	\$58	(\$69)	\$127	18%	\$724
IT-BusTech-Cust Care PCC	\$192	\$17	\$175	4%	\$192	\$17	\$175	4%	\$3,942
<b>Energy Efficiency Programs</b>	<b>\$5,598</b>	<b>\$5,044</b>	<b>\$554</b>	<b>1%</b>	<b>\$5,598</b>	<b>\$5,044</b>	<b>\$554</b>	<b>1%</b>	<b>\$72,267</b>
Business Impact	\$113	(\$42)	\$156	12%	\$113	(\$42)	\$156	12%	\$1,340
Energy Solutions & Service	\$1,712	\$1,729	(\$17)	0%	\$1,712	\$1,729	(\$17)	0%	\$22,163
Contact Center Ops	\$44	\$54	(\$10)	-2%	\$44	\$54	(\$10)	-2%	\$538
Customer Impact		\$61	(\$61)			\$61	(\$61)		
Customer Insight	\$111	\$79	\$32	1%	\$111	\$79	\$32	1%	\$2,188
Bay Ren/MEA	\$1,213	\$1,653	(\$440)	-3%	\$1,213	\$1,653	(\$440)	-3%	\$14,607
Solution Marketing	\$0	\$346	(\$346)		\$0	\$346	(\$346)		\$0
IT-BusTech-Cust Care PCC	\$81	\$29	\$52	2%	\$81	\$29	\$52	2%	\$2,591
Dir-Solutions Marketing and Adverstin	\$2,323	\$1,134	\$1,189	4%	\$2,323	\$1,134	\$1,189	4%	\$28,840
<b>Data Analytics &amp; Governance</b>	<b>\$32</b>	<b>\$21</b>	<b>\$11</b>	<b>2%</b>	<b>\$32</b>	<b>\$21</b>	<b>\$11</b>	<b>2%</b>	<b>\$656</b>
IT-BusTech-Cust Care PCC	\$32	\$21	\$11	2%	\$32	\$21	\$11	2%	\$656
<b>Risk, Compliance &amp; Improvement</b>		<b>(\$0)</b>	<b>\$0</b>			<b>(\$0)</b>	<b>\$0</b>		
IT-BusTech-Cust Care PCC		(\$0)	\$0			(\$0)	\$0		
<b>Grand Total</b>	<b>\$9,847</b>	<b>\$8,670</b>	<b>\$1,177</b>	<b>1%</b>	<b>\$9,847</b>	<b>\$8,670</b>	<b>\$1,177</b>	<b>1%</b>	<b>\$134,728</b>



# Customer Energy Solutions - January

New Revenue Development	January			YTD			2015
	Budget	Actual	Variance	Budget	Actual	Variance	Budget
<b>Fiber Services</b>	(\$264)	(\$252)	(\$12)	(\$264)	(\$252)	(\$12)	(\$3,022)
EXPENSE	\$131	\$164	(\$33)	\$131	\$164	(\$33)	\$1,967
REIMBURSEMENTS	(\$49)	(\$58)	\$10	(\$49)	(\$58)	\$10	(\$700)
REVENUE	(\$346)	(\$357)	\$11	(\$346)	(\$357)	\$11	(\$4,289)
<b>New Products</b>	(\$423)	(\$571)	\$147	(\$423)	(\$571)	\$147	(\$5,964)
EXPENSE	\$2,430	\$2,701	(\$271)	\$2,430	\$2,701	(\$271)	\$20,695
REIMBURSEMENTS	(\$1,582)	(\$1,659)	\$77	(\$1,582)	(\$1,659)	\$77	(\$9,011)
REVENUE	(\$1,271)	(\$1,613)	\$342	(\$1,271)	(\$1,613)	\$342	(\$17,649)
<b>Wireless</b>	(\$2,183)	(\$2,062)	(\$121)	(\$2,183)	(\$2,062)	(\$121)	(\$26,232)
EXPENSE	\$864	\$902	(\$38)	\$864	\$902	(\$38)	\$10,819
REIMBURSEMENTS	(\$523)	(\$563)	\$40	(\$523)	(\$563)	\$40	(\$6,754)
REVENUE	(\$2,523)	(\$2,400)	(\$123)	(\$2,523)	(\$2,400)	(\$123)	(\$30,296)
<b>NET REVENUE</b>	<b>(\$2,870)</b>	<b>(\$2,885)</b>	<b>\$15</b>	<b>(\$2,870)</b>	<b>(\$2,885)</b>	<b>\$15</b>	<b>(\$35,219)</b>

### Net Revenues

\* Revenues negative, expenses positive

\*\* Net amounts reflective of Cost Element assignments