



Customer Energy Solutions - Financial Performance - August

Customer Energy Solutions	August				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
TOTAL CES EXPENSE	\$2,430	\$3,120	(\$689)	-2%	\$19,724	\$29,536	(\$9,812)	-33%	\$29,776
NGAT 2010-2014			\$0			\$9,150	(\$9,150)		
EXPENSE	\$2,430	\$3,120	(\$689)	-2%	\$19,724	\$20,386	(\$663)	-2%	\$29,776
CES VP	\$23	\$50	(\$27)	-7%	\$306	\$255	\$51	13%	\$400
Customer Programs	\$2,303	\$3,204	(\$902)	-3%	\$18,711	\$19,465	(\$754)	-3%	\$28,228
CES Pricing Products	\$1,629	\$2,590	(\$961)	-5%	\$12,493	\$13,485	(\$992)	-5%	\$19,430
Demand Response	\$30	(\$110)	\$140	12%	\$1,009	\$987	\$23	2%	\$1,136
Distributed Generation	\$278	\$330	(\$53)	-2%	\$2,121	\$2,178	(\$57)	-2%	\$3,142
Electric Vehicles	\$169	\$230	(\$61)	-3%	\$1,400	\$1,414	(\$14)	-1%	\$2,113
Service Analysis	\$197	\$164	\$33	1%	\$1,687	\$1,402	\$285	12%	\$2,407
Strategy Research & Analytics	\$104	(\$135)	\$239	21%	\$706	\$666	\$41	4%	\$1,148
Data Analytics & Governance	\$25	\$10	\$15	5%	\$200	\$136	\$64	21%	\$300
EE Strategy	\$79	(\$145)	\$224	26%	\$506	\$529	(\$23)	-3%	\$848
CAPITAL	\$500	\$112	\$387	11%	\$2,634	\$1,993	\$641	18%	\$3,534
CES VP	\$0	\$0	\$0	0%	\$50	\$10	\$40	40%	\$100
Customer Programs	\$500	\$109	\$391	11%	\$2,584	\$1,979	\$605	18%	\$3,434
CES Pricing Products	\$67	\$23	\$44	3%	\$1,004	\$770	\$234	14%	\$1,700
Distributed Generation	\$100	\$87	\$13	1%	\$1,234	\$1,209	\$25	1%	\$1,734
Electric Vehicles	\$333		\$333		\$346		\$346		\$0
Strategy Research & Analytics		\$3	(\$3)			\$5	(\$5)		
Data Analytics & Governance		\$3	(\$3)			\$5	(\$5)		
NON EARNINGS EXPENSE	\$67,557	\$71,095	(\$3,539)	0%	\$506,623	\$467,498	\$39,125	5%	\$784,384
CES VP	(\$671)	\$178	(\$671)	8%	(\$5,365)	\$5	(\$5,370)	67%	(\$8,048)
Office of the VP	\$148	\$178	(\$30)	-2%	\$1,118	\$1,055	\$63	4%	\$1,715
Customer Programs	\$30,043	\$32,382	(\$2,339)	-1%	\$219,226	\$201,439	\$17,787	5%	\$323,955
CES Pricing Products	\$13,959	\$12,278	\$1,681	1%	\$99,260	\$97,718	\$1,541	1%	\$152,429
Demand Response	\$3,994	\$4,682	(\$688)	-2%	\$28,726	\$25,926	\$2,800	6%	\$44,895
Distributed Generation	\$12,057	\$14,892	(\$2,835)	-2%	\$90,309	\$76,882	\$13,427	11%	\$125,570
Electric Vehicles	\$32	\$530	(\$498)	-47%	\$932	\$913	\$19	2%	\$1,061
Energy Efficiency Programs	\$35,646	\$36,303	(\$658)	0%	\$271,863	\$244,650	\$27,213	6%	\$437,004
Energy Efficiency Operations	\$6,016	\$6,847	(\$831)	-1%	\$50,717	\$34,791	\$15,926	21%	\$75,247
Energy Efficiency Products	\$3,725	\$5,592	(\$1,867)	-3%	\$37,824	\$34,946	\$2,878	5%	\$57,927
Energy Efficiency Programs	\$26,744	\$22,820	\$3,924	1%	\$190,035	\$171,305	\$18,730	6%	\$313,900
Energy Efficiency Programs Sr. Director	(\$839)	\$1,045	(\$1,884)	19%	(\$6,713)	\$3,607	(\$10,320)	102%	(\$10,070)
Strategy Research & Analytics	\$2,391	\$2,230	\$161	1%	\$19,781	\$20,182	(\$401)	-1%	\$29,757
EM&V	\$1,394	\$1,328	\$67	0%	\$10,677	\$11,968	(\$1,291)	-8%	\$16,251
Data Analytics & Governance	\$317	\$427	(\$110)	-3%	\$2,614	\$2,671	(\$57)	-1%	\$3,904
EE Strategy	\$225	\$81	\$144	5%	\$1,710	\$1,142	\$568	19%	\$3,065
Policy Planning	\$93	\$104	(\$12)	-1%	\$720	\$690	\$29	3%	\$1,065
CP Measurement & Evaluation	\$362	\$289	\$73	1%	\$4,060	\$3,711	\$349	6%	\$5,472
CES PCCs to Block		\$3	(\$3)			\$167	(\$167)		
OTHER BALANCE SHEET₁	\$1,764	(\$312)	\$2,076	14%	\$12,332	\$5,924	\$6,409	43%	\$14,800
Customer Programs		(\$104)	\$104			(\$410)	\$410		
Demand Response		(\$104)	\$104			(\$410)	\$410		
Energy Efficiency Programs	\$1,764	(\$207)	\$1,971	13%	\$12,332	\$6,334	\$5,999	41%	\$14,800
Energy Efficiency Operations		(\$22)	\$22			(\$160)	\$160		
Energy Efficiency Products		(\$423)	\$423			\$736	(\$736)		
Energy Efficiency Programs	\$1,764	\$237	\$1,527	10%	\$12,332	\$5,757	\$6,575	44%	\$14,800
BALANCING ACCOUNT CAPITAL	\$459	\$241	\$218	6%	\$2,813	\$2,152	\$661	18%	\$3,749
Customer Programs	\$459	\$241	\$218	6%	\$2,813	\$2,152	\$661	18%	\$3,749
Demand Response	\$459	\$241	\$218	6%	\$2,813	\$2,152	\$661	18%	\$3,749
Grand Total	\$72,709	\$74,256	(\$1,547)	0%	\$544,126	\$507,103	\$37,023	4%	\$836,243

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

Separately Funded	August				YTD				2015
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	Budget
EXPENSE		\$46	(\$46)			\$46	(\$46)		
Customer Programs		\$46	(\$46)			\$46	(\$46)		
CES Pricing Products		\$46	(\$46)			\$46	(\$46)		
Grand Total		\$46	(\$46)			\$46	(\$46)		



Non Earnings - Budget Variance - August

Funding Cycle View	August				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
NON EARNINGS EXPENSE	\$67,557	\$71,095	(\$3,539)	0%	\$506,623	\$467,498	\$39,125	5%	\$784,384
2009BRIDGE		(\$4)	\$4			\$12	(\$12)		
ACEBA2007-11			\$0			\$0	(\$0)		
CAREBA	\$1,357	\$1,012	\$345	3%	\$9,604	\$8,746	\$858	6%	\$13,625
CDABA	\$108	\$77	\$31	2%	\$1,040	\$1,362	(\$322)	-22%	\$1,474
CEE2006-08			\$0			(\$5)	\$5		
CEE2010-2012	\$13	\$216	(\$204)	-80%	\$203	\$8,379	(\$8,176)		\$253
CEE2013-2015	\$35,511	\$35,658	(\$147)	0%	\$269,563	\$246,330	\$23,233	5%	\$434,534
CSI2007-2016	\$8,742	\$8,160	\$581	1%	\$64,616	\$52,811	\$11,805	13%	\$87,954
CSITG2010-17	\$730	\$316	\$414	5%	\$5,042	\$4,200	\$842	11%	\$7,747
DPMA	\$590	\$477	\$113	2%	\$4,933	\$3,767	\$1,166	16%	\$7,223
DREBA2006-08	\$0	\$0	\$0	143%	\$0	\$0	\$0	390%	\$0
DREBA2009-11			\$0			\$1	(\$1)		
DREBA2012-14	\$11	\$601	(\$590)	-8%	\$4,170	\$5,831	(\$1,662)	-22%	\$7,455
DREBA2015-16	\$4,251	\$4,245	\$7	0%	\$28,869	\$19,670	\$9,199	21%	\$42,865
ESAP2015	\$12,665	\$10,590	\$2,075	1%	\$90,920	\$89,127	\$1,793	1%	\$140,554
FERABA		\$1	(\$1)			\$19	(\$19)		
GHGEMA	\$44	\$183	(\$139)	-16%	\$520	\$664	(\$144)	-17%	\$874
GHGNGBA	\$259	\$259	\$0	16%	\$944	\$15	\$928	57%	\$1,620
GTSRMA		\$959	(\$959)			\$2,335	(\$2,335)		
LIEE2010-11			\$0			(\$3,522)	\$3,522		
LIEE2012			\$0			(\$1,716)	\$1,716		
LIEE2013			\$0			(\$1,938)	\$1,938		
LIEE2014	\$0	(\$0)	\$0		(\$0)	(\$2,505)	\$2,505		(\$0)
Not assigned,		\$601	(\$601)			\$4,066	(\$4,066)		
RESERVED		(\$0)	\$0			\$1	(\$1)		
SGIP	\$2,414	\$6,741	(\$4,327)	-16%	\$19,304	\$22,324	(\$3,020)	-11%	\$27,863
SWMED13-14	\$862	\$1,262	(\$400)	-4%	\$6,895	\$7,522	(\$626)	-6%	\$10,342
Grand Total	\$67,557	\$71,095	(\$3,539)	0%	\$506,623	\$467,498	\$39,125	5%	\$784,384

1 Not assigned represents BIP incentives recovered through DRAM

Charge In Organizations	August				YTD				Annual Budget
	Budget	Actual	Variance	Variance %	Budget	Actual	Variance	Variance %	
NON EARNINGS EXPENSE	\$11,869	\$12,221	(\$352)	0%	\$92,164	\$72,482	\$19,682	15%	\$133,549
CES Pricing Products	\$1,908	\$2,107	(\$200)	-1%	\$12,877	\$12,529	\$348	2%	\$19,046
CES Pricing Products		\$46	(\$46)			\$466	(\$466)		
Customer Insight	\$67	\$54	\$13	1%	\$901	\$708	\$194	13%	\$1,440
Energy Efficiency Products		\$599	(\$599)			\$752	(\$752)		
IT-BusTech-Cust Care PCC	\$356	\$354	\$2	0%	\$1,624	\$1,532	\$92	4%	\$2,297
Dir-Solutions Marketing and Adverstising	\$1,070	\$621	\$449	5%	\$6,697	\$5,937	\$760	8%	\$9,694
Customer Impact - Rate Outreach	\$108	\$97	\$12	1%	\$886	\$778	\$108	8%	\$1,340
Business Impact Operations	\$76	\$77	(\$1)	0%	\$622	\$573	\$49	5%	\$940
Contact Centers	\$185	\$232	(\$47)	-2%	\$1,779	\$1,473	\$306	11%	\$2,784
ES&S Bay Area Region	\$46	\$18	\$28	5%	\$368	\$231	\$137	25%	\$550
ES&S Central Coast Region North		\$7	(\$7)			\$46	(\$46)		
ES&S Northern Region	\$0	\$1	(\$1)		(\$0)	\$14	(\$15)		(\$0)
ES&S Central Valley Region		\$2	(\$2)			\$21	(\$21)		
Demand Response	\$769	\$912	(\$143)	-2%	\$6,697	\$5,894	\$804	9%	\$9,127
Customer Insight	\$19	\$16	\$3	1%	\$244	\$150	\$93	18%	\$531
IT/EDS		\$7	(\$7)			(\$1)	\$1		
IT-BusTech-Cust Care PCC	\$248	\$315	(\$68)	-2%	\$3,096	\$2,407	\$689	17%	\$4,056
Dir-Solutions Marketing and Adverstising	\$402	\$448	(\$46)	-1%	\$2,536	\$2,204	\$332	10%	\$3,302
Customer Billing	\$10	\$10	\$0	0%	\$94	\$80	\$14	9%	\$146
Energy Data Services	\$25	\$82	(\$57)	-19%	\$201	\$712	(\$511)	-170%	\$300
Solutions Marketing		\$0	\$0			(\$2)	\$2		
Not assigned		\$0	\$0			\$17	(\$17)		
Business Impact Operations	\$5	\$1	\$4	7%	\$38	\$12	\$26	45%	\$58
ES&S Bay Area Region	\$61	\$34	\$27	4%	\$489	\$313	\$176	24%	\$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	\$280	\$152	\$128	6%	\$1,581	\$1,451	\$130	6%	\$2,303
Customer Insight	\$0	\$8	(\$8)	-7%	\$113	\$104	\$9	8%	\$113
Dir-Solutions Marketing and Adverstising	\$269	\$142	\$127	6%	\$1,435	\$1,339	\$96	5%	\$2,114
Contact Centers	\$11	\$1	\$10	13%	\$33	\$7	\$25	33%	\$76
Energy Efficiency Operations	\$2,211	\$3,308	(\$1,098)	-4%	\$18,640	\$8,217	\$10,423	38%	\$27,389
Applied Tech Svcs	\$136	\$123	\$13	1%	\$1,508	\$1,014	\$494	23%	\$2,138
Central Inspections	\$580	\$494	\$85	1%	\$4,636	(\$5,816)	\$10,452	151%	\$6,927
IT-BusTech-Cust Care PCC	\$1,184	\$2,347	(\$1,163)	-8%	\$9,679	\$10,120	(\$441)	-3%	\$14,009
Business Finance Cust Energy Solutions	\$120	\$137	(\$17)	-1%	\$1,120	\$1,082	\$39	2%	\$1,775
Corp Services Sourcing PCC	\$188	\$158	\$30	1%	\$1,427	\$1,441	(\$14)	-1%	\$2,125
Law Department	\$4	\$48	(\$44)	-11%	\$270	\$376	(\$106)	-26%	\$414
Energy Efficiency Products	\$279	\$582	(\$303)	-11%	\$1,840	\$2,076	(\$236)	-9%	\$2,762
IT-BusTech-Cust Care PCC	\$269	\$541	(\$272)	-10%	\$1,760	\$1,645	\$115	4%	\$2,642
Contact Centers	\$10	\$14	(\$4)	-3%	\$80	\$106	(\$26)	-22%	\$120
Digital Channel Strategy		\$28	(\$28)			\$325	(\$325)		
Energy Efficiency Programs	\$5,984	\$4,806	\$1,178	2%	\$46,798	\$40,904	\$5,894	9%	\$67,417
Customer Insight	\$87	\$112	(\$25)	-1%	\$1,558	\$1,393	\$165	8%	\$2,188
Bay Ren/MEA	\$1,926	\$265	\$1,661	11%	\$10,313	\$6,573	\$3,740	26%	\$14,607
IT-BusTech-Cust Care PCC	\$250	\$41	\$209	8%	\$1,441	\$605	\$836	32%	\$2,591
Dir-Solutions Marketing and Adverstising	\$1,759	\$2,591	(\$832)	-3%	\$17,773	\$17,035	\$738	3%	\$24,340
Customer Impact Director		\$0	\$0			(\$7)	\$7		
Business Impact Operations	\$108	\$83	\$25	2%	\$886	\$577	\$310	23%	\$1,340
Contact Centers	\$50	\$34	\$16	3%	\$350	\$375	(\$25)	-5%	\$538
ES&S Bay Area Region	\$1,805	\$1,680	\$125	1%	\$14,477	\$14,281	\$196	1%	\$21,813
ES&S Central Coast Region North		\$0	(\$0)			\$0	(\$0)		
ES&S Northern Region		\$0	\$0			\$0	(\$0)		
ES&S Central Coast Region South		\$0	\$0			\$3	(\$3)		
Customer Impact Operations		\$0	\$0			\$68	(\$68)		
Data Analytics & Governance	\$35	\$45	(\$10)	-2%	\$497	\$371	\$126	19%	\$656
IT-BusTech-Cust Care PCC	\$35	\$45	(\$10)	-2%	\$497	\$371	\$126	19%	\$656
Risk, Compliance & Improvement	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
IT-BusTech-Cust Care PCC		\$0	\$0			(\$0)	\$0		
Energy Efficiency Programs Sr. Director	\$404	\$308	\$96	2%	\$3,233	\$1,040	\$2,193	45%	\$4,850
Solutions Marketing	\$375	\$276	\$99	2%	\$3,000	\$830	\$2,170	48%	\$4,500
ES&S Bay Area Region	\$29	\$32	(\$3)	-1%	\$233	\$210	\$24	7%	\$350
CLOSED-Policy Implementation & Reporting	\$0	\$0	\$0	0%	\$0	(\$0)	\$0	0%	\$0
Customer Impact Director		\$0	\$0			(\$0)	\$0		
Grand Total	\$11,869	\$12,221	(\$352)	0%	\$92,164	\$72,482	\$19,682	15%	\$133,549