



Customer Energy Solutions - Financial Performance - September

| Customer Energy Solutions | September | | | | YTD | | | | 2015 |
|---|-----------------|-----------------|----------------|------------|------------------|------------------|------------------|-------------|------------------|
| | Budget | Actual | Variance | Variance % | Budget | Actual | Variance | Variance % | Budget |
| TOTAL CES EXPENSE | \$2,496 | \$1,846 | \$650 | 2% | \$22,220 | \$31,246 | (\$9,026) | -30% | \$29,776 |
| NGAT 2010-2014 | | | \$0 | | | \$9,150 | (\$9,150) | | |
| EXPENSE | \$2,496 | \$1,846 | \$650 | 2% | \$22,220 | \$22,096 | \$124 | 0% | \$29,776 |
| CES VP | \$22 | \$47 | (\$25) | -6% | \$329 | \$302 | \$26 | 7% | \$400 |
| Customer Programs | \$2,320 | \$1,748 | \$572 | 2% | \$21,031 | \$21,213 | (\$183) | -1% | \$28,228 |
| CES Pricing Products | \$1,670 | \$851 | \$819 | 4% | \$14,163 | \$14,336 | (\$174) | -1% | \$19,430 |
| Demand Response | \$32 | \$23 | \$9 | 1% | \$1,042 | \$1,010 | \$32 | 3% | \$1,136 |
| Distributed Generation | \$278 | \$477 | (\$199) | -6% | \$2,399 | \$2,655 | (\$256) | -8% | \$3,142 |
| Electric Vehicles | \$164 | \$231 | (\$67) | -3% | \$1,564 | \$1,645 | (\$81) | -4% | \$2,113 |
| Service Analysis | \$176 | \$165 | \$11 | 0% | \$1,863 | \$1,567 | \$296 | 12% | \$2,407 |
| Strategy Research & Analytics | \$154 | \$51 | \$103 | 9% | \$860 | \$580 | \$280 | 24% | \$1,148 |
| Data Analytics & Governance | \$25 | | \$25 | 8% | \$225 | | \$225 | 75% | \$300 |
| EE Strategy | \$129 | \$51 | \$78 | 9% | \$635 | \$580 | \$55 | 6% | \$848 |
| CAPITAL | \$125 | \$136 | (\$11) | 0% | \$2,759 | \$2,130 | \$629 | 18% | \$3,534 |
| CES VP | \$25 | \$25 | \$25 | 25% | \$75 | \$10 | \$65 | 65% | \$100 |
| Customer Programs | \$100 | \$140 | (\$40) | -1% | \$2,684 | \$2,119 | \$565 | 16% | \$3,434 |
| CES Pricing Products | \$346 | \$40 | \$306 | 18% | \$1,350 | \$810 | \$540 | 32% | \$1,700 |
| Distributed Generation | \$100 | \$100 | \$0 | 0% | \$1,334 | \$1,308 | \$26 | 1% | \$1,734 |
| Electric Vehicles | (\$346) | | (\$346) | | \$0 | | \$0 | 39% | \$0 |
| Strategy Research & Analytics | | (\$4) | \$4 | | | \$1 | (\$1) | | |
| Data Analytics & Governance | | (\$4) | \$4 | | | \$1 | (\$1) | | |
| NON EARNINGS EXPENSE | \$70,434 | \$65,805 | \$4,629 | 1% | \$577,057 | \$533,303 | \$43,754 | 6% | \$784,384 |
| CES VP | (\$671) | | (\$671) | 8% | (\$6,036) | \$5 | (\$6,041) | 75% | (\$8,048) |
| Customer Programs | \$29,101 | \$21,364 | \$7,736 | 2% | \$248,327 | \$222,803 | \$25,524 | 8% | \$323,955 |
| CES Pricing Products | \$13,570 | \$13,538 | \$32 | 0% | \$112,830 | \$111,256 | \$1,574 | 1% | \$152,429 |
| Demand Response | \$3,795 | \$4,502 | (\$708) | -2% | \$32,521 | \$30,428 | \$2,092 | 5% | \$44,895 |
| Distributed Generation | \$11,704 | \$3,307 | \$8,396 | 7% | \$102,012 | \$80,189 | \$21,823 | 17% | \$125,570 |
| Electric Vehicles | \$32 | \$17 | \$15 | 1% | \$964 | \$930 | \$35 | 3% | \$1,061 |
| Energy Efficiency Programs | \$39,596 | \$43,013 | (\$3,417) | -1% | \$312,577 | \$288,718 | \$23,859 | 5% | \$438,719 |
| Energy Efficiency Operations | \$6,100 | \$6,098 | \$2 | 0% | \$56,816 | \$40,889 | \$15,927 | 21% | \$75,247 |
| Energy Efficiency Products | \$4,274 | \$3,380 | \$894 | 2% | \$42,098 | \$38,326 | \$3,772 | 7% | \$57,927 |
| Energy Efficiency Programs | \$29,909 | \$30,453 | (\$544) | 0% | \$219,944 | \$201,758 | \$18,186 | 6% | \$313,900 |
| Energy Efficiency Programs Sr. Director | (\$686) | \$3,083 | (\$3,768) | 45% | (\$6,281) | \$7,745 | (\$14,026) | 168% | (\$8,354) |
| Strategy Research & Analytics | \$2,408 | \$1,426 | \$982 | 3% | \$22,188 | \$21,608 | \$581 | 2% | \$29,757 |
| EM&V | \$1,394 | \$955 | \$438 | 3% | \$12,071 | \$12,923 | (\$852) | -5% | \$16,251 |
| Data Analytics & Governance | \$326 | \$375 | (\$48) | -1% | \$2,941 | \$3,046 | (\$105) | -3% | \$3,904 |
| EE Strategy | \$226 | \$181 | \$45 | 1% | \$1,936 | \$1,323 | \$613 | 20% | \$3,065 |
| Policy Planning | \$88 | \$108 | (\$21) | -2% | \$807 | \$799 | \$9 | 1% | \$1,065 |
| CP Measurement & Evaluation | \$374 | (\$193) | \$567 | 10% | \$4,434 | \$3,517 | \$917 | 17% | \$5,472 |
| CES PCCs to Block | | \$2 | (\$2) | | | \$168 | (\$168) | | |
| OTHER BALANCE SHEET, | \$275 | (\$276) | \$551 | 4% | \$12,607 | \$5,647 | \$6,960 | 47% | \$14,800 |
| Customer Programs | | (\$104) | \$104 | | | (\$514) | \$514 | | |
| Demand Response | | (\$104) | \$104 | | | (\$514) | \$514 | | |
| Energy Efficiency Programs | \$275 | (\$172) | \$447 | 3% | \$12,607 | \$6,162 | \$6,446 | 44% | \$14,800 |
| Energy Efficiency Operations | | (\$22) | \$22 | | | (\$182) | \$182 | | |
| Energy Efficiency Products | | (\$423) | \$423 | | | \$314 | (\$314) | | |
| Energy Efficiency Programs | \$275 | \$273 | \$2 | 0% | \$12,607 | \$6,030 | \$6,577 | 44% | \$14,800 |
| BALANCING ACCOUNT CAPITAL | \$462 | \$291 | \$171 | 5% | \$3,275 | \$2,443 | \$832 | 22% | \$3,749 |
| Customer Programs | \$462 | \$291 | \$171 | 5% | \$3,275 | \$2,443 | \$832 | 22% | \$3,749 |
| Demand Response | \$462 | \$291 | \$171 | 5% | \$3,275 | \$2,443 | \$832 | 22% | \$3,749 |
| Grand Total | \$73,791 | \$67,802 | \$5,990 | 1% | \$617,918 | \$574,768 | \$43,149 | 5% | \$836,243 |

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

| Separately Funded | September | | | | YTD | | | | 2015 |
|-------------------------------|-----------|--------------|----------------|------------|--------|--------------|----------------|------------|--------|
| | Budget | Actual | Variance | Variance % | Budget | Actual | Variance | Variance % | Budget |
| EXPENSE | | \$246 | (\$246) | | | \$428 | (\$428) | | |
| Customer Programs | | \$207 | (\$207) | | | \$252 | (\$252) | | |
| CES Pricing Products | | \$207 | (\$207) | | | \$252 | (\$252) | | |
| Strategy Research & Analytics | | \$40 | (\$40) | | | \$176 | (\$176) | | |
| Data Analytics & Governance | | \$40 | (\$40) | | | \$176 | (\$176) | | |
| Grand Total | | \$246 | (\$246) | | | \$428 | (\$428) | | |



Non Earnings - Budget Variance - September

| Funding Cycle View | September | | | | YTD | | | | Annual Budget |
|-----------------------------|-----------------|-----------------|----------------|------------|------------------|------------------|-----------------|------------|------------------|
| | Budget | Actual | Variance | Variance % | Budget | Actual | Variance | Variance % | |
| NON EARNINGS EXPENSE | \$70,434 | \$65,805 | \$4,629 | 1% | \$577,057 | \$533,303 | \$43,754 | 6% | \$784,384 |
| 2009BRIDGE | | | \$0 | | | \$12 | (\$12) | | |
| ACEBA2007-11 | | | \$0 | | | \$0 | (\$0) | | |
| CAREBA | \$1,282 | \$955 | \$327 | 2% | \$10,886 | \$9,701 | \$1,185 | 9% | \$13,625 |
| CDABA | \$109 | \$194 | (\$85) | -6% | \$1,149 | \$1,556 | (\$407) | -28% | \$1,474 |
| CEE2006-08 | | | \$0 | | | (\$5) | \$5 | | |
| CEE2010-2012 | \$16 | \$111 | (\$94) | -37% | \$219 | \$8,489 | (\$8,270) | | \$253 |
| CEE2013-2015 | \$39,294 | \$42,472 | (\$3,178) | -1% | \$308,857 | \$288,802 | \$20,055 | 5% | \$434,534 |
| CSI2007-2016 | \$8,420 | \$1,801 | \$6,619 | 8% | \$73,036 | \$54,612 | \$18,424 | 21% | \$87,954 |
| CSITG2010-17 | \$697 | \$617 | \$80 | 1% | \$5,739 | \$4,817 | \$922 | 12% | \$7,747 |
| DPMA | \$562 | \$780 | (\$219) | -3% | \$5,494 | \$4,547 | \$947 | 13% | \$7,223 |
| DREBA2006-08 | (\$0) | | (\$0) | -52% | \$0 | \$0 | \$0 | 338% | \$0 |
| DREBA2009-11 | | | \$0 | | | \$1 | (\$1) | | |
| DREBA2012-14 | \$11 | (\$181) | \$192 | 3% | \$4,180 | \$5,650 | (\$1,470) | -20% | \$7,455 |
| DREBA2015-16 | \$4,052 | \$4,101 | (\$49) | 0% | \$32,922 | \$23,771 | \$9,151 | 21% | \$42,865 |
| ESAP2015 | \$12,390 | \$12,211 | \$179 | 0% | \$103,309 | \$101,338 | \$1,972 | 1% | \$140,554 |
| FERABA | | \$1 | (\$1) | | | \$21 | (\$21) | | |
| GHGEMA | \$86 | \$148 | (\$62) | -7% | \$607 | \$813 | (\$206) | -24% | \$874 |
| GHGNGBA | \$215 | | \$215 | 13% | \$1,159 | \$15 | \$1,144 | 71% | \$1,620 |
| GTSRMA | | \$404 | (\$404) | | | \$2,739 | (\$2,739) | | |
| LIEE2010-11 | | | \$0 | | | (\$3,522) | \$3,522 | | |
| LIEE2012 | | | \$0 | | | (\$1,716) | \$1,716 | | |
| LIEE2013 | | (\$7) | \$7 | | | (\$1,944) | \$1,944 | | |
| LIEE2014 | \$0 | (\$1) | \$1 | | (\$0) | (\$2,506) | \$2,506 | | (\$0) |
| Not assigned, | | \$583 | (\$583) | | | \$4,649 | (\$4,649) | | |
| RESERVED | | \$0 | (\$0) | | | \$1 | (\$1) | | |
| SGIP | \$2,438 | \$1,012 | \$1,425 | 5% | \$21,742 | \$23,336 | (\$1,595) | -6% | \$27,863 |
| SWMED13-14 | \$862 | \$603 | \$259 | 3% | \$7,757 | \$8,125 | (\$368) | -4% | \$10,342 |
| Grand Total | \$70,434 | \$65,805 | \$4,629 | 1% | \$577,057 | \$533,303 | \$43,754 | 6% | \$784,384 |

1 Not assigned represents BIP incentives recovered through DRAM

| Charge In Organizations | September | | | | YTD | | | | Annual Budget |
|---|-----------------|-----------------|------------------|-------------|------------------|-----------------|------------------|------------|------------------|
| | Budget | Actual | Variance | Variance % | Budget | Actual | Variance | Variance % | |
| NON EARNINGS EXPENSE | \$12,010 | \$21,168 | (\$9,158) | -7% | \$104,174 | \$93,492 | \$10,682 | 8% | \$133,549 |
| CES Pricing Products | \$2,048 | \$1,897 | \$151 | 1% | \$14,925 | \$14,268 | \$657 | 3% | \$19,046 |
| CES Pricing Products | | \$47 | (\$47) | | | \$355 | (\$355) | | |
| Customer Insight | \$79 | \$61 | \$18 | 1% | \$980 | \$768 | \$212 | 15% | \$1,440 |
| Energy Efficiency Products | | \$111 | (\$111) | | | \$864 | (\$864) | | |
| IT-BusTech-Cust Care PCC | \$221 | \$254 | (\$33) | -1% | \$1,845 | \$1,785 | \$59 | 3% | \$2,297 |
| Dir-Solutions Marketing and Adverstising | \$1,254 | \$1,144 | \$110 | 1% | \$7,951 | \$7,081 | \$870 | 9% | \$9,694 |
| Customer Impact - Rate Outreach | \$113 | \$44 | \$70 | 5% | \$1,000 | \$822 | \$178 | 13% | \$1,340 |
| Business Impact Operations | \$80 | \$69 | \$10 | 1% | \$701 | \$642 | \$59 | 6% | \$940 |
| Contact Centers | \$256 | \$164 | \$92 | 3% | \$2,035 | \$1,636 | \$398 | 14% | \$2,784 |
| ES&S Bay Area Region | \$46 | \$3 | \$43 | 8% | \$413 | \$233 | \$180 | 33% | \$550 |
| ES&S Central Coast Region North | | | \$0 | | | \$46 | (\$46) | | |
| ES&S Northern Region | \$0 | \$1 | (\$0) | | (\$0) | \$15 | (\$15) | | (\$0) |
| ES&S Central Valley Region | | \$0 | (\$0) | | | \$21 | (\$21) | | |
| Demand Response | \$828 | \$1,305 | (\$476) | -5% | \$7,525 | \$7,198 | \$327 | 4% | \$9,127 |
| Customer Insight | \$76 | \$109 | (\$34) | -6% | \$319 | \$260 | \$59 | 11% | \$531 |
| IT/EDS | | \$7 | (\$7) | | | \$6 | (\$6) | | |
| IT-BusTech-Cust Care PCC | \$248 | \$489 | (\$242) | -6% | \$3,344 | \$2,897 | \$447 | 11% | \$4,056 |
| Dir-Solutions Marketing and Adverstising | \$401 | \$561 | (\$159) | -5% | \$2,937 | \$2,765 | \$173 | 5% | \$3,302 |
| Customer Billing | \$13 | \$10 | \$3 | 2% | \$107 | \$90 | \$17 | 11% | \$146 |
| Energy Data Services | \$25 | \$88 | (\$63) | -21% | \$226 | \$801 | (\$575) | -192% | \$300 |
| Solutions Marketing | | \$0 | \$0 | | | (\$2) | \$2 | | |
| Not assigned | | \$2 | (\$2) | | | \$19 | (\$19) | | |
| Business Impact Operations | \$5 | \$0 | \$5 | 8% | \$43 | \$12 | \$31 | 53% | \$58 |
| ES&S Bay Area Region | \$61 | \$37 | \$24 | 3% | \$550 | \$350 | \$200 | 27% | \$735 |
| ES&S Northern Region | (\$0) | | (\$0) | | (\$0) | | (\$0) | | \$0 |
| ES&S Central Coast Region South | (\$0) | | (\$0) | | (\$0) | | (\$0) | | (\$0) |
| Distributed Generation | \$250 | \$38 | \$212 | 9% | \$1,831 | \$1,489 | \$343 | 15% | \$2,303 |
| Customer Insight | \$0 | \$18 | (\$18) | -16% | \$113 | \$123 | (\$9) | -8% | \$113 |
| Dir-Solutions Marketing and Adverstising | \$240 | \$18 | \$221 | 10% | \$1,675 | \$1,357 | \$318 | 15% | \$2,114 |
| Contact Centers | \$11 | \$2 | \$9 | 12% | \$44 | \$9 | \$34 | 45% | \$76 |
| Energy Efficiency Operations | \$2,347 | \$2,662 | (\$315) | -1% | \$20,987 | \$10,878 | \$10,108 | 37% | \$27,389 |
| Applied Tech Svcs | \$140 | \$135 | \$4 | 0% | \$1,647 | \$1,149 | \$498 | 23% | \$2,138 |
| Central Inspections | \$580 | \$493 | \$86 | 1% | \$5,216 | (\$5,323) | \$10,538 | 152% | \$6,927 |
| IT-BusTech-Cust Care PCC | \$1,246 | \$1,743 | (\$497) | -4% | \$10,925 | \$11,863 | (\$939) | -7% | \$14,009 |
| Business Finance Cust Energy Solutions | \$160 | \$127 | \$33 | 2% | \$1,281 | \$1,209 | \$72 | 4% | \$1,775 |
| Corp Services Sourcing PCC | \$186 | \$164 | \$22 | 1% | \$1,613 | \$1,604 | \$8 | 0% | \$2,125 |
| Law Department | \$36 | (\$1) | \$37 | 9% | \$306 | \$375 | (\$69) | -17% | \$414 |
| Energy Efficiency Products | \$252 | \$218 | \$35 | 1% | \$2,092 | \$2,294 | (\$202) | -7% | \$2,762 |
| IT-BusTech-Cust Care PCC | \$242 | \$167 | \$75 | 3% | \$2,002 | \$1,812 | \$190 | 7% | \$2,642 |
| Contact Centers | \$10 | \$18 | (\$8) | -6% | \$90 | \$124 | (\$34) | -28% | \$120 |
| Digital Channel Strategy | | \$33 | (\$33) | | | \$358 | (\$358) | | |
| Energy Efficiency Programs | \$5,845 | \$13,114 | (\$7,269) | -11% | \$52,643 | \$54,018 | (\$1,375) | -2% | \$67,417 |
| Customer Insight | \$111 | \$155 | (\$44) | -2% | \$1,668 | \$1,548 | \$121 | 6% | \$2,188 |
| Bay Ren/MEA | \$1,726 | \$7,494 | (\$5,768) | -39% | \$12,040 | \$14,067 | (\$2,028) | -14% | \$14,607 |
| IT-BusTech-Cust Care PCC | \$325 | \$189 | \$136 | 5% | \$1,766 | \$794 | \$972 | 38% | \$2,591 |
| Dir-Solutions Marketing and Adverstising | \$1,712 | \$3,528 | (\$1,816) | -7% | \$19,485 | \$20,564 | (\$1,079) | -4% | \$24,340 |
| Customer Impact Director | | \$0 | \$0 | | | (\$7) | \$7 | | |
| Business Impact Operations | \$113 | \$78 | \$35 | 3% | \$1,000 | \$655 | \$345 | 26% | \$1,340 |
| Contact Centers | \$49 | \$35 | \$14 | 3% | \$400 | \$410 | (\$11) | -2% | \$538 |
| ES&S Bay Area Region | \$1,808 | \$1,635 | \$173 | 1% | \$16,285 | \$15,916 | \$369 | 2% | \$21,813 |
| ES&S Central Coast Region North | | | \$0 | | | \$0 | (\$0) | | |
| ES&S Northern Region | | | \$0 | | | \$0 | (\$0) | | |
| ES&S Central Coast Region South | | | \$0 | | | \$3 | (\$3) | | |
| Customer Impact Operations | | | \$0 | | | \$68 | (\$68) | | |
| Data Analytics & Governance | \$35 | \$53 | (\$18) | -3% | \$532 | \$424 | \$108 | 16% | \$656 |
| IT-BusTech-Cust Care PCC | \$35 | \$53 | (\$18) | -3% | \$532 | \$424 | \$108 | 16% | \$656 |
| Energy Efficiency Programs Sr. Director | \$404 | \$1,882 | (\$1,478) | -30% | \$3,638 | \$2,922 | \$715 | 15% | \$4,850 |
| IT-BusTech-Cust Care PCC | | \$0 | \$0 | | | (\$0) | \$0 | | |
| Solutions Marketing | \$375 | \$1,853 | (\$1,478) | -33% | \$3,375 | \$2,683 | \$692 | 15% | \$4,500 |
| ES&S Bay Area Region | \$29 | \$29 | (\$0) | 0% | \$263 | \$239 | \$23 | 7% | \$350 |
| CLOSED-Policy Implementation & Reporting | \$0 | \$0 | \$0 | 0% | \$0 | \$0 | \$0 | 0% | \$0 |
| Customer Impact Director | | \$0 | \$0 | | | (\$0) | \$0 | | |
| Grand Total | \$12,010 | \$21,168 | (\$9,158) | -7% | \$104,174 | \$93,492 | \$10,682 | 8% | \$133,549 |