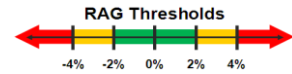


**Customer Energy Solutions: REM
Financial Performance
January 2014**



\$ in Thousands

Customer Energy Solutions	Jan Plan	Jan Actual	Jan Variance	RAG Status	YTD Jan Plan	YTD Jan Actual	YTD Jan Variance	RAG Status	Annual Plan (REM)
Expense	\$3,458	\$2,379	\$1,079	2.5%	\$3,458	\$2,379	\$1,079	2.5%	\$43,901
CES VP	\$1,488	\$1,507	(\$19)	-0.1%	\$1,488	\$1,507	(\$19)	-0.1%	\$20,940
Customer Programs	\$1,622	\$848	\$774	4.2%	\$1,622	\$848	\$774	4.2%	\$18,590
Distributed Generation	\$241	\$158	\$82	4.4%	\$241	\$158	\$82	4.4%	\$1,883
Demand Response	\$258	\$60	\$198	10.1%	\$258	\$60	\$198	10.1%	\$1,964
Service Analysis	\$179	\$248	(\$69)	-2.6%	\$179	\$248	(\$69)	-2.6%	\$2,664
CES Pricing Products	\$945	\$383	\$563	4.7%	\$945	\$383	\$563	4.7%	\$12,079
PDP	\$332	\$135	\$197	3.7%	\$332	\$135	\$197	3.7%	\$5,330
Non-PDP	\$613	\$247	\$366	12.8%	\$613	\$247	\$366	12.8%	\$2,850
Energy Efficiency Programs	\$314	\$14	\$300	8.6%	\$314	\$14	\$300	8.6%	\$3,508
EE Strategy & Market Development	\$33	\$9	\$24	2.7%	\$33	\$9	\$24	2.7%	\$863
CES PCCs to Block	\$0	\$0	(\$0)		\$0	\$0	(\$0)		\$0
Capital	\$0	\$65	(\$65)	-2.4%	\$0	\$65	(\$65)	-2.4%	\$2,700
CES VP	\$0	\$70	(\$70)	-2.6%	\$0	\$70	(\$70)	-2.6%	\$2,700
Customer Programs	\$0	(\$5)	\$5		\$0	(\$5)	\$5		\$0
Non Earnings (includes current & past funding cycles)	\$54,289	\$35,881	\$18,407	2.1%	\$54,289	\$35,881	\$18,407	2.1%	\$871,603
CES VP	\$0	\$0	(\$0)		\$0	\$0	(\$0)		\$0
CES Business Operations - Data Analytics and Governance	\$1,119	\$692	\$428	3.1%	\$1,119	\$692	\$428	3.1%	\$13,815
Customer Programs	\$18,383	\$7,515	\$10,868	4.8%	\$18,383	\$7,515	\$10,868	4.8%	\$226,335
Distributed Generation	\$14,475	\$5,582	\$8,893	5.1%	\$14,475	\$5,582	\$8,893	5.1%	\$172,915
Demand Response	\$3,188	\$1,450	\$1,739	4.4%	\$3,188	\$1,450	\$1,739	4.4%	\$39,686
CES Pricing Products	\$719	\$483	\$236	1.7%	\$719	\$483	\$236	1.7%	\$13,734
Energy Efficiency Programs	\$31,434	\$27,293	\$4,141	0.7%	\$31,434	\$27,293	\$4,141	0.7%	\$596,066
Channel Engagement	\$7,424	\$14,906	(\$7,482)	-3.4%	\$7,424	\$14,906	(\$7,482)	-3.4%	\$217,591
CES Core Products	\$20,264	\$10,350	\$9,914	2.9%	\$20,264	\$10,350	\$9,914	2.9%	\$336,252
CES Operations	\$3,745	\$2,036	\$1,709	4.0%	\$3,745	\$2,036	\$1,709	4.0%	\$42,223
EE Strategy & Market Development	\$3,353	\$517	\$2,837	8.0%	\$3,353	\$517	\$2,837	8.0%	\$35,387
EE Strategy and Market Dev	\$337	\$141	\$195	5.3%	\$337	\$141	\$195	5.3%	\$3,713
EM&V	\$3,016	\$375	\$2,641	8.3%	\$3,016	\$375	\$2,641	8.3%	\$31,674
CES PCCs to Block	\$0	(\$134)	\$134		\$0	(\$134)	\$134		\$0
Other ¹	\$2,260	\$1,144	\$1,116	5.8%	\$2,260	\$1,144	\$1,116	5.8%	\$19,353
Customer Programs	\$0	\$1	(\$1)		\$0	\$1	(\$1)		\$0
Energy Efficiency Programs	\$2,260	\$1,144	\$1,117	5.8%	\$2,260	\$1,144	\$1,117	5.8%	\$19,353
Products & Programs	\$2,260	\$1,144	\$1,117	5.8%	\$2,260	\$1,144	\$1,117	5.8%	\$19,353

¹ Other includes other balance sheet items such as prepaid assets including contract license prepayments, OBF Loan Pool, and prepaid wireless subscriptions

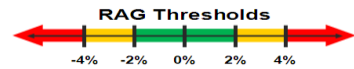
Special Reporting Items ²

Customer Energy Solutions	Jan Plan	Jan Actual	Jan Variance	RAG Status	YTD Jan Plan	YTD Jan Actual	YTD Jan Variance	RAG Status	Annual Plan (REM)
New Revenue Development ³	\$1,058	\$2,043	(\$985)	-4.7%	\$1,058	\$2,043	(\$985)	-4.7%	\$21,003
Expense	\$1,058	\$2,038	(\$980)	-4.7%	\$1,058	\$2,038	(\$980)	-4.7%	\$21,003
Non Earnings	\$0	\$5	(\$5)		\$0	\$5	(\$5)		\$0
Greenhouse Gas Expense Memo Account	\$114	\$100	\$15	0.4%	\$114	\$100	\$15	0.4%	\$3,521
Expense	\$0	\$101	(\$101)		\$0	\$101	(\$101)		\$0
Non Earnings	\$114	(\$1)	\$115	3.3%	\$114	(\$1)	\$115	3.3%	\$3,521
Customer Data Access (CDA)	\$390	\$213	\$177	2.1%	\$390	\$213	\$177	2.1%	\$8,597
Capital	\$326	\$187	\$138	1.8%	\$311	\$200	\$111	1.4%	\$7,850
Non Earnings	\$64	\$26	\$38	5.1%	\$64	\$26	\$38	5.1%	\$747
CES Customer Programs (HAN DR Project)	\$887	\$591	\$296	4.7%	\$887	\$591	\$296	4.7%	\$6,270
Capital	\$837	\$591	\$246	4.1%	\$837	\$591	\$246	4.1%	\$5,945
Non Earnings	\$50	\$0	\$50	15.4%	\$50	\$0	\$50	15.4%	\$325

² Special Reporting Items are not included in the totals above

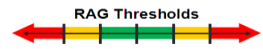
³ NRD expense is net of reimbursements; revenues are not included

CES Non Earnings Program View: REM



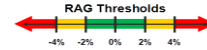
CEE Funding Cycle	Jan Plan (REM)	Jan Actual	Jan Variance	RAG Status	YTD Jan Plan (REM)	YTD Jan Actual	YTD Jan Variance	RAG Status	Annual Plan(REM)
Overall Result	\$ 54,374	\$ 35,910	\$ 18,464	2.1%	\$ 54,374	\$ 35,910	\$ 18,464	2.1%	\$ 872,748
2009BRIDGE	\$ 39	\$ 4	\$ 35	7.1%	\$ 39	\$ 4	\$ 35	7.1%	\$ 488
CAREBA	\$ 1,062	\$ 520	\$ 542	4.3%	\$ 1,062	\$ 520	\$ 542	4.3%	\$ 12,628
CDABA	\$ 66	\$ 29	\$ 37	4.9%	\$ 66	\$ 29	\$ 37	4.9%	\$ 768
CEE2010-2012	\$ 1,436	-\$ 5,139	\$ 6,575	24.3%	\$ 1,436	-\$ 5,139	\$ 6,575	24.3%	\$ 27,026
CEE2013-2014	\$ 21,721	\$ 31,465	-\$ 9,744	-2.4%	\$ 21,721	\$ 31,465	-\$ 9,744	-2.4%	\$ 412,826
CSI2007-2016	\$ 8,710	\$ 4,557	\$ 4,153	3.4%	\$ 8,710	\$ 4,557	\$ 4,153	3.4%	\$ 121,152
CSITG2010-17	\$ 557	\$ 336	\$ 222	2.1%	\$ 557	\$ 336	\$ 222	2.1%	\$ 10,571
DP2008-2011		\$ 34	-\$ 34			\$ 34	-\$ 34		
DPMA	\$ 374	\$ 222	\$ 152	1.5%	\$ 374	\$ 222	\$ 152	1.5%	\$ 9,924
DREBA2006-08		\$ 457	-\$ 457			\$ 457	-\$ 457		
DREBA2009-11		\$ 1	-\$ 1			\$ 1	-\$ 1		
DREBA2012-14	\$ 4,481	\$ 1,426	\$ 3,055	5.8%	\$ 4,481	\$ 1,426	\$ 3,055	5.8%	\$ 52,801
FERABA		\$ 4	-\$ 4			\$ 4	-\$ 4		
LIEE2012		\$ 0	\$ 0			\$ 0	\$ 0		
LIEE2013		-\$ 3,758	\$ 3,758			-\$ 3,758	\$ 3,758		
LIEE2014	\$ 9,186	\$ 5,101	\$ 4,085	2.5%	\$ 9,186	\$ 5,101	\$ 4,085	2.5%	\$ 164,490
RCES 2012-13	\$ 29	\$ 10	\$ 19	7.7%	\$ 29	\$ 10	\$ 19	7.7%	\$ 252
SGIP	\$ 5,648	\$ 641	\$ 5,006	10.0%	\$ 5,648	\$ 641	\$ 5,006	10.0%	\$ 49,895
SWMEO13-14	\$ 1,061	\$ 0	\$ 1,061	10.7%	\$ 1,061	\$ 0	\$ 1,061	10.7%	\$ 9,928
Not assigned	\$ 5		\$ 5		\$ 5		\$ 5		\$ 0

Non-Earnings Charge-In Organizations: REM



Budget Level 4	Client Cost Center	Jan Plan (RE)	Jan Actual	Jan Variance	RAG Status	YTD Jan Plan	YTD Jan Actual	YTD Variance	RAG Status	Annual Plan (REM)
Overall Result		\$ 8,144	\$ 5,739	\$ 2,404	2.1%	\$ 8,144	\$ 5,739	\$ 2,404	2.1%	\$ 114,446
CES Operations	Result	\$ 795	\$ 655	\$ 140	1.6%	\$ 795	\$ 655	\$ 140	1.6%	\$ 8,890
	Central Inspections		\$ 1	\$ -1			\$ 1	\$ -1		
	Smarter Energy Line	\$ 177	\$ 88	\$ 88	6.3%	\$ 177	\$ 88	\$ 88	6.3%	\$ 1,400
	Applied Technology Services	\$ 145	\$ 168	\$ -23	-1.3%	\$ 145	\$ 168	\$ -23	-1.3%	\$ 1,810
	IT-BusTech-Cust Care PCC	\$ 473	\$ 399	\$ 75	1.3%	\$ 473	\$ 399	\$ 75	1.3%	\$ 5,680
CES PCCs to Block	Result		\$ 1	\$ -1			\$ 1	\$ -1		
	Sustainable Communities		\$ 1	\$ -1			\$ 1	\$ -1		
Channel Engagement	Result	\$ 2,638	\$ 2,329	\$ 309	0.8%	\$ 2,638	\$ 2,329	\$ 309	0.8%	\$ 40,392
	ES&S North Coast Division	\$ 62	\$ 62	\$ 0	0.0%	\$ 62	\$ 62	\$ 0	0.0%	\$ 736
	ES&S San Jose Division	\$ 58	\$ 85	\$ -27	-4.0%	\$ 58	\$ 85	\$ -27	-4.0%	\$ 691
	ES&S Chico Division	\$ 76	\$ 49	\$ 27	2.9%	\$ 76	\$ 49	\$ 27	2.9%	\$ 908
	ES&S Sacramento Division	\$ 71	\$ 55	\$ 16	1.9%	\$ 71	\$ 55	\$ 16	1.9%	\$ 853
	ES&S Fresno Division	\$ 86	\$ 83	\$ 3	0.3%	\$ 86	\$ 83	\$ 3	0.3%	\$ 1,024
	ES&S Kern Division	\$ 73	\$ 48	\$ 25	2.9%	\$ 73	\$ 48	\$ 25	2.9%	\$ 873
	ES&S Stockton Division	\$ 53	\$ 61	\$ -8	-1.3%	\$ 53	\$ 61	\$ -8	-1.3%	\$ 636
	ES&S East Bay Division	\$ 35	\$ 53	\$ -17	-4.1%	\$ 35	\$ 53	\$ -17	-4.1%	\$ 422
	ES&S SF Division	\$ 62	\$ 71	\$ -9	-1.2%	\$ 62	\$ 71	\$ -9	-1.2%	\$ 742
	Fed/State/Ind SAM	\$ 19	\$ 270	\$ -251	-5.3%	\$ 19	\$ 270	\$ -251	-5.3%	\$ 4,734
	Government & Community Partnerships	\$ 1,023	\$ 582	\$ 441	3.0%	\$ 1,023	\$ 582	\$ 441	3.0%	\$ 14,850
	ES&S Northern Director		\$ 0	\$ 0			\$ 0	\$ 0		
	ES&S Peninsula Division	\$ 43	\$ 41	\$ 1	0.3%	\$ 43	\$ 41	\$ 1	0.3%	\$ 510
	ES&S De Anza Division	\$ 26	\$ 31	\$ -5	-1.6%	\$ 26	\$ 31	\$ -5	-1.6%	\$ 311
	ES&S Diablo Division	\$ 69	\$ 65	\$ 4	0.5%	\$ 69	\$ 65	\$ 4	0.5%	\$ 820
	ES&S Mission Division	\$ 54	\$ 49	\$ 5	0.8%	\$ 54	\$ 49	\$ 5	0.8%	\$ 645
	ES&S Central Coast Division	\$ 58	\$ 66	\$ -8	-1.1%	\$ 58	\$ 66	\$ -8	-1.1%	\$ 697
	ES&S Los Padres Division	\$ 32	\$ 36	\$ -4	-1.0%	\$ 32	\$ 36	\$ -4	-1.0%	\$ 388
	ES&S Yosemite Division	\$ 77	\$ 90	\$ -12	-1.3%	\$ 77	\$ 90	\$ -12	-1.3%	\$ 923
	ES&S Sierra Division	\$ 75	\$ 66	\$ 19	2.2%	\$ 75	\$ 66	\$ 19	2.2%	\$ 898
	ES&S Humboldt Division	\$ 12	\$ 18	\$ -6	-4.4%	\$ 12	\$ 18	\$ -6	-4.4%	\$ 138
	ES&S North Bay Division	\$ 35	\$ 39	\$ -4	-1.0%	\$ 35	\$ 39	\$ -4	-1.0%	\$ 422
	ES&S Central Coast North Director		\$ 0	\$ 0			\$ 0	\$ 0		
	IT-BusTech-Cust Care PCC	\$ 450	\$ 311	\$ 139	2.0%	\$ 450	\$ 311	\$ 139	2.0%	\$ 7,100
	Sales Operations	\$ 64	\$ 39	\$ 25	3.3%	\$ 64	\$ 39	\$ 25	3.3%	\$ 761
	Sustainable Communities	\$ 26	\$ 69	\$ -43	-13.6%	\$ 26	\$ 69	\$ -43	-13.6%	\$ 312
Data, Analytics & Governance	Result	\$ 481	\$ 321	\$ 160	2.5%	\$ 481	\$ 321	\$ 160	2.5%	\$ 6,396
	Law Department	\$ 41	\$ 3	\$ 38	7.7%	\$ 41	\$ 3	\$ 38	7.7%	\$ 489
	Customer Care Financial Management	\$ 136	\$ 115	\$ 21	1.4%	\$ 136	\$ 115	\$ 21	1.4%	\$ 1,570
	Sourcing - Customer Care	\$ 196	\$ 128	\$ 67	2.6%	\$ 196	\$ 128	\$ 67	2.6%	\$ 2,549
	IT-BusTech-Cust Care PCC	\$ 108	\$ 74	\$ 34	1.9%	\$ 108	\$ 74	\$ 34	1.9%	\$ 1,787
Demand Response	Result	\$ 696	\$ 1,169	\$ -473	-5.7%	\$ 696	\$ 1,169	\$ -473	-5.7%	\$ 8,280
	IT-BusTech-Cust Care PCC	\$ 696	\$ 1,169	\$ -473	-5.7%	\$ 696	\$ 1,169	\$ -473	-5.7%	\$ 8,280
CES Pricing Products	Result	\$ 228	\$ 122	\$ 106	2.0%	\$ 228	\$ 122	\$ 106	2.0%	\$ 5,273
	CC Sacramento Contact Center	\$ 219	\$ 104	\$ 116	2.4%	\$ 219	\$ 104	\$ 116	2.4%	\$ 4,748
	Customer Research		\$ 12	\$ -12			\$ 12	\$ -12		
	IT-BusTech-Cust Care PCC	\$ 9	\$ 7	\$ 2	0.4%	\$ 9	\$ 7	\$ 2	0.4%	\$ 525
Products & Programs	Result	\$ 3,305	\$ 1,143	\$ 2,162	4.8%	\$ 3,305	\$ 1,143	\$ 2,162	4.8%	\$ 45,214
	Customer Research	\$ 64	\$ 33	\$ 31	1.5%	\$ 64	\$ 33	\$ 31	1.5%	\$ 2,141
	Govt, Com, AG	\$ 110	\$ 96	\$ 14	1.1%	\$ 110	\$ 96	\$ 14	1.1%	\$ 1,323
	Res Rates, DR and Low Income (CARE/ESA)	\$ 778	\$ 254	\$ 525	5.1%	\$ 778	\$ 254	\$ 525	5.1%	\$ 10,349
	Marketing Ops	\$ 22	\$ 23	\$ -1	-0.3%	\$ 22	\$ 23	\$ -1	-0.3%	\$ 269
	Mktg - Residential and LC&I	\$ 1,766	\$ 405	\$ 1,361	6.9%	\$ 1,766	\$ 405	\$ 1,361	6.9%	\$ 19,814
	Customer Insight Director	\$ 1	\$ 0	\$ 1	8.3%	\$ 1	\$ 0	\$ 1	8.3%	\$ 15
	Customer Strategy & Analysis	\$ 35	\$ 7	\$ 28	3.6%	\$ 35	\$ 7	\$ 28	3.6%	\$ 772
	CIS - Data Management	\$ 47	\$ 107	\$ -60	-10.5%	\$ 47	\$ 107	\$ -60	-10.5%	\$ 567
	Mktg - Small Medium Business and PDP	\$ 319	\$ 129	\$ 190	4.3%	\$ 319	\$ 129	\$ 190	4.3%	\$ 4,423
	IT-BusTech-Cust Care PCC	\$ 162	\$ 89	\$ 72	1.3%	\$ 162	\$ 89	\$ 72	1.3%	\$ 5,542

IT Change-in Detail
(included in totals above)



Budget Level 4	Planning Order	Jan Plan	Jan Actual	Jan Variance	RAG Status	YTD Jan Plan	YTD Jan Actual	YTD Jan Variance	RAG Status	Annual Plan (REM)
Overall Result		\$ 1,898	\$ 2,049	-\$ 151	-8.5%	\$ 1,898	\$ 2,049	-\$ 151	-8.5%	\$ 28,914
CES Operations	MDSS-IT-CHIN-13973-CEE2010-2012		\$ 25	-\$ 25			\$ 25	-\$ 25		
	CES-13973-CS12007-16-CHIN-14871-IT-MDSS	\$ 18	\$ 9	\$ 9	4.2%	\$ 18	\$ 9	\$ 9	4.2%	\$ 220
	CES-13973-DREBA12-14-CHIN-14871-IT-MDSS	\$ 10	\$ 7	\$ 3	2.3%	\$ 10	\$ 7	\$ 3	2.3%	\$ 115
	CES-12832-CAREBA-CHIN-14871-IT-ONE SYS	\$ 75	\$ 53	\$ 22	2.5%	\$ 75	\$ 53	\$ 22	2.5%	\$ 900
	CES-13973-CEE2013-14-CHIN-14871-IT-MDSS	\$ 370	\$ 305	\$ 65	1.5%	\$ 370	\$ 305	\$ 65	1.5%	\$ 4,445
Channel Engagement	CES-14196-CEE2013-14-CHIN-14871-IT-SFA	\$ 450	\$ 265	\$ 185	2.6%	\$ 450	\$ 265	\$ 185	2.6%	\$ 7,100
	CES-14196-CEE2013-14-CHIN-14871-IT-PRDB		\$ 46	-\$ 46			\$ 46	-\$ 46		
Data, Analytics & Governance	CES-14195-CEE2013-14-CHIN-14871-IT-PPA	\$ 43	\$ 65	-\$ 22	-4.2%	\$ 43	\$ 65	-\$ 22	-4.2%	\$ 520
	CEB13-14-14195-CHIN-14871-EE APPL FILING	\$ 30	\$ 30	\$ 0	20.0%	\$ 30	\$ 30	\$ 0	20.0%	\$ 150
	CEE13-14-14195-CHIN-14871-SAS	\$ 5	\$ 5	\$ 0	3.7%	\$ 5	\$ 5	\$ 0	3.7%	\$ 134
	CEE13-14-14195-CHIN-14871-TABLEAU	\$ 10	\$ 9	\$ 1	0.0%	\$ 10	\$ 9	\$ 1	0.0%	\$ 450
	CEE13-14-14195-CHIN-14871-TERADATA	\$ 5	\$ 5	\$ 0	3.1%	\$ 5	\$ 5	\$ 0	3.1%	\$ 163
	DREBA12-14-14195-CHIN-14871-SAS	\$ 5	\$ 5	\$ 0	2.4%	\$ 5	\$ 5	\$ 0	2.4%	\$ 208
	DREBA12-14-14195-CHIN-14871-TERADATA	\$ 10	\$ 10	\$ 0	6.1%	\$ 10	\$ 10	\$ 0	6.1%	\$ 163
Demand Response	BUD-12-CES-Chin-10847-DREBA2012-14-DRMI		\$ 11	-\$ 11			\$ 11	-\$ 11		
	DR OP EnhanceIT-CHIN-12835-DR2012-14	\$ 99	\$ 178	-\$ 79	-6.7%	\$ 99	\$ 178	-\$ 79	-6.7%	\$ 1,186
	DRE IT O&M-IT-CHIN-12835-DREBA12-14	\$ 39	\$ 39	\$ 0	7.8%	\$ 39	\$ 39	\$ 0	7.8%	\$ 500
	CES-12835-DR2012-14-CHIN-11179-EDS	\$ 32	\$ 32	\$ 0	8.8%	\$ 32	\$ 32	\$ 0	8.8%	\$ 360
	CES-10847-DREBA2012-14-CHIN-11208-CB	\$ 13	\$ 13	\$ 0	8.3%	\$ 13	\$ 13	\$ 0	8.3%	\$ 152
	CES-10847-DREBA2012-14-CHIN-14871-IT HAN	\$ 25	\$ 25	\$ 0	14.3%	\$ 25	\$ 25	\$ 0	14.3%	\$ 175
	CES-10847-DREBA2012-14-CHIN-14871-IT LDR				0.0%				0.0%	\$ 160
	CES-10847-DREBA2012-14-CHIN-14871-IT RDR				0.0%				0.0%	\$ 3,000
	CES-10847-CEE2013-14-CHIN-14871-IT-IDA	\$ 33	-\$ 33			\$ 33	-\$ 33			
	CES-CHIN-10847-DREBA2012-14-DRMS	\$ 830	-\$ 830			\$ 830	-\$ 830			
	CES-10847-DREBA2012-14-CHIN-PLS	\$ 3	-\$ 3			\$ 3	-\$ 3			
	CES-10847-DREBA2012-14-IT-CHIN-DRMS	\$ 183	\$ 56	\$ 127	7.2%	\$ 183	\$ 56	\$ 127	7.2%	\$ 1,753
	CES-10847-DREBA2012-14-CHIN-IT DRE	\$ 4	\$ 3	\$ 1	5.0%	\$ 4	\$ 3	\$ 1	5.0%	\$ 11
	CES-10847-DREBA2012-14-CHIN-DP_R24	\$ 278	\$ 30	\$ 247	29.7%	\$ 278	\$ 30	\$ 247	29.7%	\$ 833
	CES-10847-DREBA12-14-CHIN-14871-RATE ENG	\$ 25	\$ 25	\$ 0	16.7%	\$ 25	\$ 25	\$ 0	16.7%	\$ 150
	CES-10847-DREBA2012-14-IT-CHIN-SMARTAC	\$ 24	-\$ 24			\$ 24	-\$ 24			
CES Pricing Products	CES-13773-CAREBA-CHIN-14871-IT-O&M	\$ 9	\$ 7	\$ 2	0.4%	\$ 9	\$ 7	\$ 2	0.4%	\$ 525
Products & Programs	CES-14709-CEE2013-14-CHIN-14871-IT-C3	\$ 74	\$ 10	\$ 65	7.1%	\$ 74	\$ 10	\$ 65	7.1%	\$ 908
	CES-14709-CEE2013-14-CHIN-14871-IT-OPWR	\$ 67	\$ 72	-\$ 5	-0.9%	\$ 67	\$ 72	-\$ 5	-0.9%	\$ 862
	CES-BAL-14709-DREBA2012-14-CHIN-IT	\$ 6	\$ 6	\$ 0	8.2%	\$ 6	\$ 6	\$ 0	8.2%	\$ 72
	CES-14197-CEE2013-14-CHIN-14871-IT-FINCG				0.0%				0.0%	\$ 3,000
	CES-14709-CEE2013-14-CHIN-14871-IT-DAS				0.0%				0.0%	\$ 500
	CES-14709-CEE2013-14-CHIN-14871-IT-ET	\$ 8	\$ 8	\$ 0	8.3%	\$ 8	\$ 8	\$ 0	8.3%	\$ 100
	CES-14709-CEE2013-14-CHIN-14871-IT-WB	\$ 6	\$ 8	-\$ 2	-1.8%	\$ 6	\$ 8	-\$ 2	-1.8%	\$ 100

New Revenue Development

Income Statement

\$ in Thousands

New Revenue Development	Jan Actual	Jan Budget	Jan Delta	YTD Jan Actual	YTD Jan Budget	YTD Jan Delta	Actual + Budget	Annual Budget	Delta
Revenue	4,330	3,458	872	4,330	3,458	872	54,008	53,136	872
Wireless	2,513	2,352	161	2,513	2,352	161	28,379	28,238	141
Fiber Svcs	396	332	64	396	332	64	4,043	3,978	64
New Products	1,421	775	646	1,421	775	646	21,586	20,940	646
Reimbursements	814	468	346	814	468	346	5,959	5,613	346
Wireless	458	398	59	458	398	59	4,837	4,778	59
Fiber Svcs	25	0	15	25	0	15	130	15	115
New Products	331	60	271	331	60	271	991	720	271
Expense	(2,851)	(1,272)	(1,580)	(2,861)	(1,272)	(1,589)	(28,228)	(26,639)	(1,589)
Wireless	(897)	(510)	(387)	(897)	(510)	(387)	(7,836)	(7,449)	(387)
Fiber Svcs	(95)	(84)	(11)	(95)	(84)	(11)	(1,025)	(1,014)	(11)
New Products	(1,792)	(595)	(1,197)	(1,802)	(595)	(1,207)	(18,382)	(17,176)	(1,207)
Street Light Inv Prj	(67)	(83)	15	(67)	(83)	15	(985)	(1,000)	15
Std. Cost Var.	0	(254)	254	0	(254)	254	276	22	254
Net Revenues	2,292	2,401	(109)	2,283	2,401	(118)	32,015	32,133	(118)

Net Income going to Bottom Line

* Revenues positive, expenses negative
** Net amounts are reflective of Cost Element assignments

Income Statement - Product View

\$ in Thousands

New Revenue Development	Jan Actual	Jan Budget	Jan Delta	YTD Jan Actual	YTD Jan Budget	YTD Jan Delta	Actual + Budget	Annual Budget	Delta
Wireless	2,073	2,240	(166)	2,073	2,240	(166)	25,381	25,547	(166)
Revenue	2,513	2,352	161	2,513	2,352	161	28,379	28,238	141
Reimbursements	458	398	59	458	398	59	4,837	4,778	59
Gross Expense	(897)	(510)	(387)	(897)	(510)	(387)	(7,836)	(7,449)	(387)
Fiber Svcs	326	257	69	326	257	69	3,148	3,079	69
Revenue	396	332	64	396	332	64	4,043	3,978	64
Reimbursements	25	0	15	25	0	15	130	15	115
Gross Expense	(95)	(84)	(11)	(95)	(84)	(11)	(1,025)	(1,014)	(11)
New Products	(40)	240	(280)	(49)	240	(289)	4,195	4,484	(289)
Revenue	1,421	775	646	1,421	775	646	21,586	20,940	646
Reimbursements	331	60	271	331	60	271	991	720	271
Gross Expense	(1,792)	(595)	(1,197)	(1,802)	(595)	(1,207)	(18,382)	(17,176)	(1,207)
Street Light Inv Prj NL NR	(67)	(83)	15	(67)	(83)	15	(985)	(1,000)	15
Std. Cost Var.	0	(254)	254	0	(254)	254	276	22	254
Net Revenues	2,292	2,401	(109)	2,283	2,401	(118)	32,015	32,133	(118)

Net Income going to Bottom Line

* Revenues positive, expenses negative
** Net amounts are reflective of Cost Element assignments